

WHAT CAN YOU DO TO AVOID SPENDING TOO MUCH ON YOUR RX BENEFIT?

Prescription benefit prices are rising again. With the generic wave subsiding and Specialty Pharmacy becoming an even bigger issue, having a team of trusted advisors who don't accept any money from Pharmacy Benefit Managers (PBMs), and who are dedicated to your company's business goals (vs. those of your PBM) can help maximize the value of your Rx benefit. Through our customized services, the Crystal Clear Rx (CCRx) team has saved companies as much as 20% on their plans, which can mean \$250K annually for each 1,000 lives in your group!

Crystal Clear Rx operates on the principle of Continual Rx Value Improvement. Pharmacy utilization, costs and PBM practices are constantly changing. Our approach cuts through the complexities and brings clarity to your PBM contracts so you too can achieve significant, lasting savings for your company. Below, we've listed our process and available products, designed to meet your needs at any stage in your PBM contract.

THE CRYSTAL CLEAR RX PROCESS

ASSESSMENT

As part of our Continual Rx Value Improvement process, our team begins by assessing your current situation. In addition, we look at how the components of your current Rx benefit are working.

Crystal Market Check — Crystal Market Check not only looks at your current expenditures, but also at how your Rx plan is performing against the marketplace. We'll help you determine if you are paying more than you should with your current Rx benefits program. We will not only assess your PBM's performance, you will also learn your average ingredient cost, dispensing fees, AWP discounts and MAC dispensing rates, and how those compare to industry benchmarks.

Crystal Audit — During this audit, the CCRx team works directly with your PBM to carefully inspect their performance and determine their level of compliance when compared to contractual financial guarantees. CCRx will utilize the information gathered during the audit to explore a benefits redesign and to identify savings opportunities.





ACTION



The next step in the process is to determine what actions may be necessary to invoke change and improvement. We work with you to discuss which CCRx products are the right fit for you.

Crystal Select — CCRx provides expert consulting to help you identify if a new contract or PBM is needed and what options you have. We'll discuss the pros and cons of conducting a formal RFP versus a renegotiation or more limited PBM review. Should certain services, such as specialty pharmacy, be carved away from a PBM vendor, our team will work with you to find the best solution and execute a contract that holds all vendor(s) accountable for your company's best financial interest.

Crystal Perform — Once a contract with a PBM is negotiated, there is a need to determine if the PBM and/or any contracted vendors are meeting their financial obligations. Quarterly checks on PBM and vendor performance against contractual financial guarantees will ensure you are optimizing your spend every step of the way. If your vendor is not in compliance, we will work with you to determine next steps to optimize your plan.

Crystal Impact (Monitoring) — Pharmacy benefits are dynamic and have many moving parts that can impact financial performance. This program identifies savings opportunities for you, so they can be addressed earlier than the end of a year, or worse, the end of a contract

period. When you sign on for Crystal IMPACT Monitoring, you receive proactive management of your pharmacy benefit.

Crystal View — Our simplified, actionable reports, keep you less dependent on your PBM for information. CCRx "de-PBMs" the report and presents the information from a purchaser's perspective so you are seeing what is actually happening instead of what the PBM may want you to see. Another advantage to utilizing Crystal View is that the reports don't change if you change PBMs. We monitor financial and utilization performance, and our reports assist with forecasting, as well as help you better understand utilization patterns and trends.

Crystal Patient Engagement — Our Patient Engagement service offers relevant and actionable drug information to help your employees or members move to the most optimal therapies from both a financial and clinical perspective. This may include lower cost alternatives, duplicate therapies and generics. Our goal - to reduce your drug spend!

EVALUATION



The ongoing step in the CCRx process is to evaluate and determine what is working well and what changes or additional enhancements may be necessary. We work with you on a quarterly basis to review and discuss your Rx benefit performance. When we identify opportunities to improve your bottom line, we'll provide you with options and help you determine which are best and when they can be initiated.



When you work with Crystal Clear Rx you'll notice something different. We have never taken any reimbursement from a PBM for placing business. Our ONLY focus is to bring the most value to your Rx benefit and ensure the PBM or vendor selected performs their function in the most cost effective manner.