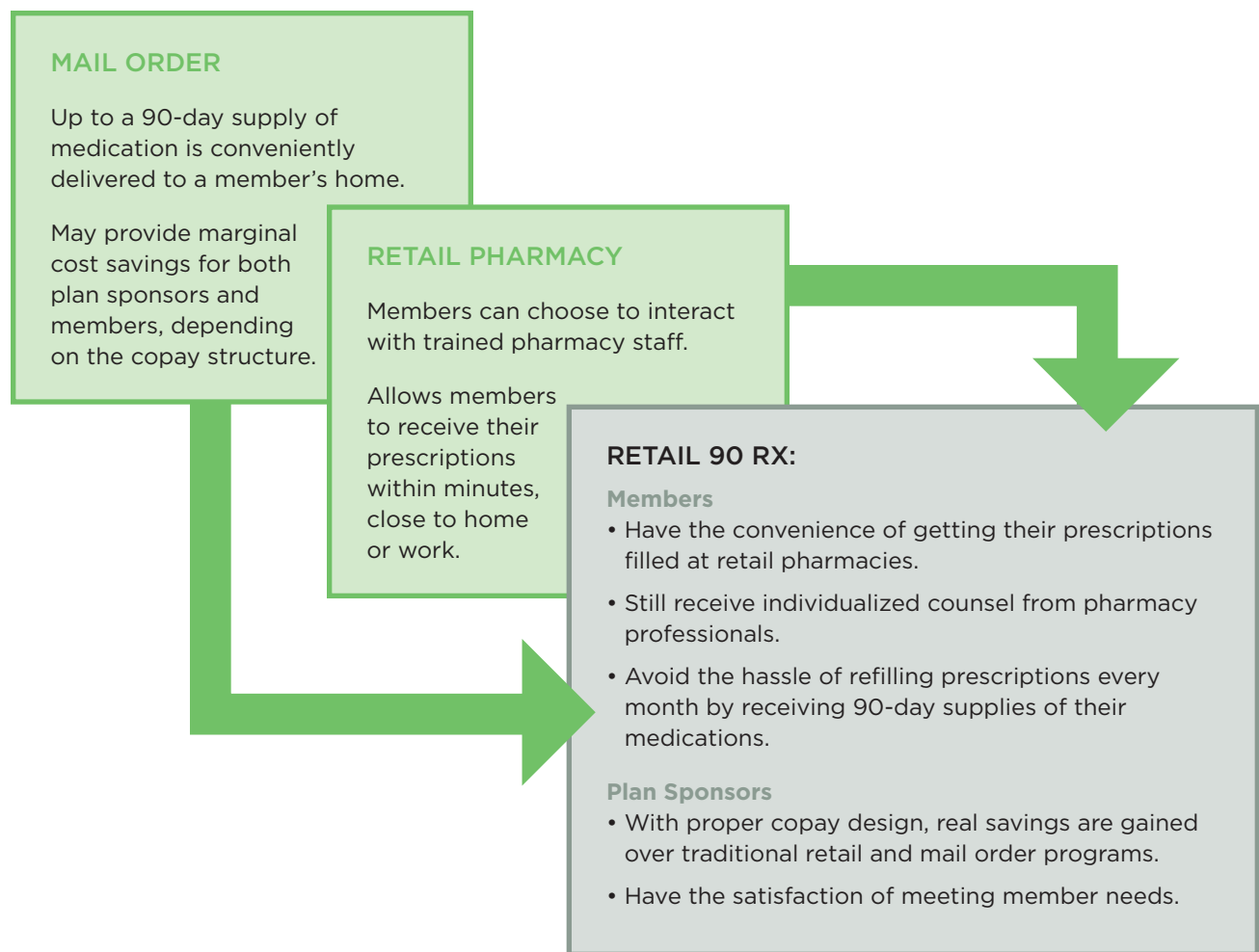




Convenience and Choice with Retail 90 Rx

A “ninety-days at retail” program allows members to receive 90 days of medication from participating retail pharmacies for a reduced ingredient cost. With the addition of Retail 90 Rx, members now have the choice of getting 90-day prescriptions at their local pharmacies or mailed directly to their doors. Retail 90 Rx targets a different audience than the traditional mail order user, one who is willing to receive a 90-day prescription, but still wishes to visit directly with his or her pharmacist.



Innoviant believes retail and mail order programs have distinct advantages for plan sponsors and members. The Innoviant Retail 90 Rx program takes the best of both and combines them to create the ultimate convenience for members and real savings for plan sponsors.

Choose Innoviant.

Case Study

An Innoviant plan sponsor with a mandatory mail program decided to institute the Innoviant Retail 90 Rx Program. Innoviant installed Retail 90 Rx discounts competitive to mail order, while keeping member copays comparable. Backed by the plan's quarterly data trends, the Innoviant Retail 90 Rx Program is a proven, effective plan design change for this pilot group with real cost savings results noted below:

Members who's plan utilizes a percentage copay structure will experience copay savings due to lower medication costs.

	Retail Maintenance Medication Program (3 x 30-Day Fill at Retail)		Retail 90 Rx
Discounted Drug Cost	(3 x \$105.19)	\$315.57	\$297.00
Dispensing Fee (+)	(3 x \$2.00)	\$6.00	\$3.00
Member Copay (-)	(3 x \$25.00)	\$75.00	\$75.00
Total Cost to Plan	(3 x \$82.19)	\$246.57	\$225.00

Net Savings of \$21.57 using Retail 90 Rx

Deeper medication discounts on 90-day fill (on average, 3% to 6% less than 30-day fill)

50% savings on dispensing fees

Program Access

Members have exceptional access to this program through the Innoviant Retail 90 Rx pharmacy network — more than 40,000 retail pharmacies nationwide, including:

- Albertson's
- Aurora
- Brooks Pharmacy
- Brookshire Pharmacy
- Cub Pharmacy
- CVS/Pharmacy
- Duane Reade
- Eckerd Drugs
- Fred Meyer
- HEB Pharmacy
- KMart
- King Soopers
- Kroger
- Longs
- Meijer
- Rite Aid
- Shopko
- Snyder Drug
- SuperValu
- Target
- Walgreen's

Getting Started

Activations occur at the start of each quarter. In order to effectively communicate with members, ensure minimum disruption, negotiate pricing, and provide other program support, a minimum of 60 days is required to activate Retail 90 Rx once a plan opts-in to the program. For example, plans who opt-in before August 1 will receive the Retail 90 Rx benefit on October 1. Once the benefit is added, a member needs only to provide a 90-day prescription to the pharmacist to begin using the program.

Pennies add up . . .

By converting 30-day fills at retail to the Retail 90 Rx program, our pilot group — a fixed-fee plan of roughly 10,000 lives — is realizing a savings of \$.37 per day of therapy. Their actual savings per quarter is more than \$36,000 (adding up to more than \$145,000 per year).

For more information on how the Innoviant Retail 90 Rx Program can work for you, or to obtain a data-driven analysis, please contact Innoviant at 1.866.800.4321.