



REBATE GROUP PURCHASING ORGANIZATION (GPO)

September 2021





WHAT IS A DRUG REBATE GROUP PURCHASING ORGANIZATION (GPO)?

A Drug Rebate GPO is an entity that leverages a group's combined purchasing power to negotiate better drug prices and discounts with pharmaceutical manufacturers.

EVOLUTION OF PHARMACEUTICAL CONTRACTING

DIRECT CONTRACTING

- Ability to pass through 100% of manufacturer rebates
- Ability to maintain formulary and utilization controls
- Ability to fully access all manufacturer incentives
- Ability to maximize savings through consolidation

REBATE AGGREGATION

- Ability to pass through 100% of manufacturer rebates and fees
- Ability to maintain formulary and utilization controls
- Ability to fully access all manufacturer incentives
- Ability to maximize savings through consolidation

NAVITUS' PURCHASING OPTION

- Ability to pass through 100% of manufacturer rebates and fees
- Ability to maintain formulary and utilization controls
- Ability to fully access all manufacturer incentives
- Ability to maximize savings through consolidation

Combines the benefits of the GPO model with Navitus' transparent, pass-through approach.

BENEFITS OF NAVITUS' REBATE GPO APPROACH

- ✓ IMPROVED SAVINGS with GPO purchasing power
- ✓ FULL PASS-THROUGH of all manufacturer incentives received
- ✓ RETAIN formulary and utilization management control
- ✓ MEMBER-CENTRIC care and support

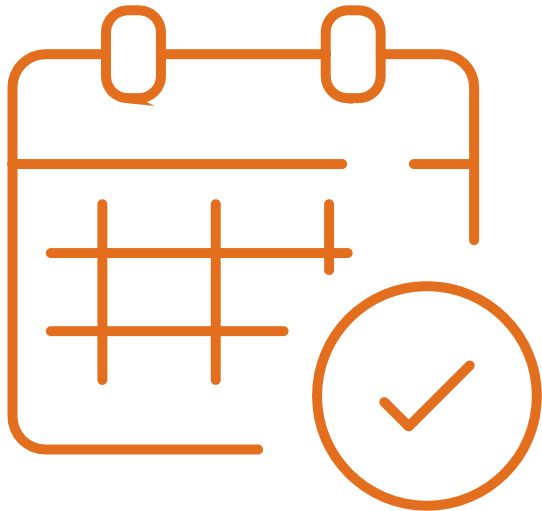


CONTINUING OUR PROVEN MODEL OF EXCELLENCE

- Formulary Control
- Clinical Programs & Utilization Management
- Specialty Management
- Analytics & Reporting
- Network Management
- Client Support
- Product Development
- Member Customer Care

You will continue to receive the same level of care
PLUS increased savings from our Rebate GPO

IMPLEMENTATION TIMELINE



OCT 1
2 0 2 1

OCTOBER 1, 2021
Commercial / Exchange
Effective Date

JAN 1
2 0 2 2

JANUARY 1, 2022
Medicare / Medicaid
Effective Date

HOW DOES OUR REBATE GPO WORK?

REBATE ADMINISTRATION

- Navitus submits paid claims and formulary information to GPO partner who invoices manufacturer
- Navitus receives rebate payments quarterly
- 100% of all manufacturer rebates received by Navitus are paid to clients, less a Navitus rebate GPO admin fee



THANK YOU!

