

Rx Solutions

FOR A CHANGING MARKETPLACE



WHY MEDCO

Amid today's struggling economy, plan sponsors and their members across Pennsylvania are feeling the healthcare pinch. As prescription drug costs continue to rise, stretching the healthcare dollar has become more difficult than ever. With plan sponsors under pressure to reduce expenses, noncompliance among their members is reaching crisis proportions—jeopardizing member health and increasing plan costs. In this challenging environment, plan sponsors and their members are looking for practical ways to reduce healthcare costs but don't know how.

Medco, one of the nation's leading pharmacy benefit managers (PBM), provides The Lehigh Valley Business Coalition on Health Care (LVBCHC) a prescription drug benefit offering that can help plans lower overall healthcare costs while improving member health and satisfaction. Central to our success is a unique patient-care model that focuses on members—with chronic conditions who typically account for most of a plan's total drug and medical costs.* By encouraging these patients to keep their essential drug therapies on track, we can help plan sponsors achieve improved clinical and financial outcomes.

**Source: Medco data*

PROVIDE YOUR MEMBERS A HIGH STANDARD OF PHARMACY CARE

Medco is the only PBM that stratifies members into one of nine specialized pharmacies that focus on a specific disease or condition.

Our **Medco Therapeutic Resource Centers®** (TRCs) offer the services of specialist pharmacists who have advanced training in medications used to treat a specific chronic condition, such as diabetes, heart disease, or asthma. Because they focus on one condition, Medco's specialist pharmacists are able to close clinical gaps in prescription drug care and identify safety and cost issues.

PROVEN RESULTS

On average, each diabetes patient not properly adhering to recommended therapy increases healthcare costs by as much as \$2,200 per year.*

With Medco specialist pharmacists focused on supporting member compliance, nearly 80% of TRC patients adhere to their diabetes medications—compared with 56.5% using standard pharmacy care.†

**Source: Sokol M et al, Impact of Medication Adherence on Hospitalization Risk and Healthcare Cost. Medical Care 2005. 43(6):521-530*

†Source: 2008 Medco integrated data, six-client analysis, approximately 600,000 lives over 90 days.

PREPARE FOR THE FUTURE

With today's emphasis on pharmacy care focused on drugs for general populations, Medco is the only PBM preparing for a future that will tailor the treatment regimens of individuals using information gathered through specialized genetic testing.

Pharmacogenomics, a form of genetic testing that will help doctors deliver more precise drug therapies to patients, is already having an effect on the role of



pharmacy in addressing the costs associated with chronic and complex conditions. Through extensive collaborations with organizations such as the Mayo Clinic, Harvard University, Indiana University, the University of North Carolina, and other leading institutions, we are adding precision to the prescribing, dosing, and safety profile of prescription medicines.

ENGAGE YOUR PLAN MEMBERS IN MAKING GOOD DECISIONS

We share our clients' commitment to providing unparalleled service to their plan members. Our industry-leading Member Services include:

- Extensive network of nearly 60,000 participating retail pharmacies
- Access to specialist pharmacists with expertise in the medications used to treat chronic conditions, such as diabetes, asthma, and heart disease
- An extended payment plan for members who fill 90-day prescriptions by mail
- Award-winning online savings tools, including the industry-leading website, [medco.com](https://www.medco.com)[®]
- Multilingual member support and communications

Encouraging the appropriate use of generic medications is currently the most powerful management tool for combating rising prescription drug costs. With this in mind, Medco has developed innovative generic drug programs that use a variety of approaches to reach out to members and educate them about the safety, effectiveness, availability, and cost savings of generic drugs.

EXCEED YOUR EXPECTATIONS

We've always been committed to providing our clients with smart benefit offerings that provide more value in return for every dollar they spend. While some plans choose to keep costs down through higher co-payments for their members, we focus on understanding what drives drug spending and then provide solutions to mitigate those drivers. This approach enables us to offer clinically based solutions and innovative cost-management tools that deliver more efficient and more affordable pharmacy care for members and their families.

WHY PURCHASE YOUR DRUG PLAN THROUGH THE LVBCHC

The LVBCHC's partnership with Medco lets you purchase a prescription drug benefit at better than market pricing and could offer as much as **15% savings off your current plan.**

MORE THAN DEEP DISCOUNTS

This offering is not just about providing your plan the deepest discounts on prescription drugs. It's about helping you produce a return on the investments you make in your employees' health. Prescription drugs are a critical component of an employer's overall investment in healthcare. They impact not only the health of a plan's members; the consistent and appropriate use of medications can also impact whether or not employees show up for work—as well as how productive they are while on the job.

MEDCO'S OFFERING FEATURES

- **Plan autonomy**, which lets clients choose their plan design, drug coverage, and program participation
- **Periodic market checks** to ensure pricing remains competitive
- **Experienced account team** that includes clinical pharmacists to help you develop customized plan designs and strategies, as well as improve utilization management
- **Detailed reporting and benchmarking** to measure your performance against your peers, as well as understand the overall health of your patient population
- **Ability to exchange best practices** with like-minded benefit professionals
- And much more . . .

ABOUT MEDCO

- 1 in 5** Americans carry a Medco ID card
- \$51B** 2008 Revenues
- No. 45** Fortune 500
- No. 9** *Forbes* magazine's list of "The 100 Most Trustworthy Companies"
- No. 5** *Fortune* magazine's list of "World's Most Innovative" corporations for breakthrough innovation—behind Apple, Disney, Google, Nike
- No. 1** *Forbes* magazine's list of "World's Most Admired" in the category of Healthcare: Pharmacy and other services

Questions or to learn more . . .

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