Outline

I. Background on NW Drug Consortium

II. NW Consortium service offerings:
   • Group Pharmacy Benefits Management
   • NW Consortium Group “Value Proposition”

III. Pharmacy Discount Card

IV. Market expansion and NW Drug Consortium growth

Success

More than a decade of continued and sustainable growth

Northwest Drug Purchasing Consortium Enrollment
II. Group Pharmacy Benefits Management

The pharmacy benefits management program was designed to meet the specific needs of clients (e.g., employer groups and government entities) and achieve the triple aim.

How it works

- Participating programs
  - OPDP: Oversee and administer program
  - MODA Health - Contract Administrator
- MedImpact

Menu of program services

- Process claims
- Administer pharmacy network
- Rebate administration
- After hours support

- Client / Member support
- Billing and reconciliation
- Reporting and analytics
- Clinical services

Purchasing power
- Consortium; pooled purchasing
- Aggressive guarantees

Network and Claims Management

- Prescription claim processing
- Pharmacy network administration
- Eligibility verification
- Rebate administration
- After-hours member support

Contract Administrator

- Data analytics and insights reporting
- High touch client/member support services
- Billing and reconciliation
- Broad range of innovative clinical programs

Program Management

- Purchasing power
- Consortium, pooled purchasing
- Contract administration and oversight
- Aggressive guarantees

Programs

- OPDP
- Moda Health
- MedImpact

The Consortium is pulling together best-in-class group pharmacy management expertise and experience with state purchasing power.

Autonomy

- Flexibility
  - Ability to design and manage own pharmacy program
  - Option to use the pharmacy management resources available through OPDP

- Choice
  - Select between broad and value pharmacy networks
  - Broader range of evidence-based clinical services

- Customization
  - Ability to customize program to meet needs and goals
  - Ability to provide customized pharmacy analytics to support quality initiatives

- Collaboration
  - Clinician consulting services on programs and initiatives
  - Coordination with DHSSs to improve pharmacy best practices with all CCOs

- Reporting
  - Quality metrics reporting
  - Cost and utilization reporting
  - Adhoc and customized reporting options
**Value Proposition**

- **Autonomy**
  - Customized utilization management and clinical programs

- **Savings**
  - Group cost savings and cost containment

- **Experience**
  - Member member-centric service

**Flexibility**

- Access
- Convenience
- Guidance

**Pricing**

- Transpacity
- Predictability
- Accuracy
- Assurance

**Access**

- Critical Access Pharmacies
- Member access to specialty clinical pharmacist available 24/7

**Convenience**

- Oregon-based mail order enabling faster delivery and guaranteed packaging integrity
- Local specialty pharmacy with strong ties to prescriber community

**Guidance**

- Value Proposition
- Flexibility
- Choice
- Customization
- Reporting

**Excerpt from 2017 NW Drug Consortium Annual Market Report:**

1. "Overall Consortium pricing was competitive;"
2. "Market conditions could yield 0.5% or more savings if exclusive specialty pharmacy guarantees are improved;"
3. "Consider eliminating the effective rate guarantee over all specialty drugs and obtaining drug-by-drug pricing;"
4. "Generics specialty drugs can be used to improve the overall effective discount, allowing for a reduction of the discount on the specialty brand drugs, the largest area of drug cost growth; and consider acquisition cost plus fee pricing for specialty drugs."
How does the Discount Card Program work?

- 100 percent cash payment by member; purchases are not subsidized by state funds
- More than 600 Oregon pharmacies have chosen to contract with the NW Consortium statewide
- Pharmacies that choose to contract with us agree to accept the discounted rates
- To get the discount, the card must be used at one of our participating pharmacies

Pharmacy Discount Card Eligibility and Benefits

- No annual fee … It’s FREE!
- Everyone in Oregon is eligible to join
  - No income restriction
  - No age restriction
- Excellent discounts:
  - Average 80 percent on generic drugs
  - Up to 20 percent on brand name drugs
- No formulary restrictions:
  - All drugs are eligible for a discount
  - Some vaccinations and immunizations also covered
- Over 604 network pharmacies in Oregon and 56,000 nationwide
- Mail order service available through Postal Prescription Services
- “Specialty” drugs available through Ardon Health Pharmacy

Four ways to get a Pharmacy Discount Card

Only need to enroll once:

1. Enroll online at www.opdp.org
   - English or Spanish
2. Complete one of the postage-paid enrollment forms
3. Download an enrollment form
   - English or Spanish
   - Complete a separate enrollment form for each person applying and send it to the address shown on the form
4. Call toll-free 800-913-4146

Benefits of website www.opdp.org

- Enroll in English or Spanish in less than one minute
- downloadable application also available in English and Spanish

Enroll online

- Search for network pharmacies using address, city, state, ZIP code, or pharmacy name
- Printable maps also available via MapQuest

Pharmacy locator

- Postage-paid, self-addressed enrollment mailers available in eight languages
- Tri-fold informational brochures in English and Spanish
- Promotional flyers in English-only
- PDF version of flyers in Spanish and Russian available on request

OPDP Rx Discount Card Program

Total Members enrolled through February 28, 2018: 305,407

- TOTAL PRESCRIPTION DRUG CHARGES 2017: $17,056,153
- TOTAL SPENT BY CARD MEMBERS 2017: $4,628,314
- TOTAL SAVINGS BY CARD MEMBERS: $130,456,733
- MEMBER SAVINGS OVER PAST 12 MONTHS: $12,427,732
  - TOTAL MEMBER SAVINGS LAST MONTH: $902,294
  - SAVINGS PER UTILIZING MEMBER LAST MONTH: $107.90
  - SAVINGS PER PRESCRIPTION LAST MONTH: $56.57
  - PERCENTAGE OF PRESCRIPTIONS FILLED GENERIC LAST MONTH: 95.7 percent

Summary

- OPDP and NW Prescription Drug Consortium – a multifaceted vehicle designed to work across states with public and private partners.
- Policymakers and administrators everywhere are voicing their increased concerns about drug costs and eagerly listening for solutions.
- OPDP continues to innovate and adapt to changes and seeks opportunity to explore how we can achieve our aligned mission of delivering exceptional care at reduced costs while promoting the health and well-being of all Oregonians.
Northwest Prescription Drug Consortium

Questions?

More information:
http://www.opdp.org

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Thank you