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A SPRINGBUK CLIENT SUCCESS STORY

Quickly Uncover Rx Cost Savings Opportunities



Employers are tasked with managing one of their organization's largest expenses: their employee health investment. Yet to do so, their toolbelts often include siloed data sources, stagnant reports, and questions with very few answers to help guide decisions.

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DIAGNOSE

When an employer client came to a midwestern employee benefits consulting firm, **frustrated with their growing monthly spend on prescriptions,** the team began working through a Pharmacy Benefits Manager's (PBM) Low Clinical Value list to identify low clinical value drugs and their cost, the alternative drug, and the cost of the alternative drug.

With the list in hand, they looked to the Claims Page within the Springbuk platform to dive deeper and easily search for groups with similar claims for these low clinical value drugs, their monthly utilization, and cost. **The firm quickly identified significant savings for the client if these low-value drugs were excluded from their formulary.**



PLAN

After identifying a list of prescriptions to remove, the client went to their carrier to update the items included in their plan's formulary. Through countless conversations and correspondence, the carrier did not have an option to remove the identified low-value drugs.

The team began exploring various options, eventually leading them to the PBM market to understand their next steps forward. During their research, they found a PBM that boasted significant cost-saving opportunities. **After weighing their options, the client decided to carve out their prescription Rx spend. This would give them the freedom to flexibly design their benefits plan and act on the cost-saving opportunities.**



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MEASURE

Following the plan changes and to identify the impact of the Rx carve out, the team looked to **Springbuk Timeline™**, a solution that allows them to track and report on associated actions, opportunities, and events with outcomes, to measure:

- **Average Rx Spend**
- **Average Prescriptions Per 1000**
- **Average Prescription Cost**

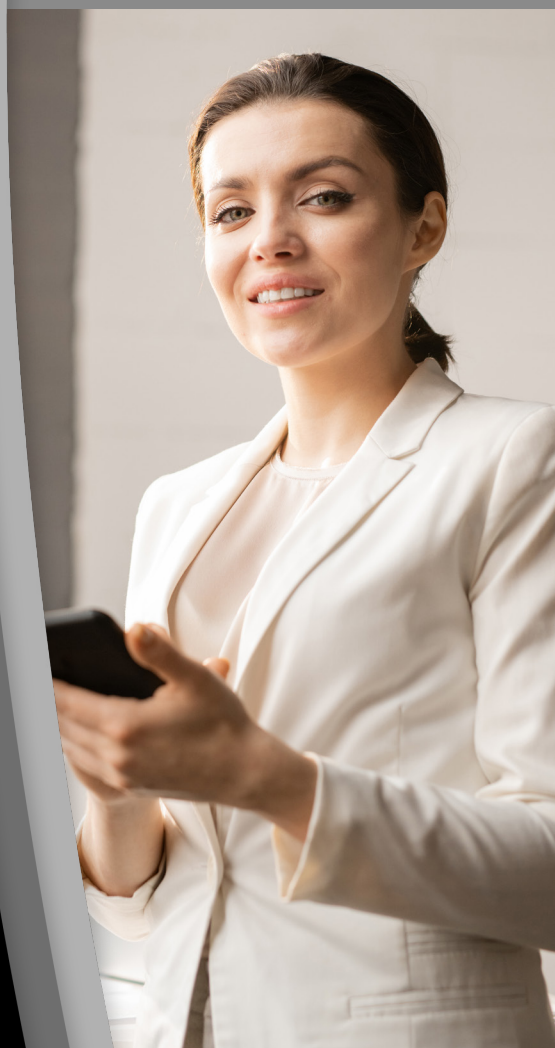


EVALUATE

Taking it one step further, they pulled the dashboards they created from Timeline into Springbuk Report Builder to build robust, custom reports.

Initially, in the first 12 months, the client didn't see the significant savings they anticipated due to the average monthly Rx spend only slightly decreasing by $2,000. Upon looking at the other two dashboards, **the team quickly realized the average prescription cost went down significantly by $45, while utilization had gone up by 300 prescription fills each month.**

Had the client not had access to this information in a single source, they might have sought out another option. However, with a clear understanding of the overall cost change and utilization increase, the client can justify their move to the PBM and continue to deliver benefits that fit employees' needs.



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