

PBMs ARE TRUSTED BUSINESS PARTNERS FOR HEALTHCARE PAYERS

Pharmacy Benefit Managers (PBMs) Play a More Critical Role Than Ever for Payers (Plan Sponsors) and Patients in Keeping the Cost of Healthcare Affordable



Ever-growing

3.2+ million U.S. businesses offer health and prescription benefits to **156 million employees and their families**. Government healthcare programs, such as Medicare, Medicaid, and the Veterans Administration (VA), also provide prescription benefits to more than **112 million beneficiaries** across the country.



Highly competitive

There are more than **80 PBMs** in the U.S. that offer a wide range of drug plan options to payers, allowing these plan sponsors to receive services that meet their unique program needs. This includes **100% pass-through, transparent rebate arrangements**.



Expert counsel

Over 90% of plan sponsors work with expert healthcare and pharmacy benefit consultants to help provide guidance when making pharmacy benefit decisions and negotiating their PBM contracts.

Important ways PBMs excel at service

Transparency to clients

PBMs' transparent contracts continue to drive high levels of customer satisfaction. They clearly define terms for financial calculations, helping clients understand what they are buying.

✓ **Key fact:** PBM contracts include disclosures and pass-through offerings to ensure transparent pricing at the level the plan sponsor chooses.

Price protection offerings

To help control skyrocketing drug prices by pharmaceutical companies, many PBMs offer their clients price protection services as a part of their contract — ultimately delivering high dollar value to plan sponsors.

✓ **Key fact:** Pharmaceutical industry monopolies cause rampant price increases and high cost trends. In 2015, average brand name drug prices rose over 16%, with more than one-third of those seeing a 20% increase.

Allow clients the right to audit

Audits help ensure the integrity of the PBM contract, and verify that the plan sponsor and its members are receiving the full benefit of the contract.

✓ **Key fact:** Auditors are able to follow claims through the system so appropriate pricing and crediting of rebates can be confirmed. For example, clients can ask to review the numbers behind network pharmacy discounts and the amount of rebates being passed back to them.

Flexible formulary and benefit designs

PBMs support their clients' efforts to balance cost-sharing with strategies that drive value and ensure access to the right medication at the right price.

✓ **Key fact:** Formulary management ranked highest in satisfaction among services offered by many PBMs.