



# Results of Forum Employer Survey Regarding Prescription Medication

Conducted by the Employers' Forum of Indiana in Partnership with the National Alliance of Healthcare Purchasers' Coalition

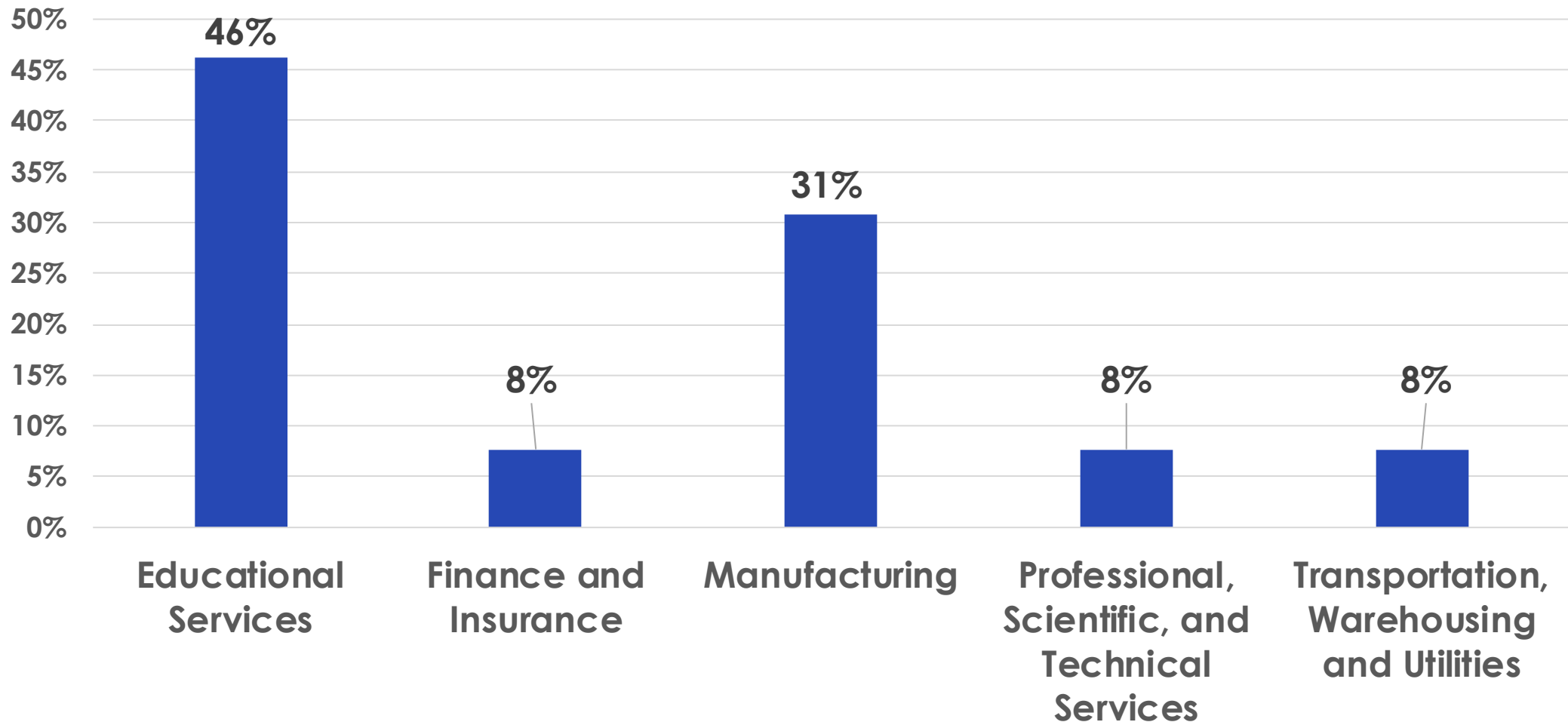
September 25, 2019 (Survey distributed August 2019)

Gloria Sachdev, PharmD

President and CEO, Employers' Forum of Indiana

# SELECT YOUR COMPANY'S INDUSTRY

N=13



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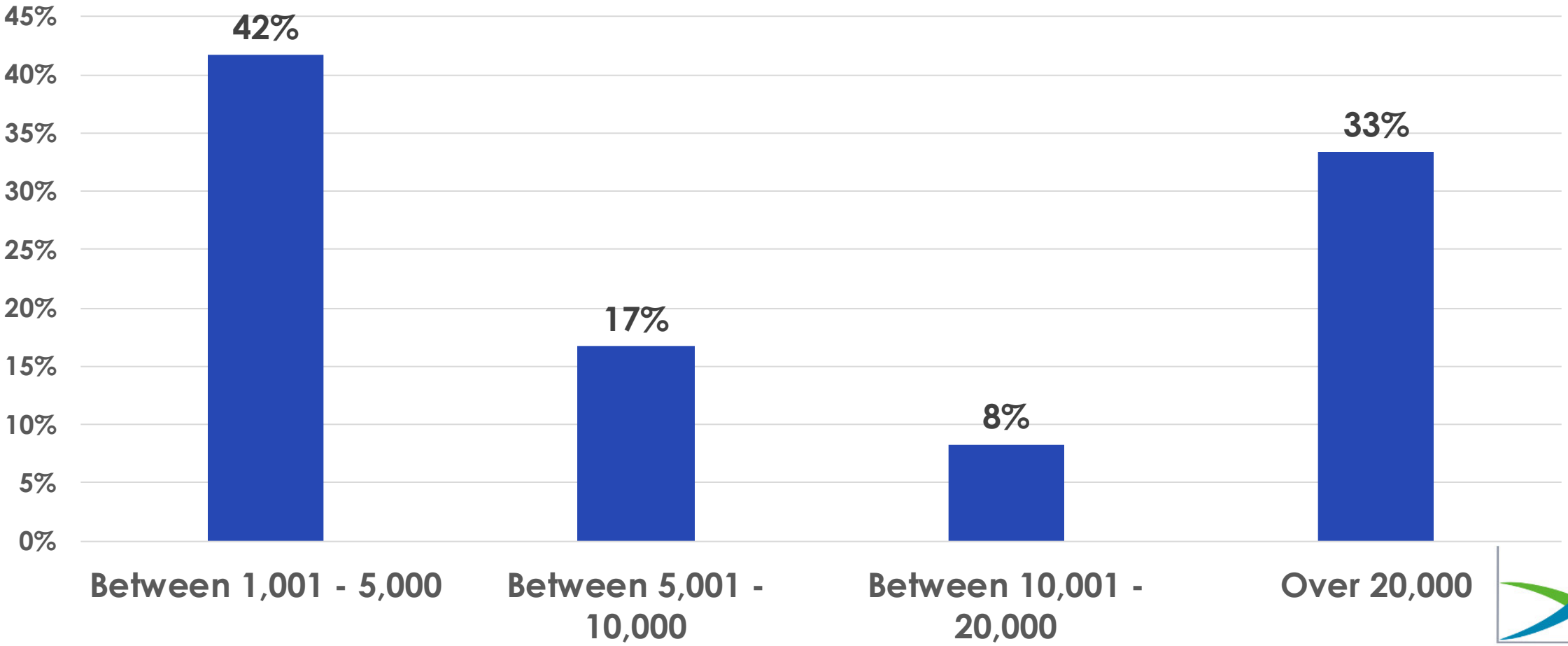
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ANSWER CHOICES	RESPONSES	
Accommodation and Food Services	0.00%	0
Administrative and Support	0.00%	0
Agriculture, Forestry, Fishing and Hunting	0.00%	0
Arts, Entertainment and Recreation	0.00%	0
Construction	0.00%	0
Educational Services	46.15%	6
Finance and Insurance	7.69%	1
Health Care and Social Assistance	0.00%	0
Information	0.00%	0
Management of Companies and Enterprises	0.00%	0
Manufacturing	30.77%	4
Mining, Quarrying, and Oil and Gas Extraction	0.00%	0
Professional, Scientific, and Technical Services	7.69%	1
Public Administration	0.00%	0
Real Estate, Rental and Leasing	0.00%	0
Retail/Wholesale Trade	0.00%	0
Transportation, Warehousing and Utilities	7.69%	1
Waste Management and Remediation Services	0.00%	0
TOTAL		13



# INDICATE THE SIZE OF YOUR ACTIVE EMPLOYEE POPULATION

N=12





# INDICATE THE SIZE OF YOUR ACTIVE EMPLOYEE POPULATION

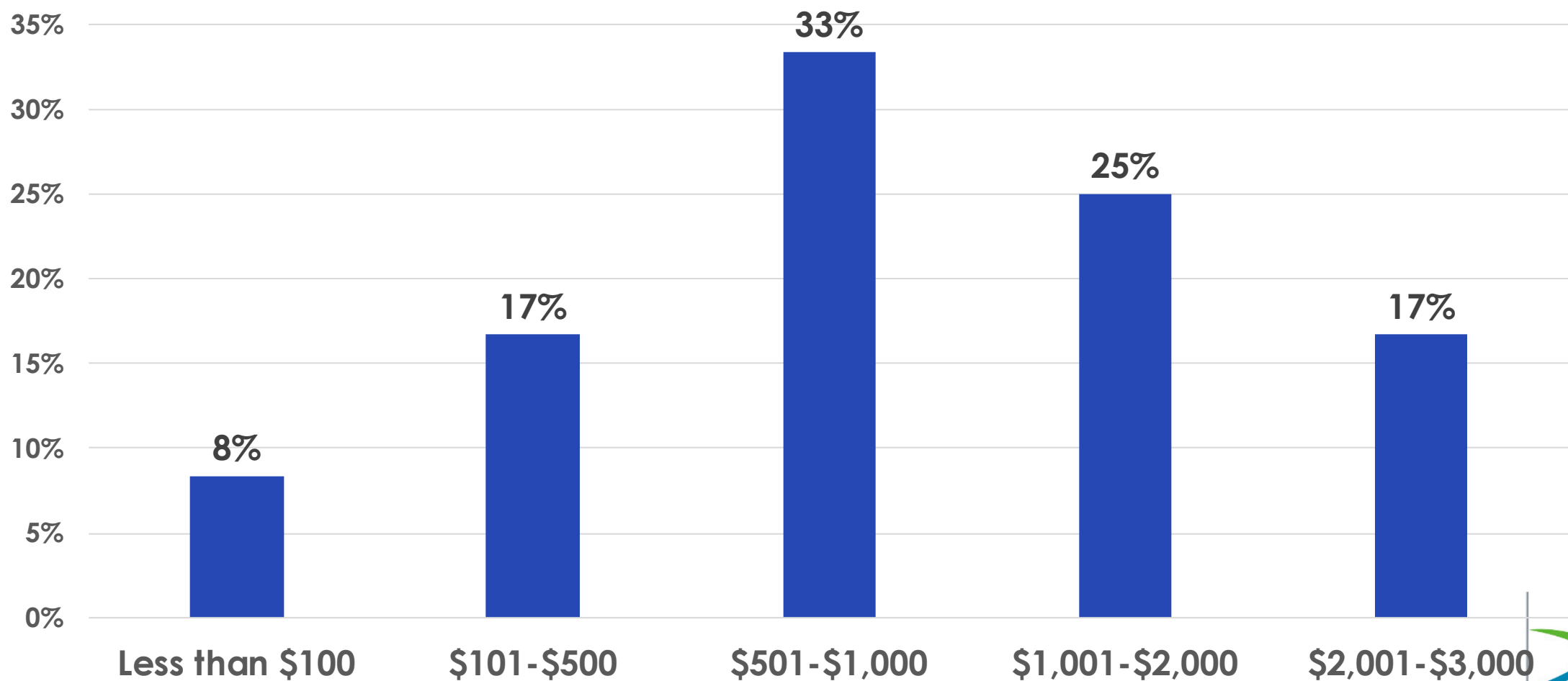
N=12

ANSWER CHOICES	RESPONSES	
less than 100	0.00%	0
between 101 - 500	0.00%	0
between 501 - 1000	0.00%	0
between 1,001 and 5,000	41.67%	5
between 5,001 - 10,000	16.67%	2
between 10,001 - 20,000	8.33%	1
over 20,000	33.33%	4
TOTAL		12



# WHAT IS YOUR AVERAGE DRUG SPEND PER COVERED LIFE (PMPY)?

N=12



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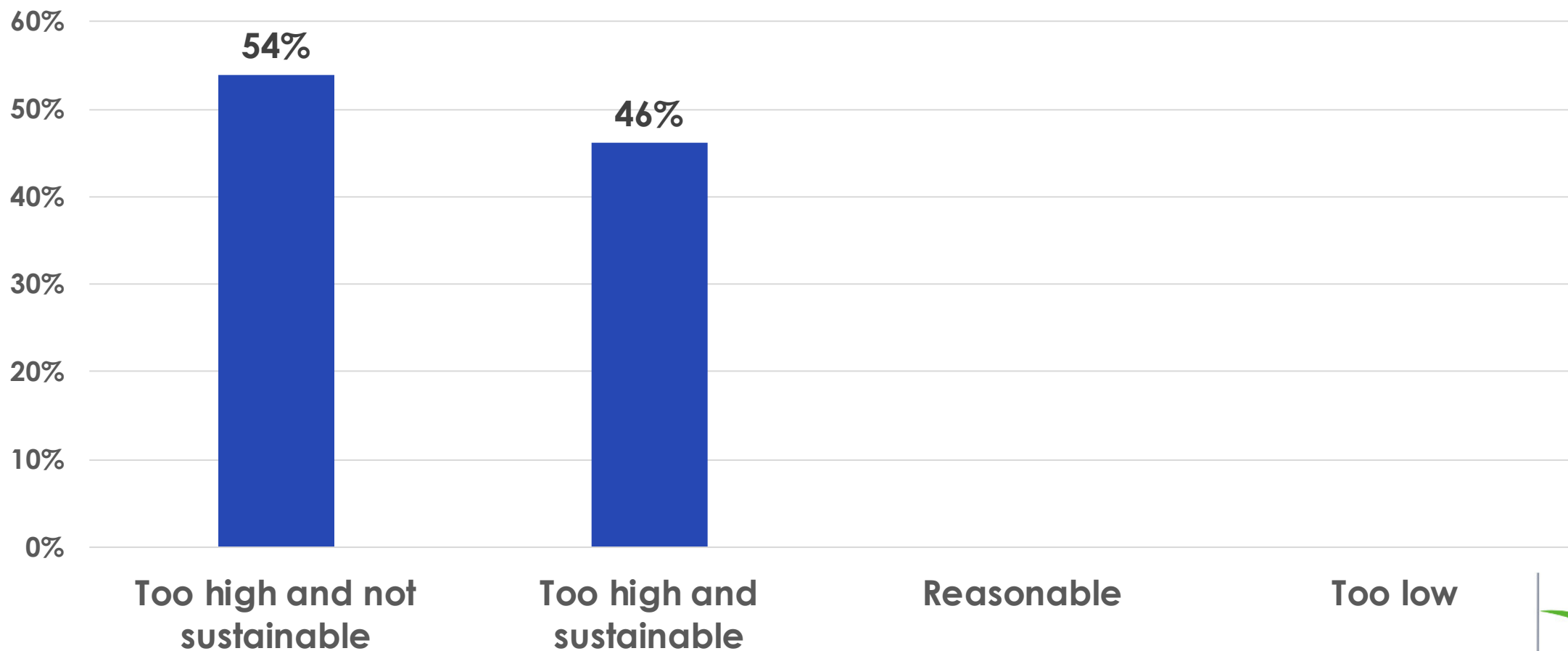
N=12

ANSWER CHOICES	RESPONSES	
less than \$100	8.33%	1
\$101- \$500	16.67%	2
\$501- \$1,000	33.33%	4
\$1001 - \$2,000	25.00%	3
\$2,001- \$3,000	16.67%	2
Over \$3,000	0.00%	0
TOTAL		12



# WHAT IS YOUR PERSPECTIVE REGARDING YOUR DRUG SPEND?

N=13





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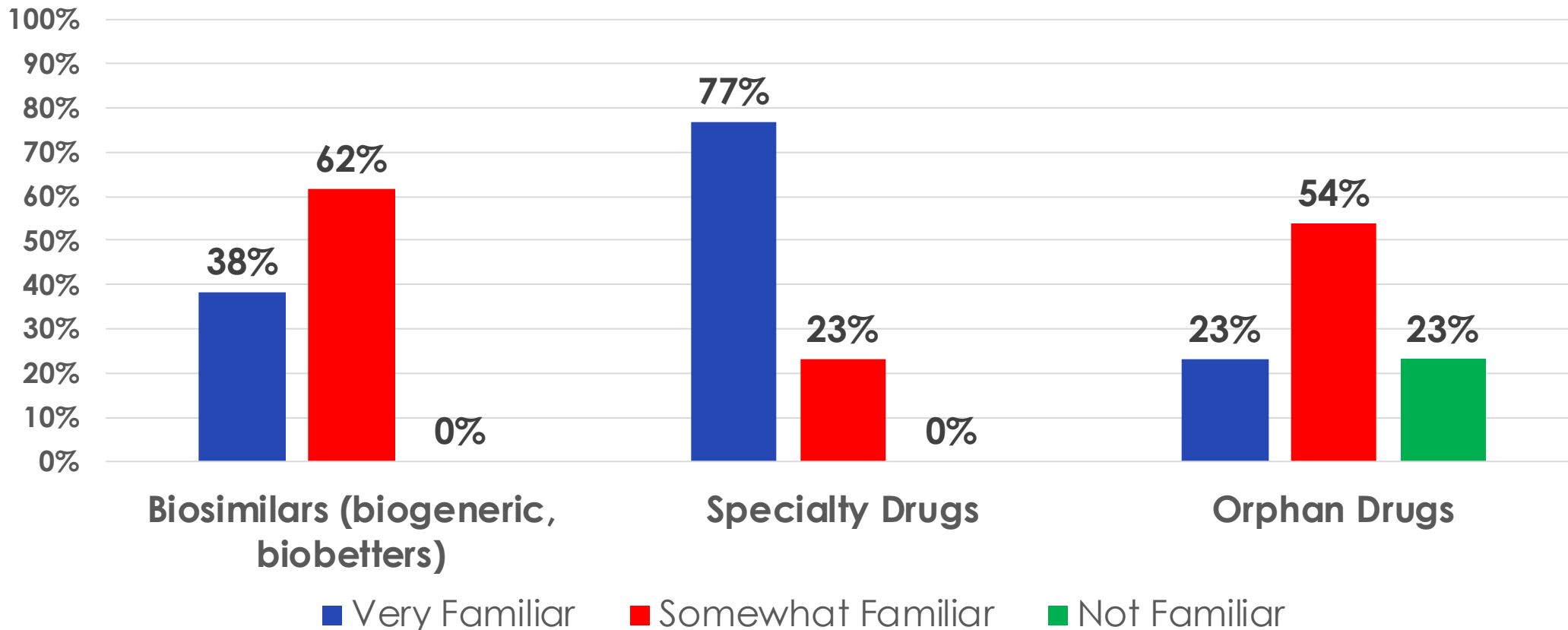
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ANSWER CHOICES	RESPONSES	
Too high and not sustainable	53.85%	7
Too high but sustainable	46.15%	6
Reasonable	0.00%	0
Too low	0.00%	0
TOTAL		13



# WHAT IS YOUR LEVEL OF FAMILIARITY WITH THE FOLLOWING DRUG CATEGORIES?

N=13



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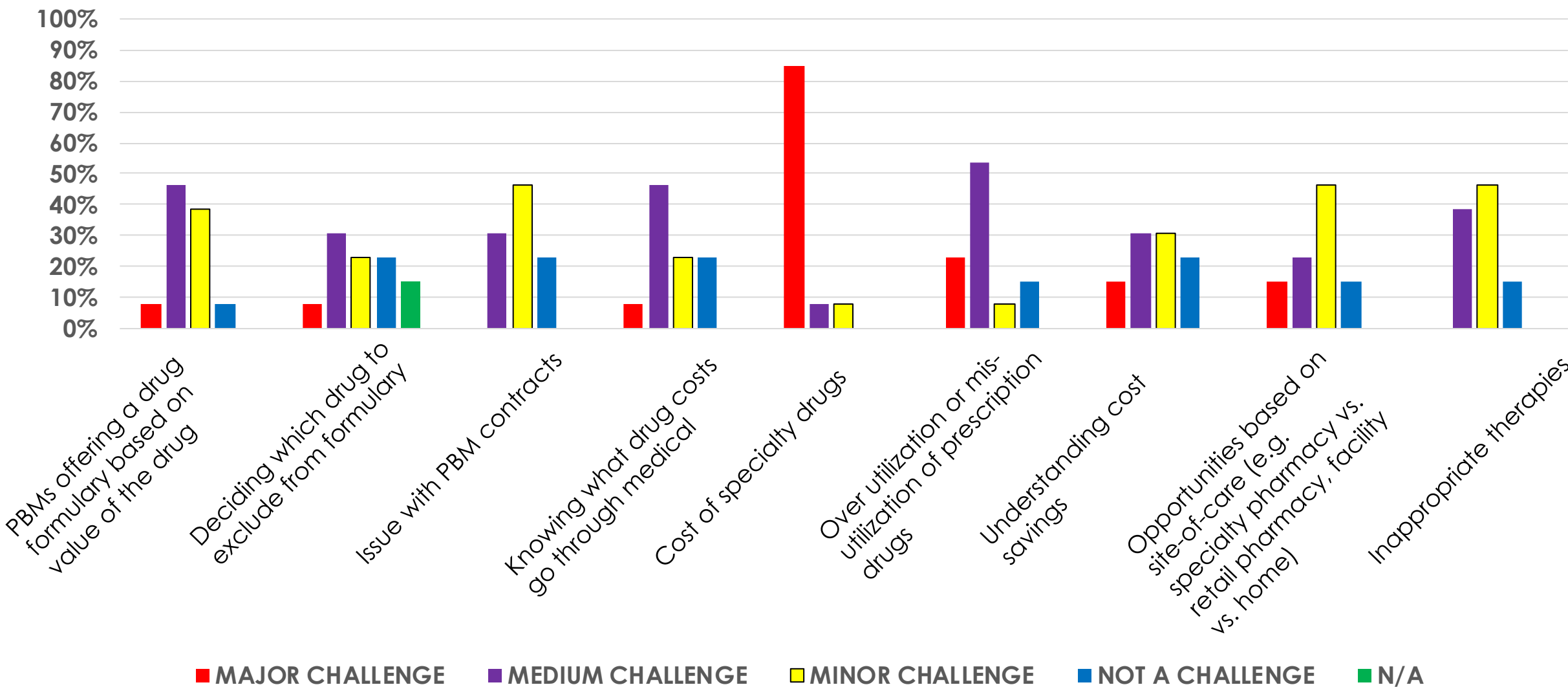
N=13

	VERY FAMILIAR	SOMEWHAT FAMILIAR	NOT FAMILIAR	TOTAL
Biosimilars (biogeneric, biobetters)	38.46% 5	61.54% 8	0.00% 0	13
Specialty Drugs	76.92% 10	23.08% 3	0.00% 0	13
Orphan Drugs	23.08% 3	53.85% 7	23.08% 3	13



# BESIDES COST, WHAT ARE YOUR KEY CHALLENGES WITH MANAGING YOUR DRUG TREND?

N=13



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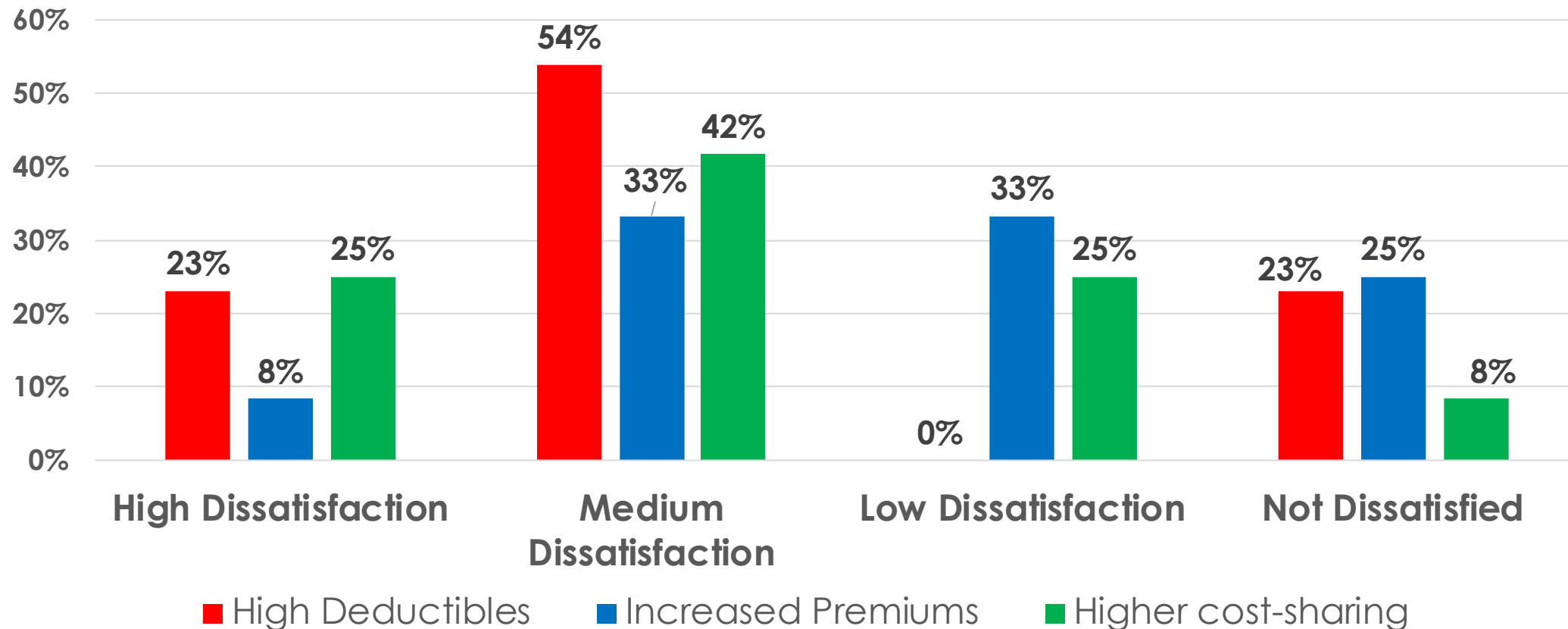
	MAJOR CHALLENGE	MEDIUM CHALLENGE	MINOR CHALLENGE	NOT A CHALLENGE	I DON'T KNOW	N/A	TOTAL
PBMs offering a drug formulary based on value of the drug	7.69% 1	46.15% 6	38.46% 5	7.69% 1	0.00% 0	0.00% 0	13
Deciding which drug to exclude from formulary	7.69% 1	30.77% 4	23.08% 3	23.08% 3	0.00% 0	15.38% 2	13
Issue with PBM contracts	0.00% 0	30.77% 4	46.15% 6	23.08% 3	0.00% 0	0.00% 0	13
Knowing what drug costs go through medical	7.69% 1	46.15% 6	23.08% 3	23.08% 3	0.00% 0	0.00% 0	13
Cost of specialty drugs	84.62% 11	7.69% 1	7.69% 1	0.00% 0	0.00% 0	0.00% 0	13
Over utilization or mis-utilization of prescription drugs	23.08% 3	53.85% 7	7.69% 1	15.38% 2	0.00% 0	0.00% 0	13
Understanding cost savings	15.38% 2	30.77% 4	30.77% 4	23.08% 3	0.00% 0	0.00% 0	13
Opportunities based on site-of-care (e.g. specialty pharmacy vs. retail pharmacy, facility vs. home)	15.38% 2	23.08% 3	46.15% 6	15.38% 2	0.00% 0	0.00% 0	13
Inappropriate therapies	0.00% 0	38.46% 5	46.15% 6	15.38% 2	0.00% 0	0.00% 0	13





# WHICH ELEMENTS OF THE PHARMACY BENEFIT ARE CAUSING THE MOST DISSATISFACTION AMONG EMPLOYEES?

N=13



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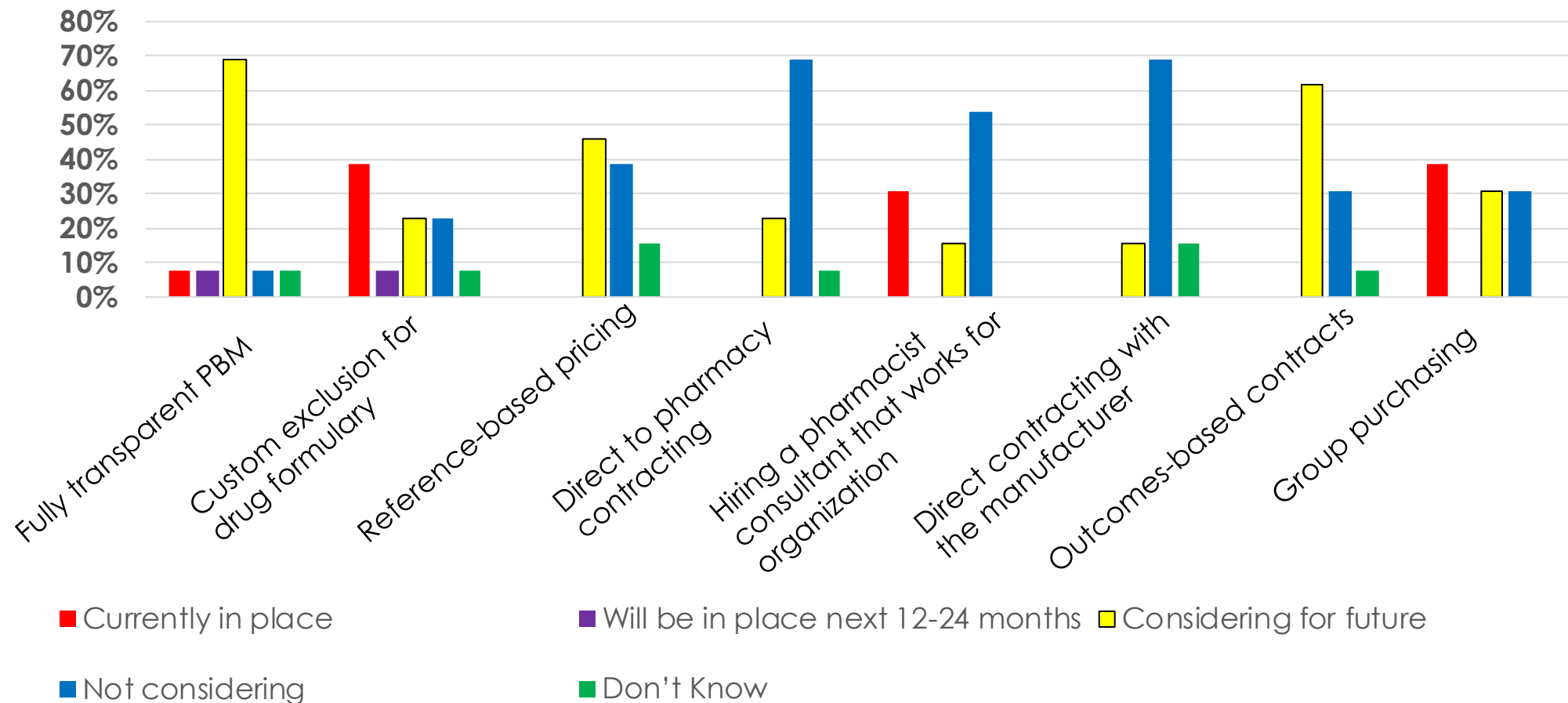
N=13

	HIGH DISSATISFACTION	MEDIUM DISSATISFACTION	LOW DISSATISFACTION	NOT DISSATISFIED	TOTAL
High deductibles	23.08% 3	53.85% 7	0.00% 0	23.08% 3	13
Increased Premiums	8.33% 1	33.33% 4	33.33% 4	25.00% 3	12
Higher cost-sharing	25.00% 3	41.67% 5	25.00% 3	8.33% 1	12



# INDICATE WHICH OF THE FOLLOWING STRATEGIES YOU ARE USING TO ADDRESS HIGH COST DRUGS

N=13



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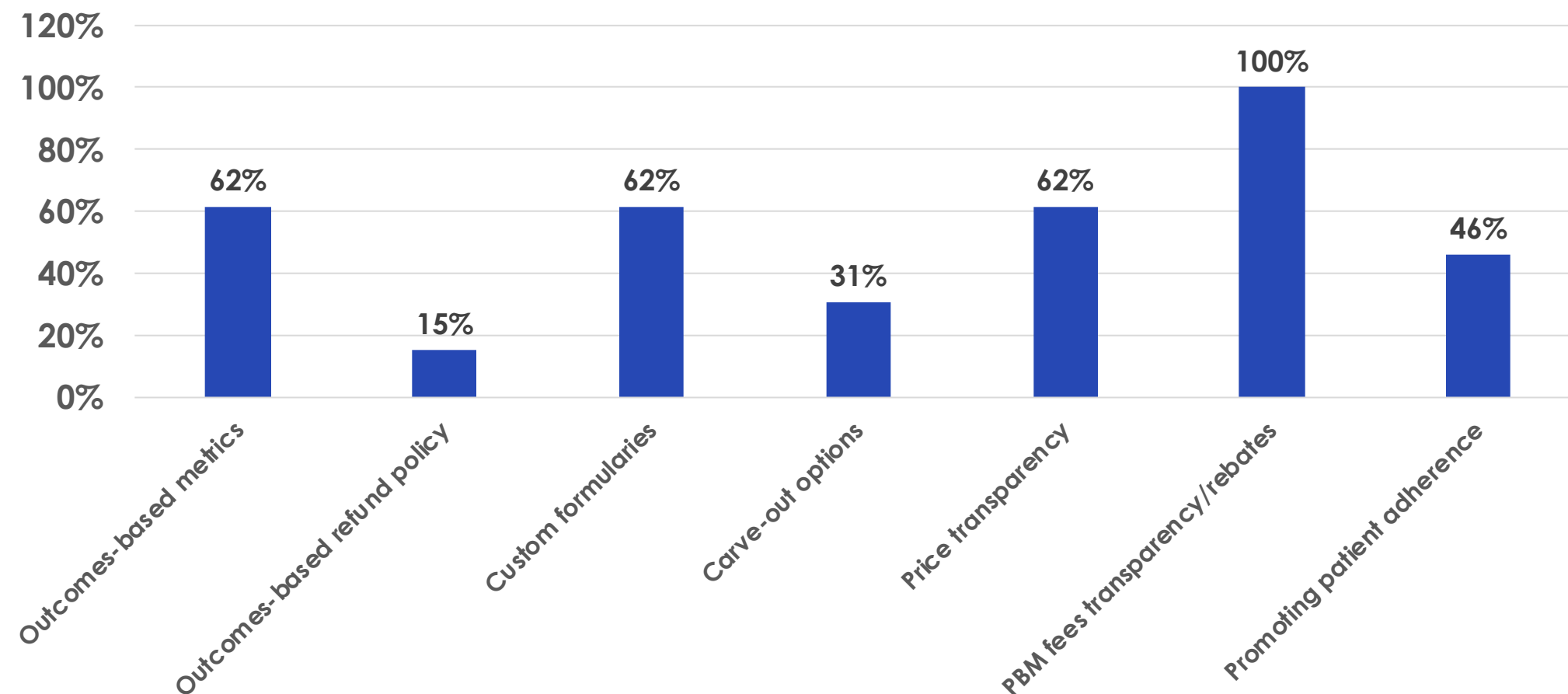
N=13

	CURRENTLY IN PLACE	WILL BE IN PLACE NEXT 12- 24 MONTHS	CONSIDERING FOR FUTURE	NOT CONSIDERING	DON'T KNOW	TOTAL
Fully transparent PBM	7.69% 1	7.69% 1	69.23% 9	7.69% 1	7.69% 1	13
Custom exclusion for drug formulary	38.46% 5	7.69% 1	23.08% 3	23.08% 3	7.69% 1	13
Reference-based pricing	0.00% 0	0.00% 0	46.15% 6	38.46% 5	15.38% 2	13
Direct to pharmacy contracting	0.00% 0	0.00% 0	23.08% 3	69.23% 9	7.69% 1	13
Hiring a pharmacist consultant that works for organization	30.77% 4	0.00% 0	15.38% 2	53.85% 7	0.00% 0	13
Direct contracting with the manufacturer	0.00% 0	0.00% 0	15.38% 2	69.23% 9	15.38% 2	13
Outcomes-based contracts	0.00% 0	0.00% 0	61.54% 8	30.77% 4	7.69% 1	13
Group purchasing	38.46% 5	0.00% 0	30.77% 4	30.77% 4	0.00% 0	13



# WHAT ARE KEY AREAS YOU INCLUDE WHEN DEVELOPING YOUR CONTRACTS? (MARK ALL THAT APPLY)

N=13





# WHAT ARE KEY AREAS YOU INCLUDE WHEN DEVELOPING YOUR CONTRACTS? (MARK ALL THAT APPLY)

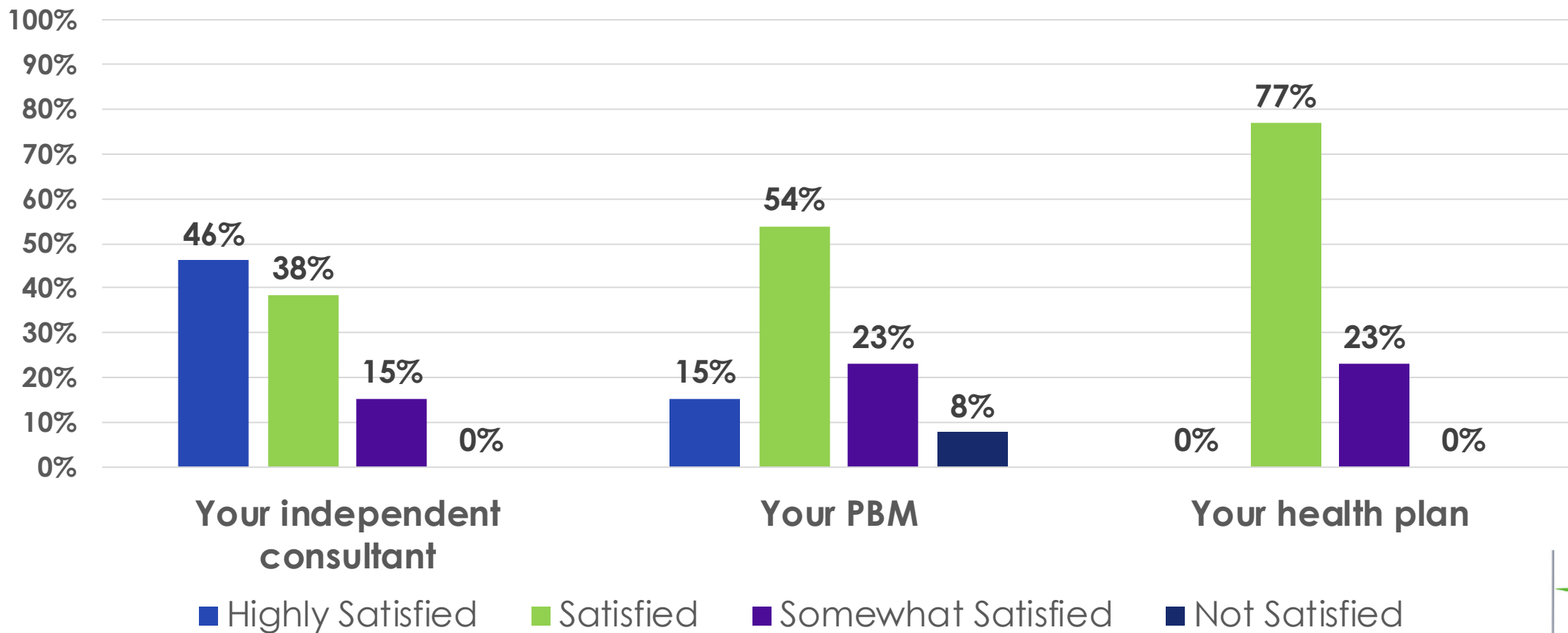
N=13

ANSWER CHOICES	RESPONSES	
Outcomes-based metrics	61.54%	8
Outcomes-based refund policy	15.38%	2
Custom formularies	61.54%	8
Carve-out options	30.77%	4
Price transparency	61.54%	8
PBM fees transparency/rebates	100.00%	13
Promoting patient adherence	46.15%	6
Other (please specify)	0.00%	0
Total Respondents: 13		



# HOW SATISFIED ARE YOU WITH.....

N=13



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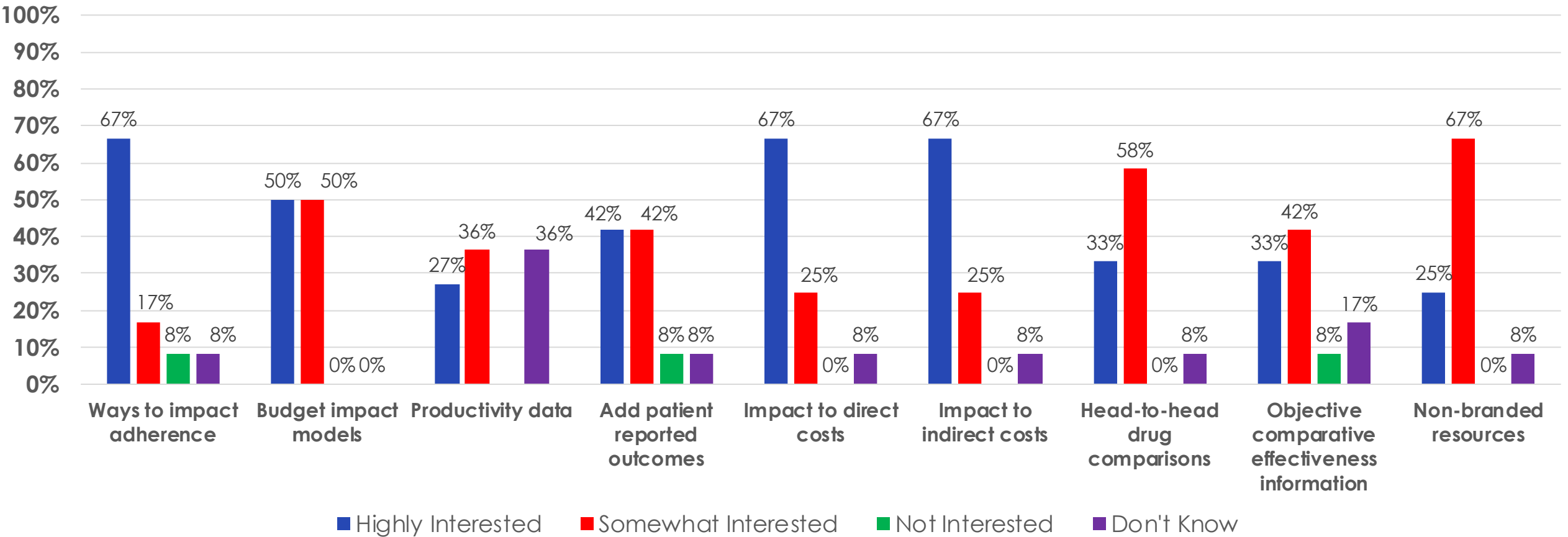
N=13

	HIGHLY SATISFIED	SATISFIED	SOMEWHAT SATISFIED	NOT SATISFIED	TOTAL
Your independent consultant	46.15% 6	38.46% 5	15.38% 2	0.00% 0	13
Your PBM	15.38% 2	53.85% 7	23.08% 3	7.69% 1	13
Your health plan	0.00% 0	76.92% 10	23.08% 3	0.00% 0	13



# INDICATE WHICH OF THE FOLLOWING TYPES OF NON-PHARMACEUTICAL MANUFACTURE SPONSORED/FUNDED RESEARCH YOU ARE INTERESTED IN?

N=12



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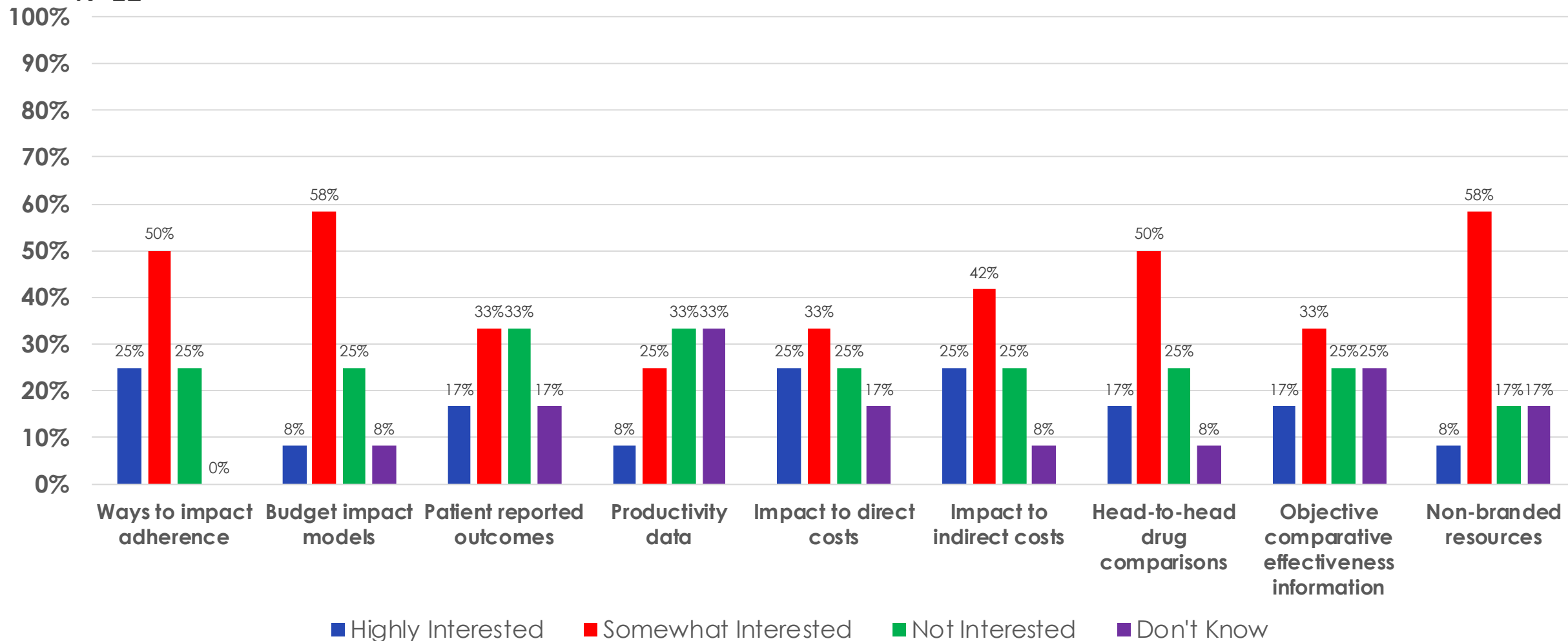
	HIGHLY INTERESTED	SOMEWHAT INTERESTED	NOT INTERESTED	DON'T KNOW	TOTAL
Ways to impact adherence	66.67% 8	16.67% 2	8.33% 1	8.33% 1	12
Budget impact models	50.00% 6	50.00% 6	0.00% 0	0.00% 0	12
Productivity data	27.27% 3	36.36% 4	0.00% 0	36.36% 4	11
Add patient reported outcomes	41.67% 5	41.67% 5	8.33% 1	8.33% 1	12
Impact to direct costs	66.67% 8	25.00% 3	0.00% 0	8.33% 1	12
Impact to indirect costs	66.67% 8	25.00% 3	0.00% 0	8.33% 1	12
Head-to-head drug comparisons	33.33% 4	58.33% 7	0.00% 0	8.33% 1	12
Objective comparative effectiveness information	33.33% 4	41.67% 5	8.33% 1	16.67% 2	12
Non-branded resources	25.00% 3	66.67% 8	0.00% 0	8.33% 1	12





# INDICATE WHICH OF THE FOLLOWING TYPES OF SPONSORED/FUNDED PHARMACEUTICAL MANUFACTURE RESEARCH YOU ARE INTERESTED IN?

N=12



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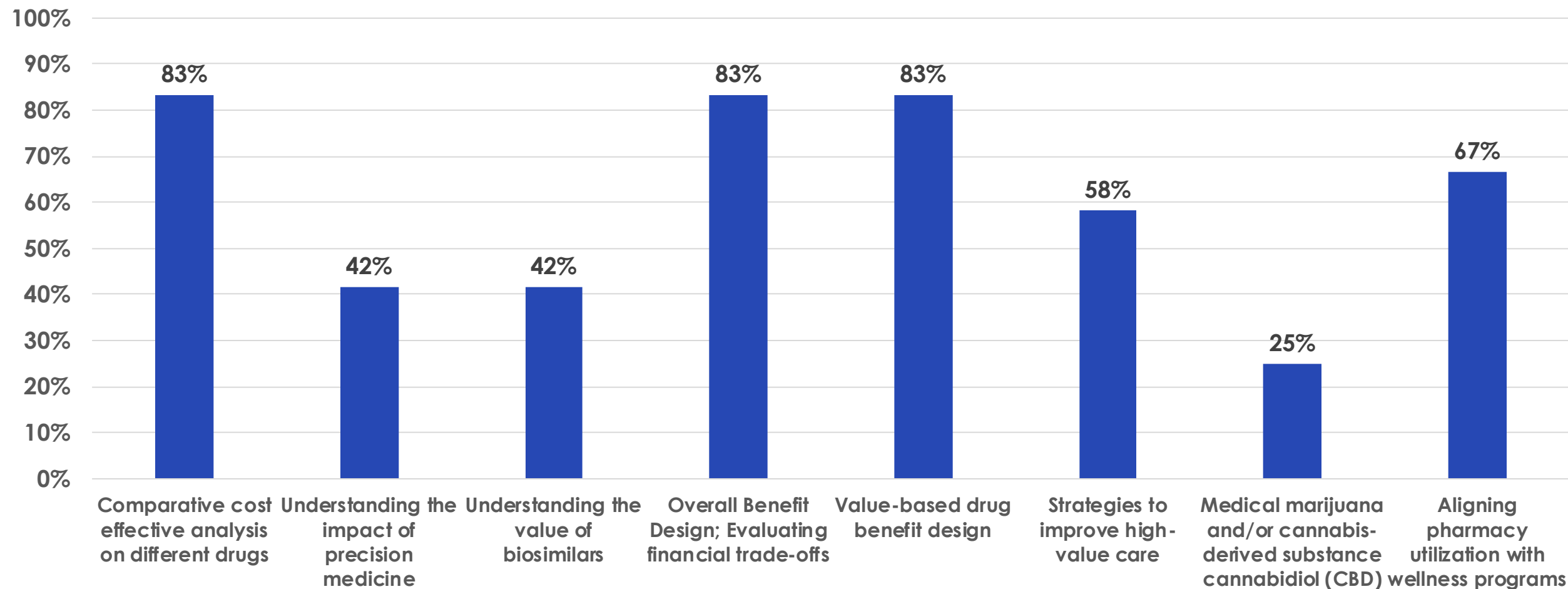
N=12

	HIGHLY INTERESTED	SOMEWHAT INTERESTED	NOT INTERESTED	DON'T KNOW	TOTAL
Ways to impact adherence	25.00% 3	50.00% 6	25.00% 3	0.00% 0	12
Budget impact models	8.33% 1	58.33% 7	25.00% 3	8.33% 1	12
Patient reported outcomes	16.67% 2	33.33% 4	33.33% 4	16.67% 2	12
Productivity data	8.33% 1	25.00% 3	33.33% 4	33.33% 4	12
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Impact to indirect costs	25.00% 3	41.67% 5	25.00% 3	8.33% 1	12
Head-to-head drug comparisons	16.67% 2	50.00% 6	25.00% 3	8.33% 1	12
Objective comparative effectiveness information	16.67% 2	33.33% 4	25.00% 3	25.00% 3	12
Non-branded resources	8.33% 1	58.33% 7	16.67% 2	16.67% 2	12



# WHICH OF THE FOLLOWING DO YOU WANT MORE INFORMATION ABOUT? (MARK ALL THAT APPLY)

N=12



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N=12

ANSWER CHOICES	RESPONSES	
Comparative cost effective analysis on different drugs	83.33%	10
Understanding the impact of precision medicine	41.67%	5
Understanding the value of biosimilars	41.67%	5
Overall Benefit Design: Evaluating financial trade-offs	83.33%	10
Value-based drug benefit design	83.33%	10
Strategies to improve high-value care	58.33%	7
Medical marijuana and/or cannabis-derived substance cannabidiol (CBD)	25.00%	3
Aligning pharmacy utilization with wellness programs	66.67%	8
Total Respondents: 12		

