

YOUR LOCAL, DEDICATED PHARMACY CONCIERGE

Reduced pharmacy costs – guaranteed



Excellus  

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.

2023 Pharmacy Concierge: At a glance



\$3,151

Average Annual Savings
per Converted Drug



584k

Covered
Members



OVER 12 MILLION

Pharmacy Claims
Analyzed



7,159

Members with a
Converted Prescription



\$19M+ in total Rx savings

In 2023, a corporation with 3,900 members **exceeded their guarantee by over \$176,000**. This resulted in a **nearly 3 to 1 return on investment** and a savings of nearly \$6 per member per month.

Comprehensive Savings Strategies

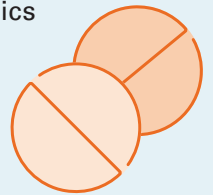
Our comprehensive savings strategies yield guaranteed results. Your dedicated Pharmacy Concierge team looks at a multitude of opportunities, such as:

- 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.

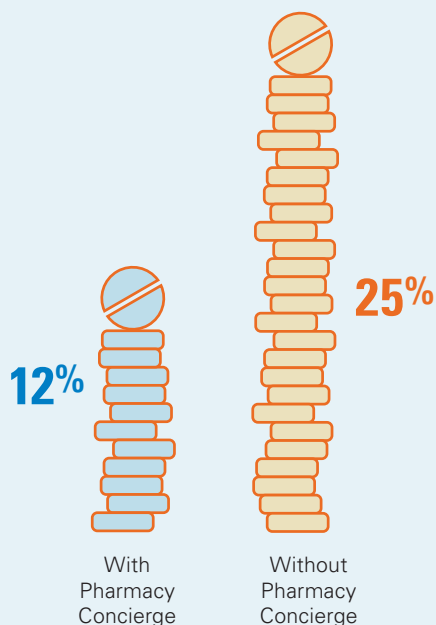
- ADHD Stimulants
- Inhaled Steroid Combinations
- Nasal Steroids
- Neuropathic Pain
- Diabetes Medications
- Statins
- Urinary Antispasmodics
- Proton Pump Inhibitors
- Anaphylaxis
- Antidepressants
- Oral Antipsychotics



Proven savings: Mitigating Rx trend

Self-funded group trend

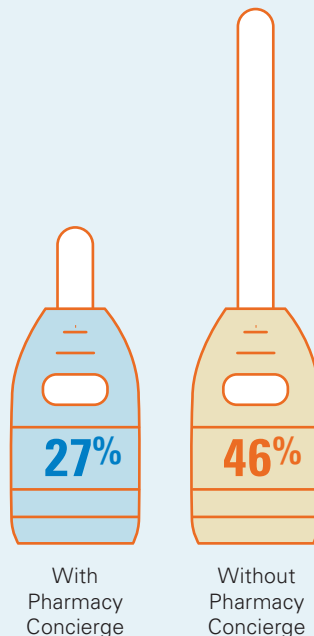
Pharmacy trend (2 year)



Groups not enrolled spent **13% more** on Pharmacy

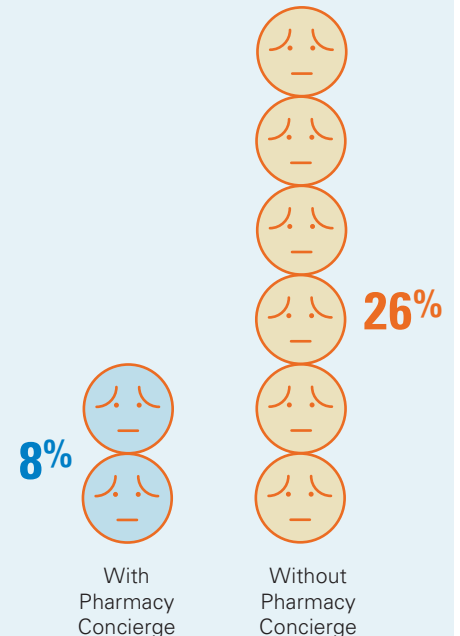
Two high spend therapeutic classes

Diabetes trend (2 year)



Groups not enrolled spent **19% more** on diabetic medications

Mental health trend (2 year)



Groups not enrolled spent **18% 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
Level 1: Physician Detailing	Program Fee: \$1.75 PMPM
	Program Guarantee: \$1.75 PMPM
Level 2: Specialty Care Rx Management	Program Fee: \$1.75 PMPM
	Program Guarantee: \$1.75 PMPM
Level 3: Physician Detailing & Specialty Care Rx Management	Program Fee \$3.50 PMPM
	Program Guarantee: \$3.50 PMPM

Process overview	Level 1: Physician detailing	Level 2: Specialty care Rx management
 Identify opportunities	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.
 Physician outreach	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.
 Realize savings	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

