

# Navitus Innovative Pharmacy Programs

Overview

BHCG Navitus User Group

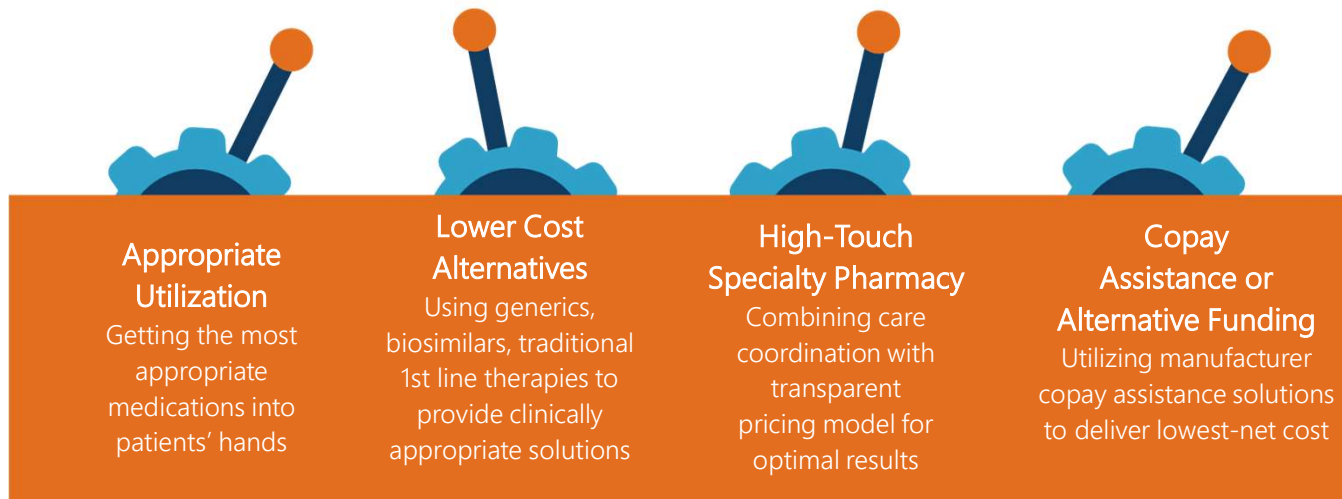
August 7, 2024



 **NAVITUS**  
Our business is personal

# Levers to Control Plan and Member Rx Spend

Utilizing multiple savings strategies to deliver the lowest-net cost





# Access guidance services

# How do access guidance services work?

Services and benefit design to optimize value

- Optimizes the scope of copay assistance by:
  - Providing clinical and financial guidance to members with complex conditions
  - Optimizing savings for client and patients
  - Available for more than drugs
  - Pharmacy agnostic
  - Applying only the final member responsibility after copay assistance to deductible and maximum out-of-pocket (MOOP) accumulators

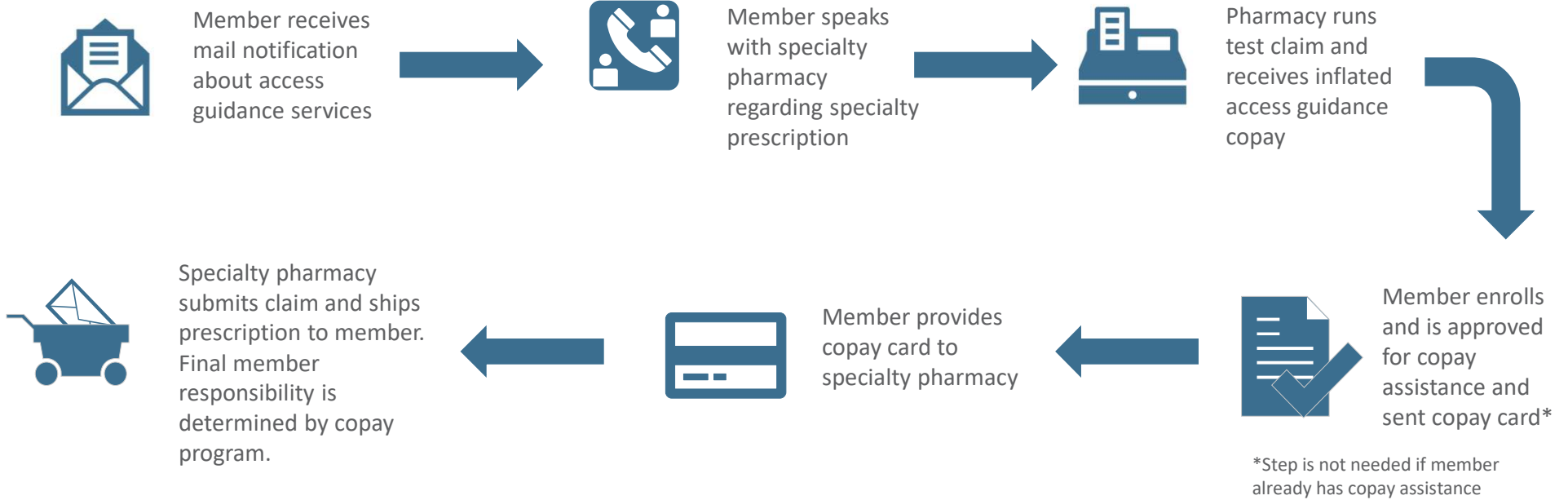
# How it Works

	Total Cost	Plan Pays	Member Pays	Manufacturer Pays	Applied to Member's Ded / OOP
Member Uses Copay Assistance But No Client Program	\$4,500	\$4,400	\$5	\$95	\$100
True OOP Tracking	\$4,500	\$4,400	\$5	\$95	\$5
Variable Copay Design	\$4,500	\$3,300	\$5	\$1,195	\$5



# Member Experience

## copay assistance



# BENEFITS of access guidance services

- ✓ **OPTIMIZES SCOPE OF COPAY ASSISTANCE SAVINGS**
  - Average copay assistance of ~\$1,000 per claim for Specialty/HIV
  - Available to add for GLP-1s for clients that have access guidance services
  - Average copay assistance of 10-25% of GLP1s
- ✓ **TURN-KEY SOLUTION** that provides clinical and financial guidance for members
- ✓ **FUTURE EXPANSION** to include non-specialty drugs

# Specialty Access Program

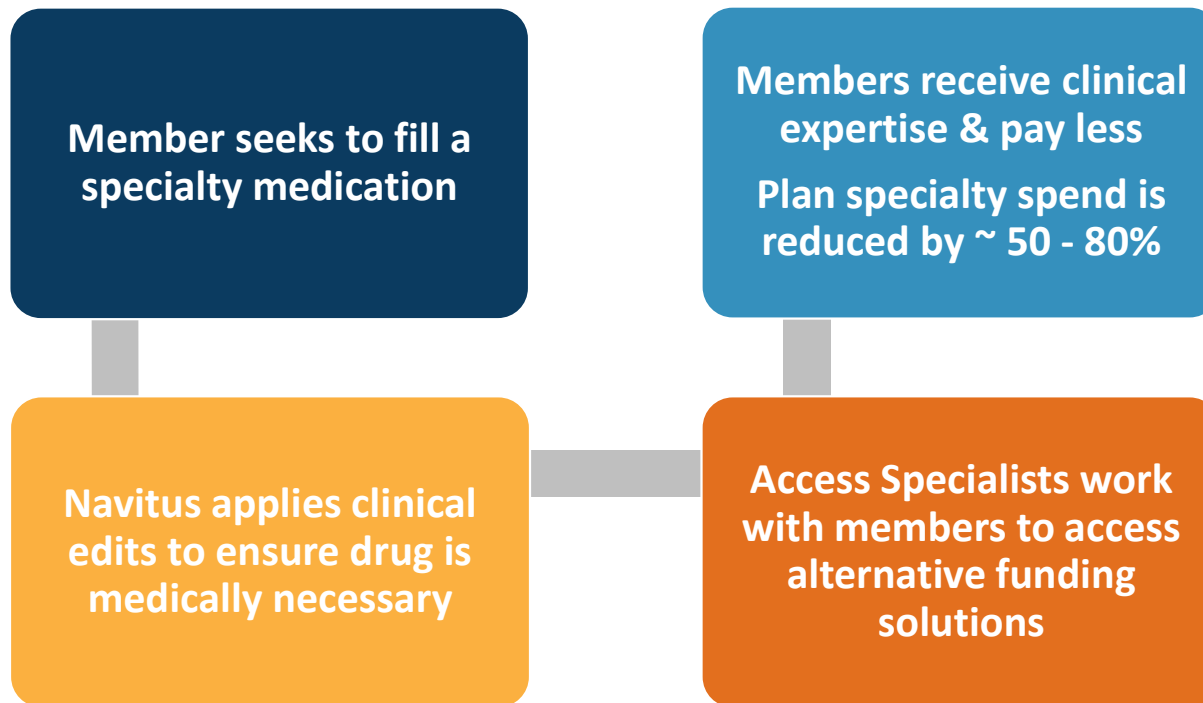


# Helping Plans Reduce Specialty Drug Spend

- What it does:
  - Uses our transparent pass-through model, market expertise and in-house solutions to help members gain access to the best programs, reducing specialty medication costs for the member and plan
- What it works with:
  - Specialty medications
- Who it's for:
  - Self-funded employer groups with high specialty utilization
- How it works:
  - Uses benefit design to maximize plan and member savings
  - Access Specialists work with members to enroll them in copay assistance, patient assistance and alternative funding programs to cover the cost of the medications
  - Employs standard clinical edits to ensure medication effectiveness including the ability to apply prior authorization (PA)

# Our “White Glove” Approach

Improving medication adherence and reducing costs



# Summary



# Value of Innovative Pharmacy Programs

- In 2023
  - Access guidance services resulted in
    - Savings of over \$990 per claim (net of fees) on average for BHCG participants
    - Average of 12% savings off of the total cost of those medications
  - Specialty Access Program resulted in
    - Range of 19.6% - 84.4% off of the total cost of specialty medications

# Navitus Next Steps

- Monitor changes in the industry
  - Possible future changes to manufacturer copay assistance programs
  - Potential changes to the regulatory requirements
- Continued development and expansion
  - Addition of more medications dispensed at retail
  - Solutions for accumulator regulations



QUESTIONS?





This document is to be considered confidential and proprietary. © 2022 Navitus Health Solutions, LLC