



# trueGenomics

Welcome to the innovative future of medication match-making.

**Mark Williams, RPh**  
Owner and CEO  
True Rx Health Strategists

E-mail: [markw@truerx.com](mailto:markw@truerx.com)

**Daniel Wilson, PharmD, BCPS**  
Director of Clinical Operations  
True Rx Health Strategists

E-mail: [danielw@truerx.com](mailto:danielw@truerx.com)

**Richard Mousty**  
President/CEO  
Unified Group Services

E-mail: [richm@unifiedgrp.com](mailto:richm@unifiedgrp.com)

**MARK WILLIAMS, RPH**

Owner and CEO  
True Rx Health Strategists



# Q: What is Pharmacogenomics (PGx)?

PGx is the relationship between the medications we take (pharmaco) and how our genes tell our bodies to use them (genomics).





**RAPID**  
**METABOLIZER**

Not Therapeutic



**NORMAL**  
**METABOLIZER**

Therapeutic Window



**SLOW**  
**METABOLIZER**

Toxicity

# IS PGx WORTH THE INVESTMENT?

**\$3,962**

## PER PATIENT SAVINGS

annually when PGx is used to optimize depression treatment

Maciel A et al. *Neuropsychiatr Dis Treat* 2018;14:225-30

**\$788**

## PER PATIENT REDUCTION in health expenses after 4 months

Brixner D et al. *J Med Econ* 2016;19:213-28

# IS PGx WORTH THE INVESTMENT?

FEWER EMERGENCY ROOM VISITS

40%

FEWER HOSPITALIZATIONS

58%

Perlis RH et al. *Depress Anxiety* 2018;35:946-52

# PGX CONSIDERATIONS

## DESIRED OUTCOME

Reporting or Clinical

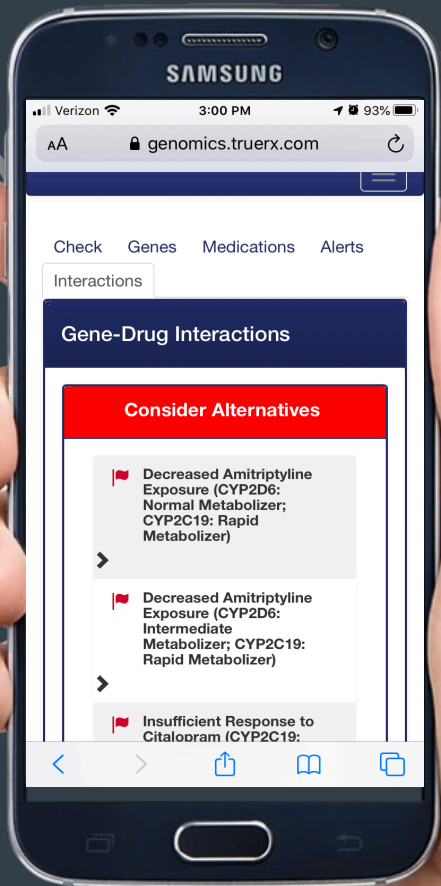
## LAB QUALITY

Direct-to-Consumer or Medical  
Extent of Testing

## COST AND PAYMENT

Wellness Benefit or Medical Benefit

# Case Study: Mental Health





Q: What will the **patient experience** look like?



1



2



3



4



5

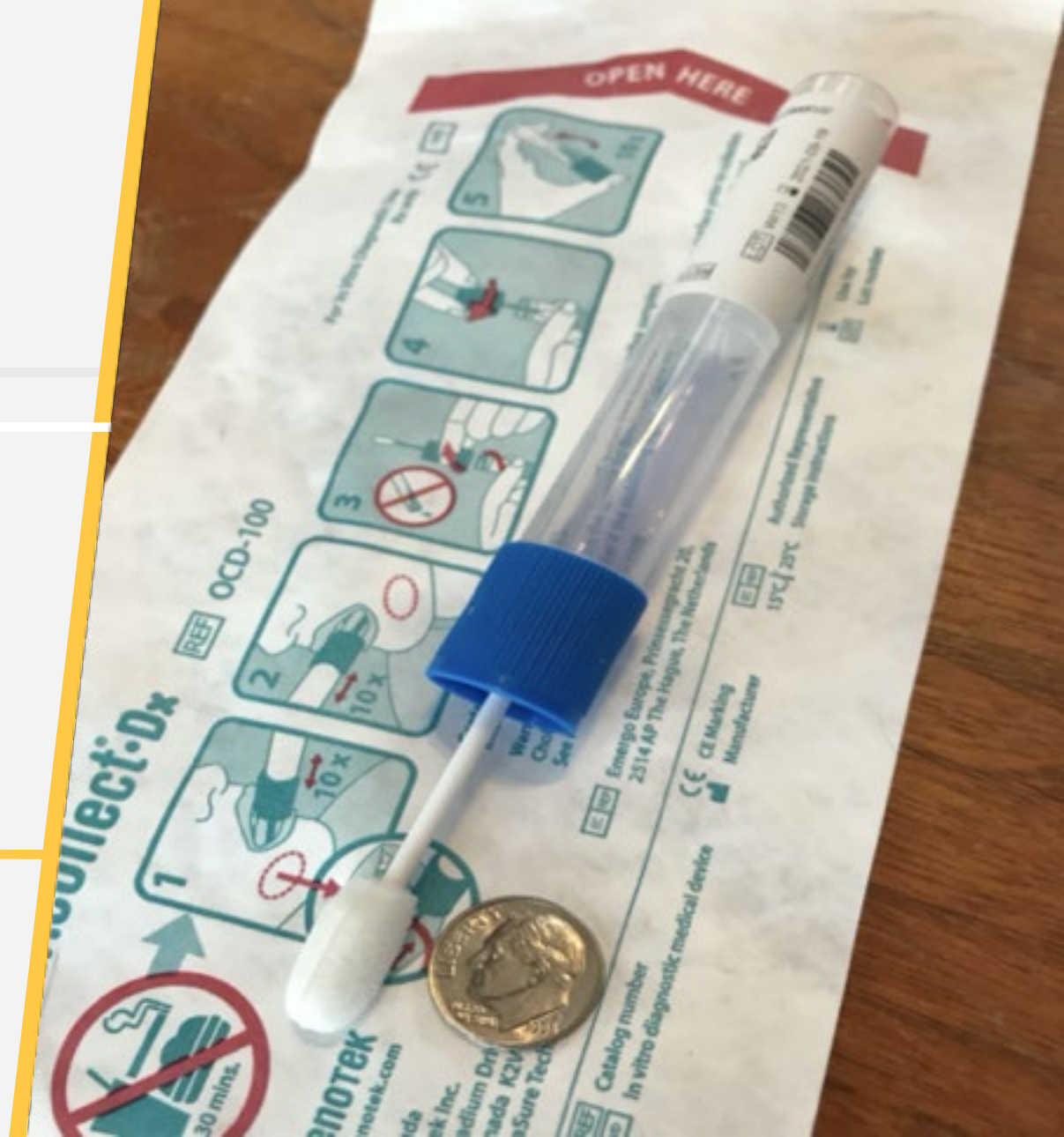
1

# Pharmacist consultation



2

## Self-administered swab sample





3

**Mailed directly  
to the lab**



4

## Results on private portal





5

## Ongoing medication monitoring



Q: What does  
medication  
management  
look like  
**WITHOUT** PGx?





Increased side effects

Compliance with no health benefit

Trial and error

Repeated visits to doctor's office

Unnecessary visit to ER

Unnecessary cost of medications





Q: What will medication  
management look like  
**WITH** PGx?





Decreased side effects and increased compliance

Confidence in prescribing the right medication

Getting it right the first time

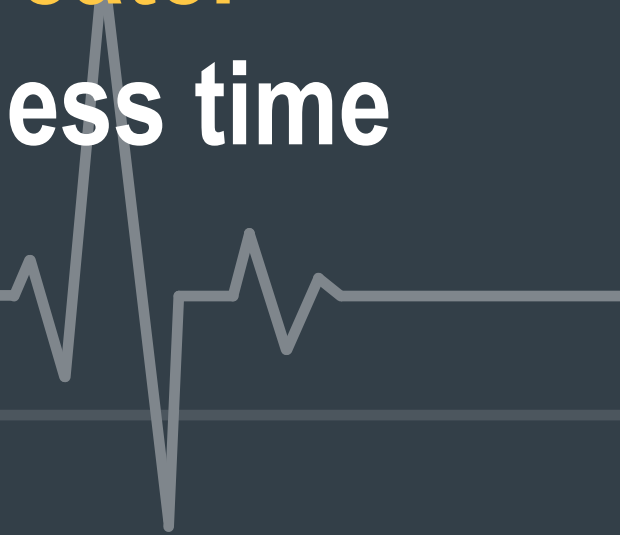
Real time patient portal as a resource

Values patient's work and personal time

Reduces medical costs for employer and patient



Are you ready to bring **greater health** to your people in less time at a **lower cost**?





**RICH MOUSTY**

Owner and President  
Unified Group Services, Inc.



A woman with long dark hair and glasses, wearing a white t-shirt and jeans, stands in the center of a meeting room. She is pointing her right hand towards a whiteboard covered with numerous colorful sticky notes (pink, yellow, and orange). Several people are seated around a table in the foreground, looking towards the whiteboard. The room has large windows on the left side, letting in natural light. The overall atmosphere is professional and collaborative.

# QUESTIONS AND ANSWERS