Support employee health and keep costs down

When your medical and pharmacy benefits work together, you and your employees benefit from better overall health.

Reducing your overall health costs

Proven formulary management
Medications that have proven health benefits and low net costs are at the core of our covered-drug list designs. While some pharmacy benefit managers (PBMs) favor a purely rebate-driven strategy, we’ve found that drugs with higher rebates almost always come with higher ingredient costs. And that results in higher net costs and a negative impact on your bottom line. Our approach keeps net costs down. In fact, it’s a model that’s leading the industry, with other national PBMs now adopting it as well.

Effective medication policies
Integration allows us to direct care to cost-effective therapies through pre-authorization, which generates savings of over $20 per member per month.

Strong network discount
We continue to optimize pharmacy network options, such as preferred or narrow networks, and exclusive specialty-drug networks. Through our strategic network designs, employees are also encouraged to take advantage of available discounts.

Robust specialty drug solutions
With specialty drugs accounting for 2% of drug utilization and over 50% of drug spend, our approach is to manage high-cost specialty drugs tightly under both our pharmacy and medical benefits. From new-drug pipeline monitoring to drug-policy management, and high-cost claimant reviews to infusion drug site-of-care programs, we have solutions to support both members who need specialty drugs, and your bottom line.

Comprehensive clinical services
Our robust suite of clinical services across the medical and pharmacy benefits supports member health and well-being. A key example is the GuidedHealth® program, which helps members take their medications safely and as prescribed. The program prevents medication overuse and underuse, saving up to $1.70 PMPM².

Additional services at no charge
We manage the total cost of care, providing you with regular reporting and recommendations to manage your health care spend.

Integrating medical and pharmacy benefits results in less time in the hospital and lower medical costs.¹

- 15% lower hospitalization rate
- 7% fewer ER visits
- $20 average PMPM savings through utilization management³
Pharmacy + medical integration: An improved experience

When you integrate your pharmacy coverage with your medical plan, you and your employees benefit from a holistic approach that thrives on partnership and cross collaboration.

Active collaboration
Our programs and services are powered by multi-disciplinary teams. From care gap management to gene therapy management, we pull in medical, pharmacy, contracting and other experts to bring you comprehensive solutions.

A deeper look at ingredient costs
With full visibility of drug ingredient cost and rebate opportunities across medical and pharmacy benefits, we can steer utilization to the lowest-cost benefit and site of care.

Strong partnerships, better care
Asuris pharmacists support our in-network providers by helping them identify and close care gaps and improve total cost of care. And when that happens, your employees receive better care.

Consistent support and more
Our members have one place—asuris.com—where they can get the support and tools they need for their health care journey. There’s a single web portal and customer service number for medical and pharmacy benefits information, care locations and pharmacies, care and medication costs, and tips on saving money and living healthier.

Healthier outcomes, lower costs
With greater access and the ability for medications to be covered by either the medical or pharmacy benefit, you and your employees will get the best value with our integrated model. Studies show that integrating benefits results in lower medical spend and better management of chronic conditions.

The integrated model sees results
A two-year study found that medical costs for members with chronic conditions were significantly less per member per year1.

<table>
<thead>
<tr>
<th>Condition</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower for asthma</td>
<td>$926</td>
</tr>
<tr>
<td>Lower for coronary artery disease</td>
<td>$4,351</td>
</tr>
<tr>
<td>Lower for chronic obstructive pulmonary disease</td>
<td>$3,177</td>
</tr>
<tr>
<td>Lower for diabetes mellitus</td>
<td>$1,363</td>
</tr>
<tr>
<td>Lower for depression</td>
<td>$1,708</td>
</tr>
</tbody>
</table>

The industry concurs
At least six other health plans and entities have independently shown similar findings when using an integrated approach: lower PMPM, more engagement in care management and lower cost for chronic conditions such as diabetes. In addition, recent industry mergers, acquisitions and investments in new partnerships demonstrate the value nationwide PBMs expect from an integrated approach.

To learn more about the advantages of pharmacy integration, contact your Asuris sales representative.

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1Based on 2019 Pharmacy Benefit Integration Study performed by Asuris and Prime Therapeutics using Asuris medical and pharmacy claims data representing samples from Washington membership.

2Uses combined pharmacy and medical data when both are available. Up to $1.70 PMPM savings is based on Prime Therapeutics PMPM internal data (2015). GuidedHealth® is a registered trademark of Prime Therapeutics LLC.

3Asuris Pharmacy Services Internal Analysis 2018.