

City of Smyrna Rx Savings Estimate

**Prepared by
VeracityRX & Hutchinson Traylor**

**At VeracityRX, We Believe Pharmaceutical Costs Should Be Fair.
Our 5 Buckets Help Employers Achieve Maximum Savings.**



THE CONTRACT

The Pharmacy Benefit Management (PBM) contract is generally written between the PBM and the Employer, using the PBM's contract. In most cases, it is written to the PBM's advantage. It can be cumbersome, difficult to navigate and filled with fine points and/or complex definitions that work to the employer's financial disadvantage.

At VeracityRX, we write the contract putting the Employer in charge and eliminating spread pricing. It is transparent, pass-through and auditable.



PREFERRED/NON-PREFERRED NETWORKS

We have determined that **generic drugs** have a higher cost that averages \$15-\$20 *per prescription* more at "big box" stores (i.e. CVS, Target, Walgreens, Walmart, Sam's Club and Rite-Aid). Our recommendation is for the employer to place a higher co-pay of at least \$15 per prescription on generic drugs acquired at one of those stores. Members may still use those stores; it just means the co-pay will be higher. For all other outlets, such as local pharmacies, grocery stores, etc., employees will pay a lower co-pay.

This strategy alone can save a company of 1,000 employees an estimated \$200,000 annually.



FORMULARY MANAGEMENT

At VeracityRX, we are in charge of the PBM's formulary on behalf of the employer. No longer is the employer subject to untested drugs that are new to the market or "Me Too" drugs that do nothing but yield profits to PBMs and drug manufacturers. *An example of a "me too" drug is Duexis, which costs \$2,000/month and is nothing more than a combination of Ibuprofen and Percid.* We include the lowest cost therapeutic equivalent drugs whenever possible instead of choosing higher cost drugs that maximize rebates.



INTERNATIONAL PHARMACY

Our employers/employees can access international medications for a 50% savings. These drugs are imported only from Canada and include drugs for 3 areas: Insulin-like Drugs | GLP-1 Medications | HIV Medications.



MANUFACTURERS' ASSISTANCE PLANS FOR SPECIALTY DRUGS

Our success rate on specialty drug savings is over 85%. Working through manufacturers' assistance programs and foundations, our pharmacists work full time with both employers and employees to secure this vital assistance for these very expensive medications.






Need Options? You have the ability to customize your RX plan by selecting any or all of the "buckets", depending on your plan requirements.

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City of Smyrna GA

Invoice Dates: 9/27/19-9/25/20
Total Claims Submitted: 12,828
Date Range of Paid Claims: 10/3/18-9/18/20

Date Range (Evaluated Claims): 9/1/19-9/18/20 (384 days)
Total Claims: 12,666
Total Ingredient Cost (calculated): \$1,761,135.03
Annualized Total Ingredient Cost*: \$1,673,995.54

Partial RX Savings Estimate	Estimated Savings
 The Contract	\$ 50,000
 Preferred/Non-Preferred Network	\$ 85,000
 Formulary Management	\$ 50,000
 International Pharmacy	\$ 87,000
 Specialty Drugs	\$ 345,000
Total Estimated Savings	\$ 617,000

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