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Employer Perspectives on Prescription Drug Management: New Research on What's Working, What Needs Fixing

Tuesday, October 31
12:00-1:00 PM ET

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The current approach by PBMs to manage the cost of prescription drugs is perceived by many stakeholders as overly complex and opaque, resulting in a number of issues that seem misaligned with healthcare value goals. There is a disconnect between the important role employers believe their PBM plays in helping to manage prescription drug benefits and employers' perceptions of the overall value they are actually getting from their PBMs.

As part of an effort to bridge this disconnect and support a constructive dialogue among stakeholders along the prescription drug benefits supply-chain, this webinar will highlight the findings of a 2017 nationwide employer survey that focused on how employers are currently working with their PBMs, how they would like to see the relationships develop in the future, and key areas of next-generation PBM business models. In addition, the session will share research on:

1. How current PBM business models are and aren't meeting employers' needs;
2. How employers would like to see PBM business models evolve;
3. What actions employers can take to increase their satisfaction with pharmacy benefit management vendors.



Speaker: Chuck Reynolds

Area President, Benfield-Gallagher

Chuck works with large employers, providing research and strategic communications for executive-level education and reporting on health and human capital strategy, as well as employee-focused human capital communications. Chuck also provides healthcare clients with employer-focused customer and market research, strategy, tactical planning, and implementation of programs and communications that help establish and fortify their corporate position and product/service value proposition. Chuck holds a Bachelor of Science from the University of Wisconsin at Lacrosse and a Master of Science from American University.

Reactor Panel:



Lauren Vela
Senior Director, Member Value, Pacific Business Group on Health



Cheryl Larson
Vice President, Midwest Business Group on Health



Linda Davis
Consultant, Minnesota Health Action Group

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