OptumRx:
Innovation in prescription benefit management tools
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OptumRx
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Tackling the biggest challenges

**RISING CONSUMER COST BURDEN**
1 in 4 consumers say they struggle to afford their medication

**SPECIALTY DRUG SPEND**
~50% of total drug spend will be on specialty by 2022

**MULTIPLE CHRONIC CONDITIONS**
30 million Americans have three or more chronic conditions
OptumRx value proposition

OptumRx delivers value through our pharmacy care services model by:

- Driving to the **lowest net cost** for drugs
- Lowering the **total cost of care** and improving **outcomes**
- Building a **simple, smart and seamless** consumer experience
Driving the lowest net cost for a drug

Innovative supply chain relationships

17 value-based manufacturer contracts with more in development

Transparent clinical decision making

First in industry to open Pharmacy & Therapeutics Committee to all clients and consultants; nearly 100 guests attended in 2019

Consumer price transparency and empowerment

~9M members eligible for pharmacy discounts at point of sale in 2019

New, transparent payment models

Industry study: 70% of employers open to an alternative approach¹

¹ The National Pharmaceutical Council, Toward Better Value employer survey 2017

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Our position

OptumRx champions mechanisms that improve transparency and affordability

Any regulatory change should enhance, not impair, the ability to combat high drug prices
Increase Meaningful Transparency

Provide real-time benefit tools, so physicians and patients know, at the time of prescribing, what drugs are on formulary and patient’s cost-sharing

Provide information to clients on all contract terms, including how PBMs are paid for their services and negotiated rebates
PreCheck MyScript®

Real-time alternative medications

Real-time, accurate patient cost by pharmacy

Real-time authorizations

Real-time benefit coverage and clinical alerts

Saving time
Administrative cost savings delivered:
19% decrease in physician costs¹
32% decrease in pharmacist costs¹

Saving money
Consumers save $130 per script*¹
Clients save $415 per switch¹
Physicians save $24 per PA¹
Pharmacies save $1.78 per script¹

Better outcomes
20% of scripts with alts switched²
80% tier 3 shifts to lower tier drugs¹
4% higher adherence¹
>30% of PAs initiated or avoided²

* OptumRx internal claims analysis, through July 2019. ¹ Third party analysis of OptumRx BoB claims data from Jul 2018 – Oct 2018. Published November 2018. ² OptumRx internal data, within DrFirst EMR, November 2018.

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OPTUMRx™
Clinical alerts, smarter medicine, safer prescribing

PreCheck MyScript is catching clinical opportunities at the point of prescribing, reducing the chance of medication errors.

Opioid Clinical Alerts
- Morphine Equivalent Dosing (MED)
- Maternity alert
- Benzodiazepines and opioids

Other Clinical Alerts
Drug Utilization Review
- Drug/Drug
- Drug/Age
- Drug/Gender
- Over/under dosing

MyScript Finder™

Providing members with easy to understand price and benefit transparency

Simple Experience
Intuitively designed digital tools helps members easily find health care information.

Precision Pricing
Members can view targeted pricing specific to their benefits and can compare medication options.

Available through optumrx.com and the mobile app
MyScript Finder™ experience

Providing easy to understand price and benefit transparency to members through their digital tools

**Member Experience:**
Jordan, age 38  
Newly diagnosed: Psoriasis

1. Jordan visits his doctor and receives a new diagnosis.
2. Jordan’s Dr. ePrescribes a new Rx.

**Value add:** MyScript Finder uses the same core engine as PreCheck MyScript. Doctor and member see consistent pricing and benefit info.

3. Jordan uses his OptumRx mobile app and views pricing information on the medication with MyScript Finder.

4. Jordan sees other lower cost options for his medication.

**Value Add:** Member have access to lower cost alternative drugs and site of fill that are easy to understand and take action on.

5. Jordan can also see if the prescribed medication requires a Prior Authorization (PA) and can sort the results to personalize his experience on MyScript Finder.

6. Future Roadmap:
Jordan receives a text notification that he can save $200 by switching to a lower cost medication and filling it through OptumRx Home Delivery.
Point of Sale Discounts

Driving greater cost transparency and lowering financial burden for consumers at point of sale

$130
Average savings per eligible prescription*

A large portion of the drug level discount value is given back to the consumer at the point of sale for traditional and specialty medications, at home delivery and retail.

* Program has already lowered prescription drug costs for consumers by an average of $130 per eligible prescription.
Member Experience

Member pays discounted price at pharmacy (See table below)

<table>
<thead>
<tr>
<th>Phase</th>
<th>Member Pay without Point of Sale Discount</th>
<th>Member Pay with Point of Sale Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deductible</td>
<td>$400</td>
<td>$250</td>
</tr>
<tr>
<td>20% Coinsurance</td>
<td>$80 ([$400 * 20%])</td>
<td>$50 ($250 * 20%)</td>
</tr>
<tr>
<td>$35 Copay</td>
<td>$35</td>
<td>$35</td>
</tr>
<tr>
<td>$300 Copay*</td>
<td>$300</td>
<td>$250</td>
</tr>
</tbody>
</table>

For illustrative purposes only
*Will rarely occur
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