

# ELEVATE

INSURANCE SOLUTIONS POWERED BY LOCKTON

## Optimizing Your Pharmacy Benefit Programs

Valued Ovation Members,

We are thrilled to partner with Lockton as a trusted pharmacy benefits consultant specializing in delivering exceptional pharmacy benefit programs to organizations like yours. With our unique offerings and expertise, we can help you achieve significant cost savings, streamline operations, and provide your members with an exceptional pharmacy experience.

Hospital and health systems have unique needs for their employee benefits and Lockton Pharmacy Practice recognizes those unique needs and have solutions to support. We look for PBM partners with dedicated solutions for hospitals and health systems and can support domestic pharmacy optimization. We do this in a variety of ways including specific PBM RFP considerations, plan design recommendations to increase domestic pharmacy utilization including, if applicable, specialty medications. Additionally, we understand 340B and can evaluate your health plan design to ensure we are driving more eligible prescriptions to your contract pharmacies.

### *I. Exclusive partnership with EmsanaRx: Special pharmacy contract for Ovation members*

As your dedicated pharmacy benefits consultant, we have established a special pharmacy contract with EmsanaRx exclusively available to Ovation members. This partnership provides several advantages, including:

- **COMPETITIVE PRICING:** Through our contract with EmsanaRx, we can secure favorable pricing for prescription medications, resulting in cost savings for your organization and improved affordability for your members.
- **ENHANCED SERVICE:** Ovation members will receive top-notch customer service and support from EmsanaRx, ensuring a seamless pharmacy experience, and addressing any medication-related concerns promptly.

For more information, click [here](#).



## *II. Optimize your pharmacy benefits: Core scope and comprehensive scope*

At Ovation, powered by Lockton, we offer two distinct scopes of services to optimize your pharmacy benefits program: Core scope and comprehensive scope. Let's explore the key components of each:

### Core scope

- **GENERAL CONSULTING:** Our team of experts will conduct a thorough analysis of your existing pharmacy benefit program, identifying areas for improvement and implementing strategies to enhance efficiency and cost-effectiveness.
- **RFP MARKETING:** We will assist you in the request for proposal (RFP) process, leveraging our industry knowledge and relationships to solicit competitive bids from pharmacy benefit managers (PBMs) and other vendors who understands the needs of hospital and health systems, ensuring you receive the best value for your benefit dollars. We also understand that you might be 100% satisfied with your current PBM, in which case we can provide renewal negotiations in lieu of full marketing efforts. Our contracts also feature 18-month market checks to ensure that your pricing stays up to date in an ever-changing market.
- **PBM OVERSIGHT:** We provide ongoing oversight of your PBM, conducting regular reviews and audits to ensure compliance, accuracy, and transparency. Additionally, we offer annual pricing reconciliations to identify any discrepancies between the contract and actual performance to ensure PBMs are delivering on their promises to your organization.

### Comprehensive scope (includes all core scope offerings plus the following)

- **ENHANCED REPORTING AND INSIGHTS:** Our advanced reporting capabilities includes additional reporting for those with entity-owned outpatient pharmacy(ies), allowing you to access detailed analytics and insights into your pharmacy benefit program. This empowers you to make data-driven decisions and monitor key performance indicators effectively.
- **STRATEGIC OVERSIGHT:** We take a proactive approach to optimize your pharmacy benefit program, providing strategic recommendations and guidance on industry trends, regulatory changes, and emerging best practices. Our experts will partner with you to develop long-term strategies aligned with your organizational goals.
- **CLINICAL SUPPORT:** Clinical pharmacist dedicated to your account to work alongside you and your pharmacy team. Predictive modeling can help forecast which new specialty medications are likely to become available in the future and if any members might be eligible for this medication. Additionally, we keep 340B top of mind for those eligible covered entities when analyzing pharmacy benefits to maximize the number of eligible scripts.
- **DOMESTIC PHARMACY SUPPORT:** Our expert team can facilitate productive discussions between the HR and pharmacy teams to ensure your benefit plan is aligned with your organization's goals and priorities. Trust us to provide the support and guidance you need to optimize your pharmacy operations and achieve your desired outcomes.

Please find a comparison of our core scope and comprehensive scope offerings in the table below:

Services	Core scope	Comprehensive scope
<u>General consulting</u> <ul style="list-style-type: none"> <li>Formulary, network, and plan design evaluation</li> <li>Clinical program recommendations</li> <li>Ad hoc inquiries</li> </ul>	✓	✓
<u>RFP marketings</u> <ul style="list-style-type: none"> <li>Full PBM marketing every 3 years (or as needed)                             <ul style="list-style-type: none"> <li>Including domestic pharmacy-specific questions</li> </ul> </li> <li>Renewal negotiations if a full marketing is not needed</li> <li>Implementation support</li> <li>18-month market checks</li> </ul>	✓	✓
<u>PBM oversight</u> <ul style="list-style-type: none"> <li>Annual pricing reconciliation of financial guarantees (discounts, dispensing fees, and rebates)</li> <li>Assistance with recovering shortfall amount</li> </ul>	✓	✓
<u>Enhanced reporting and insights</u> <ul style="list-style-type: none"> <li>Lockton will collect client's Rx data for storage in our proprietary data warehouse, RxMart</li> <li>RxMart reporting package on a bi-annual basis delivering key trends and insights</li> <li>Ad hoc reporting</li> <li>Industry updates</li> <li>Domestic pharmacy utilization reporting</li> </ul>		✓
<u>Strategic oversight</u> <ul style="list-style-type: none"> <li>Development of multiyear strategic planning</li> <li>Monitoring of PBM state laws and compliance regulations</li> <li>Third-party cost containment strategies: specialty UM carve-outs, full specialty carve-outs, referenced-based pricing, patient assistance programs, and pharmacogenomics</li> <li>Channel management — J-code evaluations</li> </ul>		✓
<u>Clinical support</u> <ul style="list-style-type: none"> <li>Dedicated pharmacist assigned to each account</li> <li>Specialty pharmacy consulting and specialty pipeline predictive modeling</li> <li>Review 340b contract pharmacies against member usage</li> </ul>		✓
<u>Domestic pharmacy support</u> <ul style="list-style-type: none"> <li>Domestic pharmacy specific plan design</li> <li>Facilitate alignment of HR and domestic pharmacy priorities</li> </ul>		✓

Additional services  
(prices quoted upon request)

340B services

- Advanced claim capture — this is an additional cost or shared savings model offering
- 340B ESP submission
- 340B savings report

Domestic pharmacy support

- URAC specialty accreditation support

At Ovation powered by Lockton, we specialize in providing comprehensive PBM consulting services, tailored to your organization's needs. We would be delighted to discuss how our expertise can benefit and enhance your pharmacy benefit program. Please feel free to contact us for further information or to schedule a discovery meeting.

Sincerely,

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