

# Business Health Care Group and Navitus Health Solutions®

Working Together for Employers



"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*



## 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 **industry changing solution, preferred 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 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, Arxccl, Inc.*



## A Simple Model to Benefit Employers and Patients

### Ensure quality care and best pricing when incentives and benefits align

- A **unique industry model** where the only source of revenue is a 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



## 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

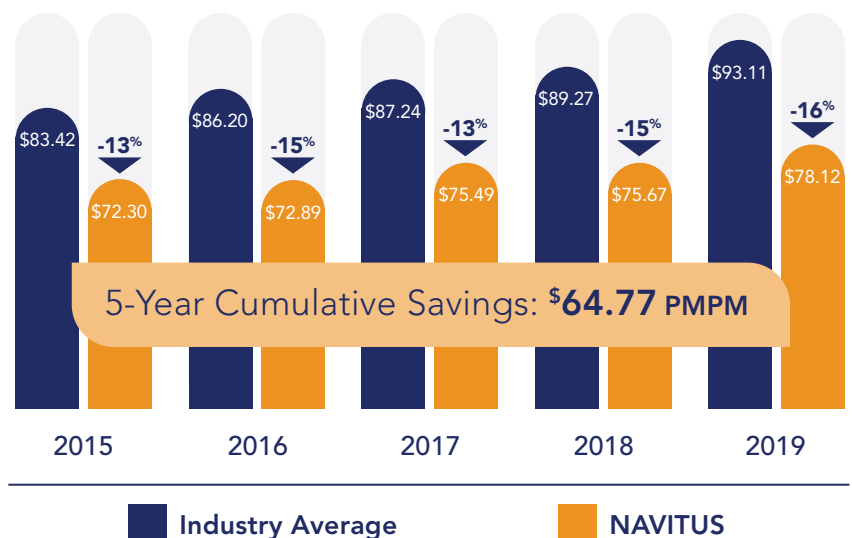
Eliminate employee “noise” through a smooth and efficient transition process

- **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
- **90-day implementation process** (or less, if necessary)

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.



## Industry-Leading PMPM 5-Year Cumulative Impact





# 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



## 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.



Want to learn more?

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