#### Fiduciary Check In: Transparency on PBM Contracting

April 15, 2021



### **Speakers**



Michael Thompson
President & CEO
National Alliance of Healthcare
Purchaser Coalitions



Tom Traylor
Executive Vice President
Business Development
Archimedes



Tony Sorrentino
President
Health Plan Fiduciary
Compliance, LLC



#### WHAT DOES IT MEAN TO BE A FIDUCIARY?

- ERISA requires fiduciaries to discharge their duties
  - For the EXCLUSIVE BENEFIT of plan & participants
  - Using the skills of a prudent person
  - In accordance with the plan's documents

The threshold for behavior of a healthcare plan fiduciary is a "Good Faith Compliance Effort", which unlike in the retirement plan arena, is much more subjective



# **Coalition Experience**

**Data Control & Carve Out** 

Tom Traylor EVP Business Development ttraylor@archimedesrx.com

# **Jumbo Employer Coalition Experience**

Set the Foundation

- ► 100% transparent and pass through
- Drug level rebate reporting
- ► Employer controls the benefit

# **Investigate and Start Breaking Things**

Set the Foundation

- ► 100% transparent and pass through
- Drug level rebate reporting
- ► Employer controls the benefit

Edits/Carve Outs

- ► Value-based coverage
- Formulary Management
- ▶ Direct to Retail

## **Early Successes**

Is there a lower cost alternative?

**Direct to Retail** 

2%-12% Savings Opportunity

**Unbundle the Conflict** 

\$90M+ Edits

**Formulary/Exclusions** 

**Definitions** 

**Lower Cost Alternatives** 

Do not chase rebates

#### **Focus on the Trend**

Set the Foundation

- ► 100% transparent and pass through
- Drug level rebate reporting
- ► Employer controls the benefit

Edits/Carve Outs

- ► Value-based coverage
- ► Formulary Management
- ▶ Direct to Retail

**Specialty Focus** 

- ► High Cost Case Management
- ► Full Specialty PBM Carve Out
- ► Medical Specialty Carve Out
- ► Integrated Across Rx and Medical

# **Long Term Focus**

Is there a lower cost alternative?

\$87M Edits for 1 Employer

**Formulary** 

**Exclusions** 

**Lower Cost Alternatives** 

Do not chase rebates

Carve Out Specialty
Across PBM and Med

**1.5% of Patients and 40- 50% of the spend** 

Specialty Rx \$18,984 per year

**Chronic Use** 

**New to Market** 

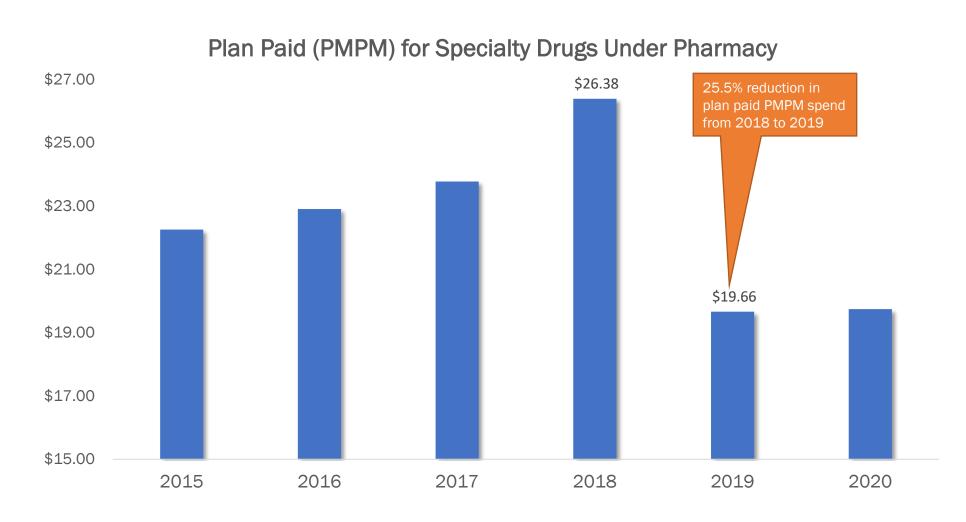
Largest Impact and the Future

**Direct to Retail** 

2%-12% Savings Opportunity

**Unbundle the Conflict** 

#### **Specialty Plan Paid Trend Example After Carve Out**



# How Does the Use of a PBM Health Plan Sponsor Impact Health Plan Sponsor Fiduciary Obligations?

Tony Sorrentino JD CPA, President Health Plan Fiduciary Compliance, LLC Tony@hpfid.com



#### **Questions?**



Michael Thompson
President & CEO
National Alliance of Healthcare
Purchaser Coalitions





Tom Traylor
Executive Vice President
Business Development
Archimedes
ttraylor@archimedesrx.com
512-913-8185



Tony Sorrentino
President
Health Plan Fiduciary
Compliance, LLC
tsorrentino1954@gmail.com
402-677-7378