

Your local, dedicated Pharmacy Concierge

# Reduced pharmacy costs guaranteed



# Innovative solutions. Proven results.

The Pharmacy Concierge program focuses on controlling cost by driving appropriate utilization of medications while ensuring members are benefiting from clinically appropriate therapies.

## 2024 Pharmacy Concierge: At a glance



**\$2,919**

Average annual savings  
per converted drug



**607k**

Covered members



**~11 MILLION**

Pharmacy claims analyzed



**5,502**

Members with a  
converted prescription



**\$17M+ in total Rx savings**

In 2024, a local corporation with nearly 1,000 members **exceeded their guarantee by nearly \$85,000**. This resulted in a **nearly 3 to 1 return on investment** and a savings of over \$6 per member per month.



# Comprehensive savings strategies

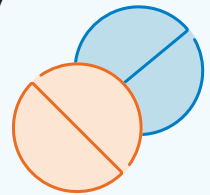
Our comprehensive savings strategies yield guaranteed results. Your dedicated Pharmacy Concierge team looks at a multitude of opportunities, such as:

- Multi-source brands
- High-cost generics
- Dose efficiency
- Dosage form optimization
- Channel optimization
- Specialty Rx
- Polypharmacy review

## Targeted drug classes

The following drug classes are potential targets for the Pharmacy Concierge program. Based on shifting marketplace dynamics, other cost-saving opportunities will arise and our strategies may change.

- Anaphylaxis
- Anticonvulsants
- Anti-inflammatory
- Diabetes
- Gastrointestinal
- Heart Disease
- Mental Health (Including ADHD)
- Migraine
- Multiple Sclerosis
- Oncology
- Ophthalmology
- Pain
- Respiratory

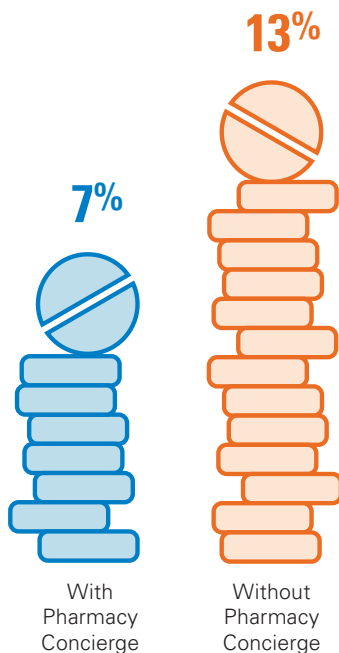


## Proven savings: Mitigating Rx trend

### Self-funded group trend

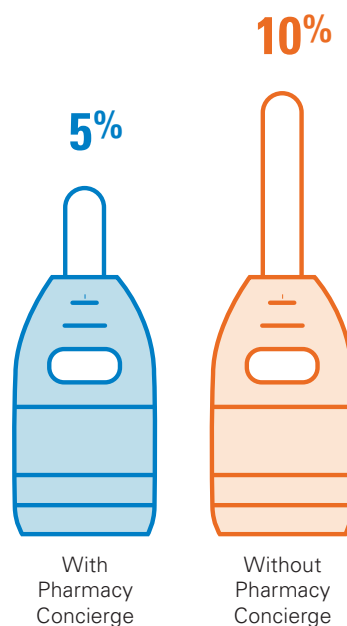
### Two high spend therapeutic classes

#### Pharmacy trend (1 year)



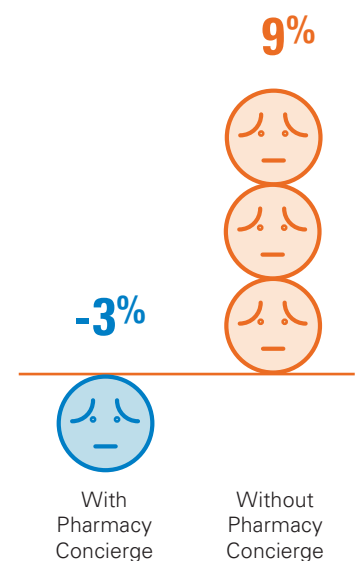
Groups not enrolled  
spent **6% more**  
on Pharmacy

#### Diabetes trend (1 year)



Groups not enrolled  
spent **5% more**  
on diabetic medications

#### Mental health trend (1 year)






Groups not enrolled  
spent **12% more** on  
mental health medications

# Our performance guarantee

Excellus BlueCross BlueShield **GUARANTEES** savings; the investment is risk free. If we do not meet our guarantee, we will reimburse the difference - **there is absolutely zero risk.**

By providing you with a local, dedicated in-house team of pharmacists, your pharmacy claims utilization is analyzed to identify cost-savings opportunities. Your dedicated team contacts the prescribing physician to request a change to a lower cost but clinically appropriate option.

| Program level                                   | Administration fee and guarantee |
|---|----------------------------------|
| <b>Level 1:</b><br>Physician Detailing          | Program Fee: \$1.75 PMPM         |
|   | Program Guarantee: \$1.75 PMPM   |
| <b>Level 2:</b><br>Specialty Care Rx Management | Program Fee: \$1.75 PMPM         |
|   | Program Guarantee: \$1.75 PMPM   |

| Process overview  | Level 1:<br>Physician detailing  | Level 2:<br>Specialty care Rx management   |
|---|--|--|
|  <b>Identify opportunities</b> | Analyze the group's pharmacy claims utilization to identify cost savings opportunities, appropriate medication use, non-adherence concerns or medication safety issues.          | This level reviews specialty medications to verify medical necessity and appropriateness, and prevent unnecessary prescribing. All physician engagement is performed directly by Excellus BCBS clinical professionals. |
|  <b>Physician outreach</b>     | A dedicated pharmacy team will contact prescribers to request a prescription change to a lower cost and clinically appropriate option, or address a gap in care.                 | Engage providers with claim-level detail to choose the most cost-effective and clinically sound drug therapy.  |
|  <b>Realize savings</b>        | By controlling costs with savings opportunities and medical necessity reviews, groups will have increased savings through these personalized experiences with impactful results. |  |



To learn more about how our Pharmacy Concierge program helps your organization, talk to your Excellus BCBS rep today.  
**ExcellusForBusiness.com**

