

ResultsRx

Proven success with ResultsRx

How switching formularies can benefit your employees
and your business



Better outcomes. Better experience. Greater savings.

With your health plan, you have a list of prescription drugs that are covered as part of your pharmacy benefit. This is known as your formulary. ResultsRx is a formulary provided by Blue Cross and Blue Shield of Kansas, as designed by the pharmacy benefits manager Prime Therapeutics, specifically to make a greater impact on savings.

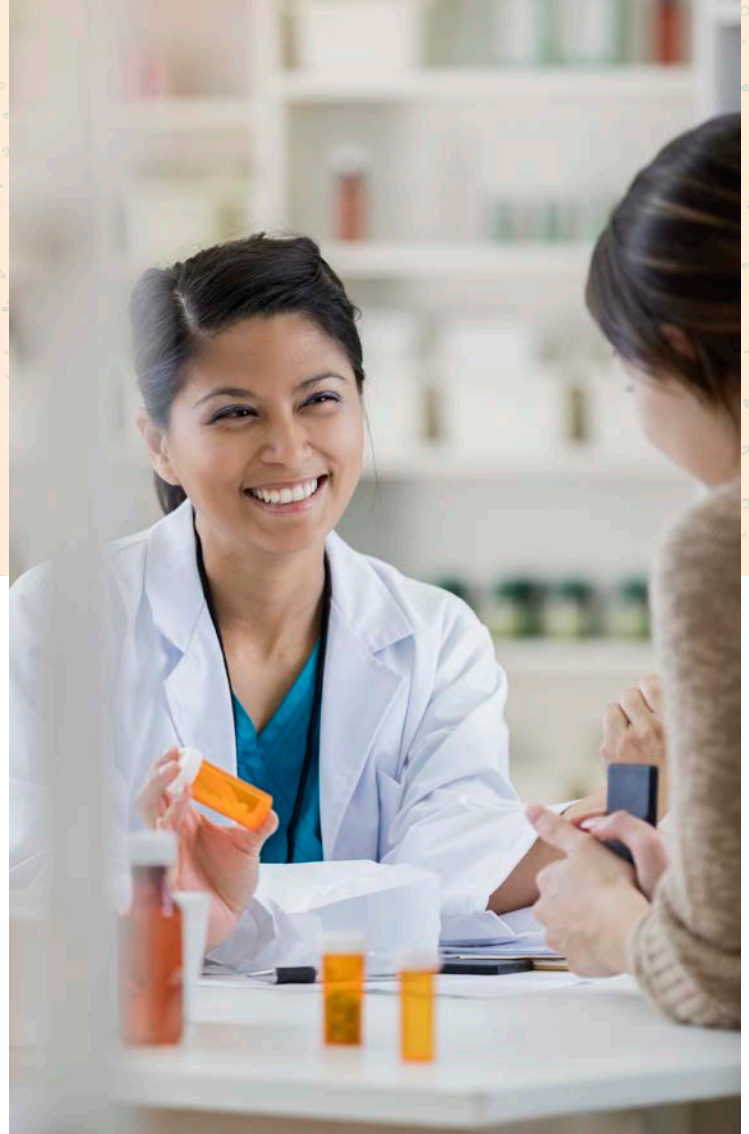
Blue Cross and Prime partner for total drug management. Our integrated benefits make sure medical and pharmacy are working together to keep you and your employees' costs low.

We manage high-cost drugs for greater discounts

With unrelenting price increases for prescription drugs, especially high-cost specialty medications, lowest net cost for prescription medicine is critical to ensure affordability and sustainability of your health plan offerings. The ResultsRx formulary has met an extensive evaluation of safety and efficacy by Prime Therapeutics before approval to be included. ResultsRx formulary considers the following cost-saving strategies:

- Manage non-preferred drugs
- Standard drug exclusions
- Capitalize on over-the-counter availability
- Manage high-cost brands and generics

In addition to cost savings, the Blue Cross and Prime Therapeutics partnership strives to offer employers the best programs and clinical outcomes to improve your employees' health. Ensuring the well-being of your employees – and your business – means your drug costs, and employees' experiences will be managed in a way that not only benefits the bottom line, but changes behavior for continued success.



Protection against Fraud, Waste and Abuse

Results Rx offers built-in protection against pharmacy fraud, waste and abuse. Blue Cross and Prime have processes in place to identify and investigate fraud committed by members and prescribers, leveraging both medical and pharmacy perspectives. With ResultsRx, high-cost, low-value drugs are not included on the formulary, protecting our groups from the types of medications that surface in fraud investigations.

The Blue Cross and Prime partnership provides best in class analytics with integrated medical and pharmacy data and helps identify where action is needed.

During the COVID-19 pandemic, a local pharmacy sold a drug to a customer claiming it was a treatment for “COVID-19” at a cost of \$4,000. Not only does a COVID-19 treatment not exist at this time, but the drug sold was a pre-natal vitamin. This high cost drug is an example of activity identified in fraud, waste and abuse investigations. Groups who selected ResultsRx as their formulary incurred no claims expense because this product was excluded from the formulary.

Employee health first

The integration of pharmacy and medical data allows for more coordinated care and more timely interventions. With our insight into both medical and pharmacy claims, we're able to help guide coverage to the proper benefit for your business. It also allows us to provide more coordinated care through:

- Objective patient referrals
- At-risk patient identification
- Targeted interventions
- Coordination across care settings
- Outcomes monitoring

Attentive account management led to member relief and employer savings.

While analyzing a group's medical claims history, a Blue Cross employee noticed an extremely high number of visits to the ER by one member. After investigating further, she discovered the member had a medication that had to be administered by medical staff. The member made regular visits to the ER - sometimes multiple times a day - to receive his drugs and manage his pain. This resulted in more than 500 visits in one year alone.

The Blue Cross employee researched the member's condition and medication list and identified a new drug on the market that could be self-administered and cost less. The Blue Cross employee personally called the member to figure out what was going on and to encourage him to speak with his doctor about trying the new drug (suspecting the effectiveness of his current drug was not managing his condition). The member scheduled an appointment with his doctor and, once approved, began taking the new drug with almost immediate results.

Since switching to the new medication, the member could self-administer the drug, has not had an ER visit in the past two years, and the drug cost was half a million dollars less than the original drug he was taking. Thanks to the detailed data analysis through the Blue Cross and Prime partnership, the member had a self-reported better quality of life while saving the employer group a substantial amount of money.

Savings across industries

ResultsRx not only helps improve the overall health of employees; it can also lead to significant savings for employer groups in Kansas.

Associations

One plan saw a savings of 17 percent during the first nine months following the switch to ResultsRx. Blue Cross worked directly with members who had reservations about the move to ResultsRx and worked with them to identify a safe and comparable drug at a lower cost.

Higher Education

A local community college noticed significant costs savings in only six months. The amount spent by the employer on brand name drugs went from an average cost of \$713 per member per month (PMPM) to just \$292 PMPM. Savings were also identified for diabetic members through a drug card savings program.

Construction

After switching to ResultsRx, a roofing company saw a 50 percent decrease in their pharmacy utilization costs year over year. Their PMPM costs dropped significantly from \$147 to \$65.

“We’ve seen better than projected savings. With ResultsRx, every drug added to the formulary is purposefully selected after a thorough review of safety and efficacy, whether it’s an inexpensive generic or high cost specialty drug. ResultsRx makes sure the drugs placed on formulary are not only safe and effective, but have the lowest net cost.”



– Tiffany Liesmann, BCBSKS Clinical Pharmacist

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