

# Business group achieves first-year pharmacy savings



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Navitus Health Solutions delivered savings in its first year of partnering with the Business Health Care Group.

By [Rich Kirchen](#) – Senior Reporter, Milwaukee Business Journal  
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Sendik's Food Markets and Charter Manufacturing are among the southeast Wisconsin employers that joined this year a service that promises to contain pharmacy benefits costs and delivered savings of 11% to 55% in its inaugural year.

The Milwaukee-area grocery retailer and the Mequon-based manufacturer are members of the Business Health Care Group, which starting with the 2019 health plan year partnered with Navitus Health Solutions in a pharmacy-benefits program.

The Business Health Care Group is a coalition that includes some of the largest Milwaukee-area employers and endeavors to contain health benefits costs. Navitus Health Solutions of Madison is a pharmacy benefits management company that is owned by St. Louis-based SSM Health and competes with publicly traded “big pharmacy benefit managers.”

Employer costs for pharmacy benefits are continuing to increase partly due to the costs of specialty medications, said [Jeff Kluever](#), executive director of the Business Health Care Group. Pharmacy benefit managers, which are third-

party administrators of prescription drug programs for insurers, say they reduce those costs but Navitus takes it further by passing along to employers all rebates and discounts.

## EYE ON SAVINGS

Results for the companies participating in 2019:

**-55%** Paragon Development Systems, Brookfield

**-40%** Masters Gallery Foods, Plymouth

**-29%** City of Kenosha

**-11%** Robert W. Baird,\* Milwaukee

\*Represents only second half of 2019

SOURCE: BUSINESS HEALTH CARE GROUP

Image: American City Business Journals

Four southeast Wisconsin employers in the Business Health Care Group paid to use Navitus as pharmacy benefits manager in 2019. They all experienced double-digit percentage decreases in their costs, demonstrating how Navitus can provide “material” savings, Kluever said.

“It’s certainly very attractive to our current member-employers who aren’t using Navitus to see the results from early adopters,” Kluever said.

With the additional employers signing up for the Navitus service, it will cover more than 53,000 lives, the Business Health Care Group said.

“We think it’s fantastic — we really do,” Kluever said.

For 2020, nine more employers in the Business Health Care Group enrolled for the Navitus service including Sendik’s and Charter Manufacturing. Others include: Olympus Group and Perlick Corp. of Milwaukee; Nordco Inc. of Oak Creek; the city of Oak Creek; and Cielo of Brookfield.