

# Pharmacy Concierge

2022 Annual Report





## ***Guaranteed Pharmacy Savings***

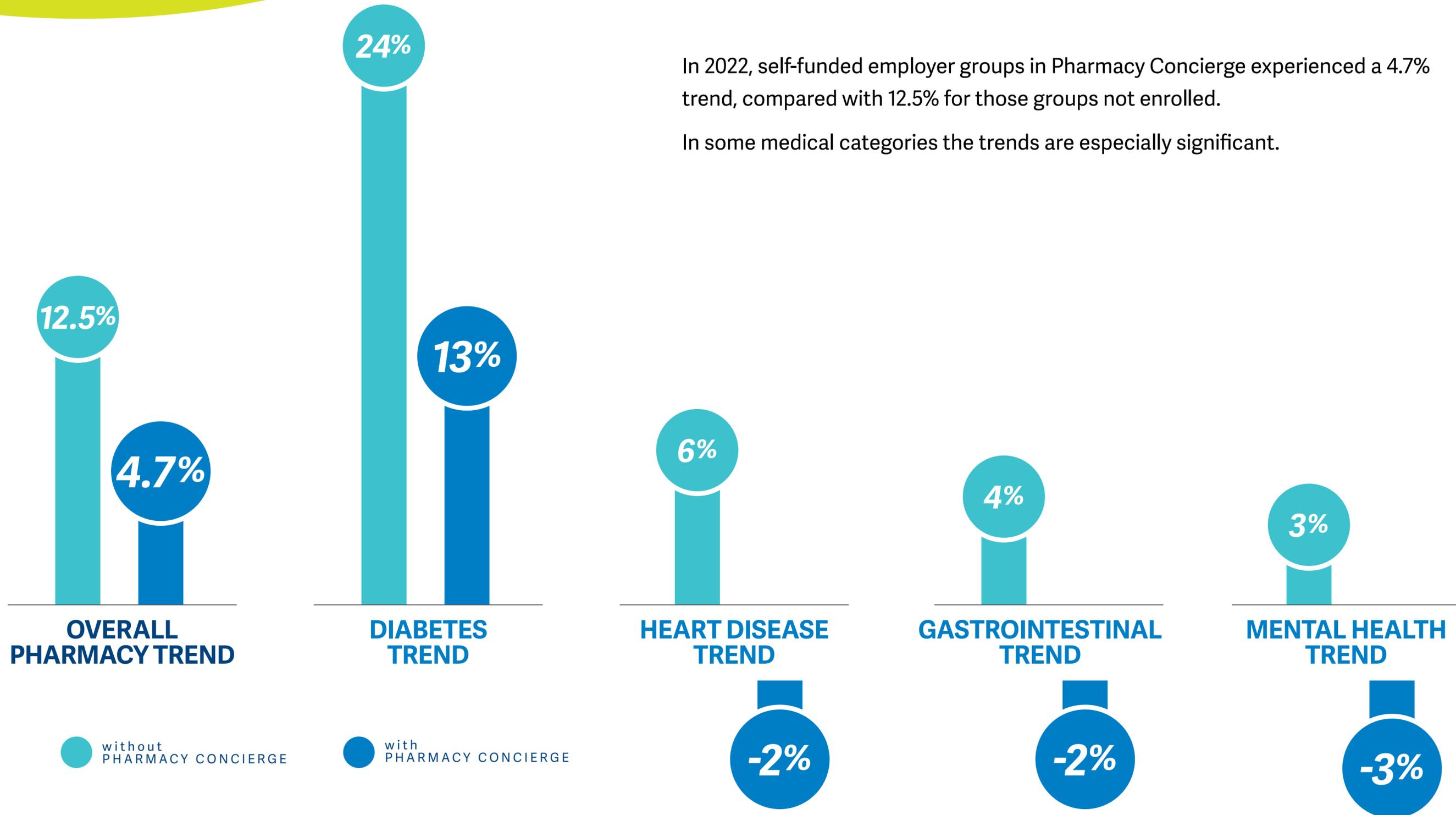
Higher prescription costs affect everyone. At Univera Healthcare we know that escalating drug prices are a problem for more and more Americans. And we understand that employers want to offer their employees the best possible health care but need to keep costs in check. In response to these challenges, in 2020 Univera Healthcare launched a program called Pharmacy Concierge. We first offered Pharmacy Concierge to our self-funded groups, and the program was so successful in cutting costs and improving safety, we expanded it as a standard benefit for fully-insured experience-rated groups.

**The savings are significant, and we are proud to share our 2022 results.**

# Trends We Are Proud to Share

In 2022, self-funded employer groups in Pharmacy Concierge experienced a 4.7% trend, compared with 12.5% for those groups not enrolled.

In some medical categories the trends are especially significant.



# Big Savings for Members and Groups

**362K**

Enrolled Members



**\$2,908**

Annual Savings per Member Conversion



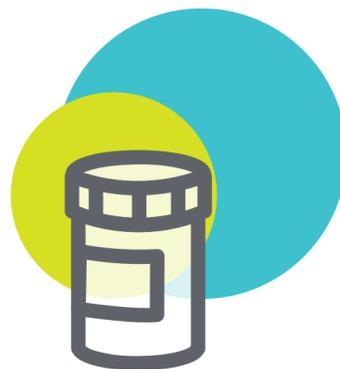
**\$2.55**

Savings per Member per Month



**7.4<sup>+</sup>M**

Claims Analyzed



**4,305**

Prescription Conversions



**\$11<sup>+</sup>M**

Total Group Savings

In the first quarter of 2023, we have already matched the total enrollment achieved in 2022. This means a lot more savings for more groups this year.

## Real Companies, Real Examples

EXCEEDED GUARANTEE  
**\$170,000**



In 2022, a corporation with 3,900 members exceeded their guarantee by over \$170,000. This resulted in a 260% return on investment and a savings of nearly \$6 per member per month.

EXCEEDED GUARANTEE  
**\$76,000**



In 2022, a local business organization with nearly 1,000 members exceeded their guarantee by over \$76,000. This resulted in a 365% return on investment and a savings of over \$8 per member per month.

EXCEEDED GUARANTEE  
**\$293,000**



In 2022, a local school district with nearly 12,300 members exceeded their guarantee by over \$293,000. This resulted in a 115% return on investment and a savings of nearly \$4 per member per month.

Univera Healthcare's Pharmacy Concierge program reduces costs by identifying lower cost generics and dosage modifications. But that's just the start. We focus on safety and better health outcomes, too. Every intervention is reviewed by a clinician who can identify not just savings opportunities but also ways to improve safety and adherence. We work directly with the prescriber to suggest alternatives. It's important to note the final decision to make a change in medication is between the prescriber and the patient.

## Members' Stories Highlight Savings & Safety

A clinical review identified a member taking multiple costly, single-agent oral diabetes medications. Our clinician recognized this as an opportunity to simplify the regimen for the patient and save money. We reached out to the provider to suggest changing the member to a combination product. After reviewing our information and the patient's record, the provider agreed.

The member now takes one tablet, simplifying their routine. And, with only a single co-pay, the member saves \$120 per year; the group saves \$79,760 per year.

**\$120**

Member Savings  
Per Year

**\$79,760**

Group Savings  
Per Year

Our clinical team identified a member on an incorrect dosage of an anti-depressant, which was prescribed twice daily. The correct dosage is once daily. Our team reached out to the provider and suggested generic alternative. The provider agreed.

The member is now taking the correct and safer dosage once daily, ensuring a better outcome. The member saves \$3,500 per year; the group saves \$35,600 per year.

**\$3,500**

Member Savings  
Per Year

**\$35,600**

Group Savings  
Per Year

It's not just about the potential savings. Sometimes it's a switch to a generic, or sometimes a change in dosage to help manage side effects. Because our clinical team can review a member's entire prescription regimen, they can also catch dosage errors, drug interactions, or gaps in care.

**We're not just managing risk, we're improving outcomes.**

## ***See How Your Plan Can Save***

Pharmacy Concierge brings big savings for a minimal investment.  
And the savings is guaranteed. There is nothing to lose.

For more information about our program, please contact your dedicated Account Manager.

**UniveraHealthcare.com**

