

Pharmacy Benefit Management Can Save California an Additional \$9.4 Billion in State Medicaid Spending

- ▶ Pharmacy Benefit Managers (PBMs) saved California \$258 million in state Medicaid spending in 2016.
- ▶ These savings represent only a portion of the potential savings achievable if California were to fully utilize PBM tools and capabilities.
- ▶ The optimal use of PBM tools and capabilities for all of California’s Medicaid prescriptions would reduce drug spending 29% per beneficiary.
- ▶ As a result, California would save \$691 million in state Medicaid spending in 2019 and \$9.4 billion over 10 years (2019-2028).

California’s Medicaid Savings through Pharmacy Benefit Management

Savings Already Realized	\$258 Million 2016	\$767 Million 2011-2016
Savings Opportunity	\$691 Million 2019	\$9.4 Billion 2019-2028

With Medicaid prescription drug spending increasing in recent years – driven both by higher prices and increased volume – states are increasingly turning to PBMs to manage drug benefits for Medicaid populations, including beneficiaries with health plan coverage and those in fee-for-service. Through their expertise, data analytics capabilities, and negotiating capacities, PBMs improve quality, safety, and appropriate drug use, achieving the highest value for states and the consumers they cover. Specific PBM tools and capabilities include:

- ▶ Driving use of the highest therapeutic quality, lowest-cost drugs and shifting utilization from brands to generics as clinically appropriate;
- ▶ Developing preferred pharmacy networks;
- ▶ Advancing evidence-based, clinically effective utilization; and
- ▶ Leveraging data analytics to detect and prevent fraud, waste, and abuse.

For more information on how pharmacy benefit management generates savings for Medicaid, please refer to UnitedHealth Group’s national analysis, available at: www.unitedhealthgroup.com/pcs

UNITEDHEALTH GROUP[®]

www.unitedhealthgroup.com | [@UnitedHealthGrp](https://twitter.com/UnitedHealthGrp)

©2018 UnitedHealth Group. All Rights Reserved. UnitedHealth Group is a registered trademark with the U.S. Patent and Trademark Office.

March 2018