

In the complex pharmacy benefits industry,
WHO WILL YOU CHOOSE?



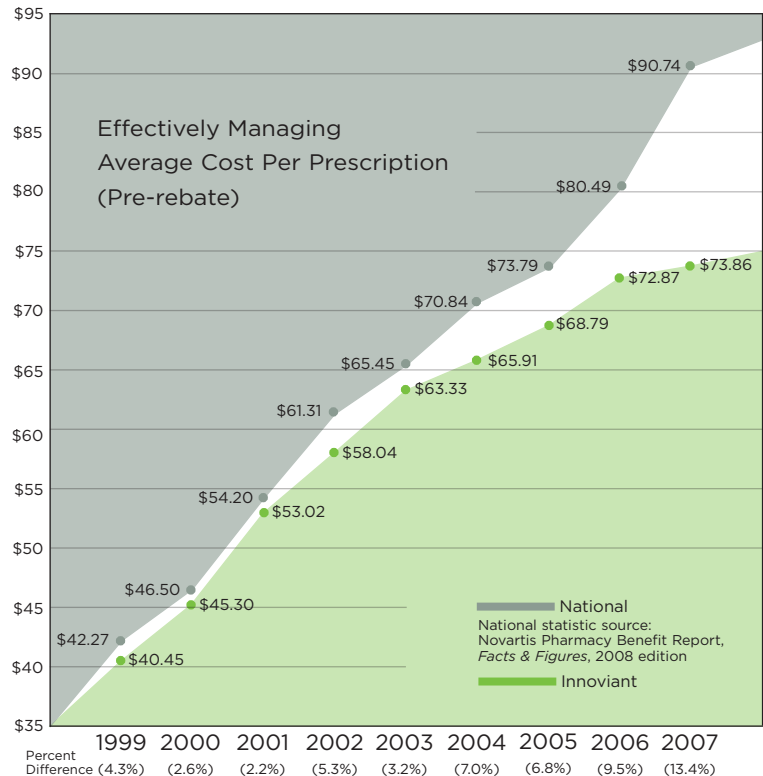
COST MANAGEMENT

At Innoviant, we are committed to providing pharmacy benefits administration at the lowest net cost for plan sponsors.

Since 1999, Innoviant's plan sponsors have spent four percent *less* for their pharmacy benefits than the national average.

What makes Innoviant's cost management different?

- Selection of products that represent the lowest net cost available in each therapeutic category
- Access to the tools used to manage drug spend
- Education of plan sponsors and their members



CUSTOMER SERVICE AND ACCOUNT MANAGEMENT

Our teams take expert care of plan sponsors and their members. We recognize pharmacy is an important part of your benefit package and are dedicated to ensuring you receive all the information and support you need to achieve lowest net cost pharmacy benefit solutions.

What makes the Innoviant customer service and account management teams different?

- Customer Service Center staffed by professionally trained Certified Pharmacy Technicians (CPhT)
- 24-hour a day, seven day a week Customer Service Center
- Goal alignment with plan sponsors
- Consistent, positive feedback from survey results—96.41 percent approval rating
- Strategic, forward-thinking account management team—including Regional Account Managers, Account Managers, Associate Account Managers, and Clinical Account Managers on every plan
- Specialized Medicare Part D plan support
- One-of-a-kind plan and member advocacy with Innoviant's **Wise Choice Rx** program

What makes the Innoviant pharmacy network different?

- More than 57,000 chain and independent retail pharmacies throughout the United States, Puerto Rico, Guam, and the Virgin Islands
- All major retail chains represented
- Time saving mail order pharmacy and internet pharmacy options
- Accessible 90-day at retail program, **Retail 90 Rx**
- Access to all pharmacy network agreements
- Pass-through pricing at retail and mail order
- Custom pharmacy networks designed to fit plan sponsor needs

What makes Innoviant clinical offerings different?

- The Innoviant Preferred Products List *a/ways* promotes lowest net cost
- Clinical programs available without hidden fees
- Complete reporting and full disclosure of rebate management services
- Educational plan sponsor and member communications
- Clinical programs developed to meet plan sponsor needs

Drug Class	PMPM	Savings PMPM	% Savings*
Proton Pump Inhibitors	\$3.51	\$0.81	19%
Statins	\$4.43	\$0.46	9%
Leukotriene Modifiers	\$0.56	\$0.08	13%
COX-2 Inhibitors	\$0.53	\$0.01	1%
Anti-arthritic Inhibitors	\$0.80	\$0.18	19%

What makes Innoviant information technology services different?

- Member and plan sponsor self-service tools
- HSA and other financial product support
- Online enrollment management
- Flexible reporting options

PHARMACY NETWORK

Innoviant provides plan sponsors and their members with exceptional access to more than 57,000 retail pharmacies and maintains competitive discounts for plan sponsors on brand and generic medications. Innoviant balances network access and strong discounts.

CLINICAL OFFERINGS

Innoviant offers clinical programs that identify safe, effective market opportunities on behalf of plan sponsors with helpful clinicians to support thoughtful program selection.

For example, a number of current Innoviant plan sponsors met their immediate and future cost management needs with implementation of Innoviant's step therapy program, **Rx Instep**. Using this forward thinking clinical offering, plan sponsors can measure their savings with tangible data.

*Savings percent listed to reflect percent savings within class. Calculated sum of plans that do not use program. Period of analysis 1/1/05-9/30/05.

INFORMATION TECHNOLOGY

The enterprising Innoviant IT team takes a progressive approach to program development. Your goals of cost management, education, and member satisfaction are their primary objective.

WHO WILL YOU CHOOSE?

In every service and program, Innoviant provides value-based pharmacy benefit administration. This is evident in the savings Innoviant achieves for plans and members alike.

Many pharmacy benefits vendors now offer their own version of transparency. At Innoviant, transparency isn't just a pricing strategy; it's our business model. It's demonstrated by our full revenue disclosure and in our delivery of lowest net cost prescription benefit administration.

INNOVARIANT PROVIDES:

- 100 percent, full disclosure of all revenue streams
- Clinical and account management goal alignment that meets plan sponsor identified needs
- Pass-through pricing at retail and mail order
- Unrestricted access to network information, rebate contracts, and vendor agreements

“Innoviant negotiated **steeper pharmacy discounts** on behalf of True Health Benefits and our members. We were happy to discover a PBA that would work so hard for us. They were able to take our utilization information and work with pharmacies to develop a strong network.

“Knowing other pharmacy benefit vendors keep deeper discounts for themselves, it was satisfying to be able to trust that our benefit manager did not do this. **Our plan realized even greater savings with Innoviant's pass-through business model**, returning all negotiated discounts. We've definitely seen lower net costs — by 5% — across the board.

“Our members feel the pharmacy access is extensive and claim processing has been uncomplicated. It's all been **a positive experience.**”

—Dennis T. Ostermann; Controller
True Health Benefits, New York, NY

“Because Innoviant was established by a pharmacist, they understand the pharmacy profession, which some of their competitors do not, and are able to be flexible in their decision making. **We've seen a significant drop in our pharmacy costs**; so much that we can offer our employees more in their benefits package.

“The Innoviant Customer Service Center is staffed by people who are genuine and helpful. They're able to expedite adjudication and give our employees that friendly, human touch. **We've been very, very pleased.**”

—Paul T. Concemi, R.Ph; Director of Pharmacy and Infection Control
HealthAlliance Hospitals, Leominster, MA

“A coalition meets the unique needs of multiple groups with diverse business models, which makes it hard to dictate rigid benefit standards. **The advantage of working with Innoviant is they allow flexible and individual benefit designs** to meet all our coalition members needs.

“**Innoviant implementation is a logical, expertly planned process** that our coalition members routinely comment on. Each group has walked away with a thorough understanding of the process as well as benefit designs, positioning them to become better consumers.”

“From a transparent business standpoint, what's critical in today's market is giving options to plan sponsors. Innoviant is able to seek out what these needs are and deliver the management tools and savings to our groups. **Our members' experiences match what Innoviant promises for lowest net cost.**”

—Lisa R. Gish, RN, BSN, MHA; Executive Director
Tri-State Business Group on Health, Newburgh, IN