

# OptumRx

## Transforming Pharmacy Care Services

Employers, governments, health plans, and consumers are seeking solutions to reduce the overall cost of health care, provide quality outcomes, and improve the consumer experience.

Pharmacy is the most frequent touchpoint in health care. OptumRx's pharmacy care services provide whole person care that aligns pharmacy and medical needs to achieve the **lowest net costs**, decrease total cost of care, improve health outcomes, and simplify the consumer experience.

### OptumRx: A Synchronized Pharmacy Care Services Approach

#### Traditional Pharmacy Benefit Managers (PBMs)

- Manage drug benefits to ensure access and reduce costs
- Manage the part of the patient experience related to filling a prescription

#### OptumRx's Pharmacy Care Services (PCS) Approach

- Ensuring access to the most affordable and clinically appropriate drugs
- Delivering lower drug costs for consumers through an industry-leading point-of-sale discount program
- Providing digital pharmacy tools to consumers and physicians to improve decision-making on out-of-pocket costs
- Extending care into mental health care pharmacies, specialty pharmacy, and home infusion sites-of-care
- Serving the sickest and most vulnerable patients by managing high-cost, limited distribution drugs in therapies like oncology, HIV, and ophthalmology
- Serving the growing needs of people with behavioral health and substance abuse disorders, particularly Medicare and Medicaid beneficiaries

#### SYNCHRONIZED ACTIONS

- Improve medication adherence
- Address gaps in care
- Prevent complications
- Manage overall wellness



# Greatest Challenges Impacting Health Care Quality and Cost Today

## GROWING POLY-CHRONIC POPULATION

The U.S. population is **aging** and increasingly have **multiple chronic conditions**.

**86%**

of U.S. health care spending is generated by people with chronic disease

**80 million**

people will have 3 or more chronic conditions by 2030

**7-14 times**

higher health care costs than those with fewer than 3 conditions

## RISING PHARMACY COSTS

**Increasing list prices** of prescription drugs and high-priced **specialty medicines** to treat smaller patient populations are taking up a greater share of health care spend.

**>200%**

the amount drug companies raised list prices for 20 most widely-used brand drugs from January 2017 to February 2018

**<2%**

of the population take specialty drugs

**50%**

of total drug spend by 2022 will be for specialty drugs

## LACK OF MEANINGFUL TRANSPARENCY

A lack of **meaningful transparency** exists across the health care system, impacting decisions and outcomes.

- Patients want to know if their drug is covered, how much it will cost, and what their final out-of-pocket costs will be.
- Providers often unknowingly prescribe medicines with higher cost-sharing or prior authorization requirements or fail to consider lower-cost options.
- As drug costs rise and more people are enrolled in high-deductible health plans, the need for this information is even greater.
- In 2018, UnitedHealth Group made negotiated prescription drug discounts available at the point-of-sale for over 9 million fully insured members. In the first two months of 2019, the program lowered prescription drug costs by an average of \$130 per eligible medication. The program is being expanded for all new employer-sponsored business proposals beginning January 1, 2020.

## OptumRx is Going Beyond Pharmacy To Synchronize Care for Better Health and Lower Total Costs



Driving to the **lowest net cost** for drugs



Lowering the **total cost of care** and improving outcomes



Building a **simple, smart and seamless** consumer experience

# Helping People Live Healthier Lives and Helping Make the Health System Work Better for Everyone

## AFFORDABILITY AND LOWEST NET COST DRUGS

Affordability is at the forefront of a national debate occurring at the Federal and State levels on the cost of drugs. OptumRx is working to ensure consumers have access to the most affordable and clinically appropriate drugs and is helping plan sponsors pay the lowest net cost. Examples of our efforts include:

- **Direct-to-Consumer Pharmacy Discounts**

The point-of-sale discount program is available to all plan sponsors to enable meaningful transparency and affordability to the consumer. When plans participate, a consumer receives a discount on eligible prescriptions when he or she fills a prescription through retail or home delivery. In the first two months of 2019, the program has lowered prescription drug costs by an average of \$130 per eligible medication. More than 9M members are eligible for point-of-sale discounts in 2019 with the program expanding to include all new business proposals beginning January 1, 2020.

- **PreCheck MyScript**

PreCheck MyScript gives physicians real-time visibility into lower-cost, clinically equivalent alternatives at the point-of-prescribing and simplifies the pre-authorization experience. PreCheck MyScript is available to nearly 175,000 physicians through their electronic medical records. This program has proven effective in lowering patient out-of-pocket costs, with physicians prescribing lower-cost, clinically appropriate alternatives in one out of every five instances when a lower-cost, clinically appropriate alternative is available. PreCheck MyScript enables consumers to save \$80 on average per prescription fill.

- **OptumRx Drug Negotiations**

OptumRx actively negotiates lower list prices on new drugs and includes lower priced drugs on the preferred formulary. For example, Mavyret is used to treat Hepatitis C at a cost of \$30,000 versus the therapeutic equivalent at approximately \$100,000. OptumRx has saved plans over \$50 million annually by placing Mavyret on its formulary.

## CREATING SMART, SIMPLE AND SEAMLESS EXPERIENCES FOR THE CONSUMER

Through personal digital channels and effective e-commerce models, OptumRx engages consumers to create a simpler experience. Partnerships with retail pharmacies enable more impactful interventions at the retail counter. By meeting consumers' needs when and where they want, OptumRx creates a seamless experience and advances wellness and care.

## IMPACTING TOTAL COST

OptumRx can integrate pharmacy and medical data, and identify actions that have the greatest impact for both consumers and health purchasers. This whole-person approach is critical in specialty pharmacy and home infusion services, where the most expensive drugs are often required to treat a condition. Advanced analytics identify and predict consumer risk and propensity to engage, allowing OptumRx to focus on the highest-need consumers for the most significant impact on health outcomes and multi-year costs.

## FAST FACTS

**>5,000**

Pharmacists and pharmacy technicians providing pharmacy care to consumers

**>65 million**

People served

**>1.3 billion**

Adjusted scripts processed annually

**>\$90 billion**

Total prescription spend managed annually

**~\$40 billion**

Annual specialty pharmacy spend managed

**\$20-\$25**

PMPM medical savings when care is synchronized\*

**>450**

Community mental health facility pharmacy locations

**18**

Value-based contracts with more in development

**\$130**

Average consumer savings per eligible medication through point-of-sale drug discounts

\*For High-performing Clients

# Serving Chronically Ill and Vulnerable Populations

UnitedHealth Group is using clinical expertise to serve the pharmacy needs of chronically ill and vulnerable patients including behavioral and oncology patients, while helping the public and private sectors reduce health care costs.

## BEHAVIORAL HEALTH

**>450** full service on-site pharmacies at Genoa Healthcare will help engage and support **mild to serious mental illness and substance abuse** issues

**18%** lower ER and **40%** lower hospitalization rates among high-risk patients when care is synchronized through a mental health pharmacy

Patient and prescriber interventions on **appropriate opioid use**

## ONCOLOGY

**>70** specialty and infusion pharmacies through BrivoRx

**Seamless delivery** and **access to limited distribution drugs** through Avella Specialty Pharmacy Solutions

Holistic **clinical management** for specific disease states

**Technology solutions** that help improve patient care and experience

## PARTNERING TO ADDRESS THE OPIOID EPIDEMIC

OptumRx partners with care providers, pharmacists, Governments, health plans, and consumers to help impact the course of the opioid epidemic from every angle:

- Advancing **best practices for prescribing** opioids
- Identifying **safe alternatives** to chronic pain
- Tracking **trends in opioid** use
- Flagging **unusual dispensing patterns**
- Conducting **real-time medication checks** will help prevent unnecessary refills

**90%** of people we serve live within 20 miles of a Medication-Assisted Treatment provider

**31%** reduction in short-acting opioid prescriptions

**96%** compliance with CDC short-acting opioid prescribing guidelines



Donating **unused medicines** to Kansans in need

**>\$22 million**



UnitedHealth Foundation partnership grant to expand **access to pharmacy care** in rural Tennessee

**\$1 million**

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