“Translating the importance of quality and cost to pharmacy was a primary consideration for Baird to make the decision to move to the Navitus program. Through the transparency Navitus offers us, we are able to make sure our associates are actually getting the most effective medications at the best price.”

- Lisa Mrozinski, Director, Total Rewards, Baird

BHCG Mission Statement:
The Business Health Care Group leverages member employer purchasing power and knowledge to lead change. We create value through innovative shared strategies to improve health care quality and cost efficiency for employers, employees and the community.

Business Health Care Group and Navitus Health Solutions
Working Together for Employers

Want to learn more?
Contact Jeffrey Kluever,
Business Health Care Group
262.875.3312
jkluever@BHCGWI.org
Visit www.BHCGWI.org
A Transformative Partnership

The partnership between the Business Health Care Group (BHCG) and Navitus Health Solutions offers BHCG members and non-member employers a game changing pharmacy benefit management solution that directly aligns with employers’ objectives and offers control over plan offerings, drug spend and fiduciary responsibilities.

Through the leverage of a powerful collective voice, employers nationwide have access to an innovative solution, prefer red pricing and performance guarantees to tackle an ever-increasing portion of health care costs.

Other partnership advantages include:

- Consultative decision-making services
- Enhanced contractual terms and conditions
- Negotiated services agreement template with expert legal review
- Implementation allowance
- Financial audit and oversight
- Enhanced access to benchmarked data
- Opportunities for improved provider prescribing and targeted disease solution initiatives
- Data sharing
- A unique industry model
- Clinically (not rebate)-driven formularies
- Full access to data that gives complete insight into costs
- A collaborative process between the employer broker/consultant and Navitus to develop a customized formulary designed to optimize drug mix
- A focus on appropriate utilization to get the right drug into the patients’ hands
- A high-touch specialty pharmacy with fully transparent pricing model
- Flexibility to launch other innovative initiatives

“A refreshing and unique model where all revenue comes through an administrative fee. This is innovative in the industry where most employers have no idea of how their PBM is making money.”

- Chris Robbins, Principal & CEO, Arxcel, Inc.

Proven Lowest Net Cost Trend Management

Spend less—and only on drugs that are needed

- 100% pass through of rebates and pharmacy discounts—no conflicts of interest
- Administrative fee-only revenue model with no hidden revenue streams
- Guaranteed transparency with 100% pass through data and online access to all transactions down to the claim level
- Net cost PMPM model proven to be significantly lower than competitors and national average

Ease of Implementation

Eliminate employee “noise” through a smooth and efficient transition process

- 100% implementation overall satisfaction rate for seven years running—a highly effective project management approach led by an experienced and efficient team that follows the client for the life of the contract and makes for a faster and smoother transition
- Implementation readiness assessment to identify unique areas of concern and member education needs
- Tried and true “go live” day process that continuously monitors how claims are paid in the first critical 24 hours and beyond
- 50-day implementation process (or less, if necessary)

Industry-Leading PMPM 5-Year Cumulative Impact

With a strong commitment to reducing costs, Navitus achieved a 16% lower per member per month (PMPM) average cost than the forecasted industry average last year.

High-Touch Customer Care

Educate & engage plan members as consumers

- Member portal uses data-driven consumer information (including prior authorizations) to support drug buying decisions
- First call resolution call center for members and pharmacies focused on quality and resolution—not quantity
- Pharmacists available 24/7 for clinical needs
- Industry-leading customer service satisfaction
- Mobile app provides easy access to member-specific information

Ensure quality care and best pricing when incentives and benefits align

- A unique industry model where the only source of revenue is per member per month (PMPM) administrative fee
- Full access to data that gives complete insight into costs
- Clinically (not rebate)-driven formularies to maximize quality and cost effectiveness
- A collaborative process between the employer broker/consultant and Navitus to develop a customized formulary designed to optimize drug mix
- A focus on appropriate utilization to get the right drug into the patients’ hands
- A high-touch specialty pharmacy with fully transparent pricing model
- Flexibility to launch other innovative initiatives

Industry-Leading PMPM 5-Year Cumulative Impact

2015 2016 2017 2018 2019

205.42 205.92 205.92 205.92 205.92

205.42 205.92 205.92 205.92 205.92

205.42 205.92 205.92 205.92 205.92

205.42 205.92 205.92 205.92 205.92

6-Year Cumulative Savings: $24.77/PMPM