



TREND MANAGEMENT

Is Your Pharmacy Benefits Administrator Your Advocate?

Opportunity

A plan sponsor was looking for a prescription benefit administrator (PBA) who could:

- Collaboratively negotiate unique pharmacy agreements for better discounts.
- Provide full disclosure and access to data with pass-through of actual pharmacy negotiated rates and discounts.
- Identify specific clinical trends based on plan performance.
- Explore pricing strategies in complete alignment with the plan sponsor goals.

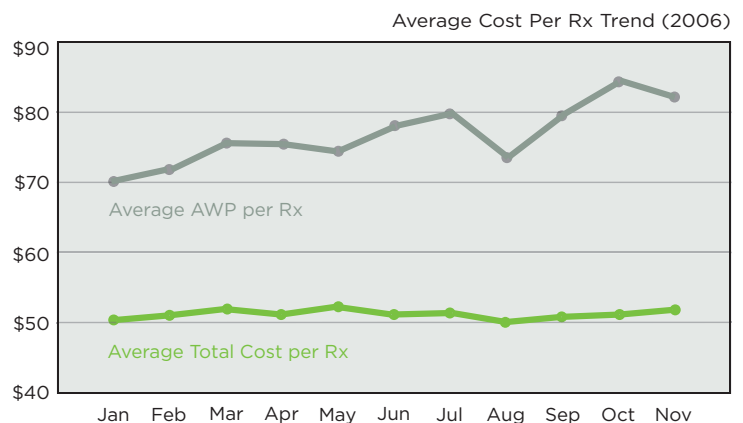
The plan sponsor selected Innoviant as its PBA partner.

Innoviant Recommendations

- Identified and approached key chain and independent pharmacies for specific rate concessions.
- Suggested clinical programs based on plan utilization.
- Provided plan sponsor with complete access to all components of claims and cost driver information.
- Implemented pass-through pricing for plan sponsor.

Innoviant Solutions

- Increased brand and generic discounts at all pharmacies, passing all increases to the plan sponsor, and decreasing plan expense per prescription.
- Plan sponsor achieved an annual ingredient cost trend of <1%, despite national AWP trend of 15.4% over the same time period — a difference of \$7.00 per claim!
- Plan sponsor *improved* member benefits as a result of performance.



Innoviant can be *your* advocate for prescription benefits and help with real savings plan sponsors can count on. Call us at **1.866.800.4321** or visit www.innoviant.com.

Choose Innoviant.