



# Employers' Forum of Indiana All-Stakeholder Meeting







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All-Stakeholder Meeting  
Indianapolis, IN  
August 31, 2023

# AGENDA

-  Welcome and Introductions
-  PBMs: What's the Buzz?
-  PBM Playbook Highlights
-  What You Should Demand From Your PBMs
-  Break
-  PBM Panel Discussion

# LET'S TALK ABOUT DRUG COSTS



<https://www.centralmaine.com/2017/09/19/todays-editorial-cartoon-1393/>

# SOME (BUT NOT ALL) FRUSTRATIONS



**Chasing Rebates:** Just because a PBM touts large rebates, does not mean pharmacy spend is lower.



**Specialty Drugs:** Drug prices are increasing, and most of the cost drug cost for employers is linked to a small number of individuals on specialty medications.



**Utilization Management & Prior Authorization:** There are pros and cons to UM and PA, but these are essentially built around the drugs with rebates, so don't assume these are always working to your financial benefit.

# REBATE EXAMPLE



**Dexcom**

**Cash Price at Sam's:**

**\$1,041.78**

90-day supply



**Libre**

**Cash Price at Sam's:**

**\$396.47**

84-day supply

- Dexcom is approximately three times more expensive than Libre if you pay the cash price at a pharmacy. However, some PBMs will place one over the other on the formulary based on rebates
- Employers need to provide the most clinically effective medications and monitors, and reduce barriers for patients to manage their chronic conditions.

# SPECIALTY DRUG TRENDS

	Percent of Total Patients		
	Non-Specialty Patients	Specialty Patients	Percent Specialty
2019	37,468	1,224	3.6%
2020	32,707	1,276	3.9%
2021	35,368	1,438	4.1%
2022	41,006	1,975	4.8%

	Percent of Total Cost		
	Non-Specialty Patients	Specialty Patients	Percent Specialty
2019	\$23,523,492	\$27,494,394	54%
2020	\$22,536,927	\$33,111,943	60%
2021	\$24,862,529	\$34,663,325	58%
2022	\$27,694,166	\$39,123,471	59%

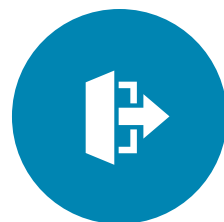
# IT'S NOT JUST PBMS

**Be sure to watch your drug spend on the medical side.**



## **Rebates are hidden there, too!**

- Ask for the savings through contracts
- Monitor J-codes
- Oncology is harder to manage



## **Gene therapy drugs are covered under medical.**

- Watch for carve-outs, or laser provisions