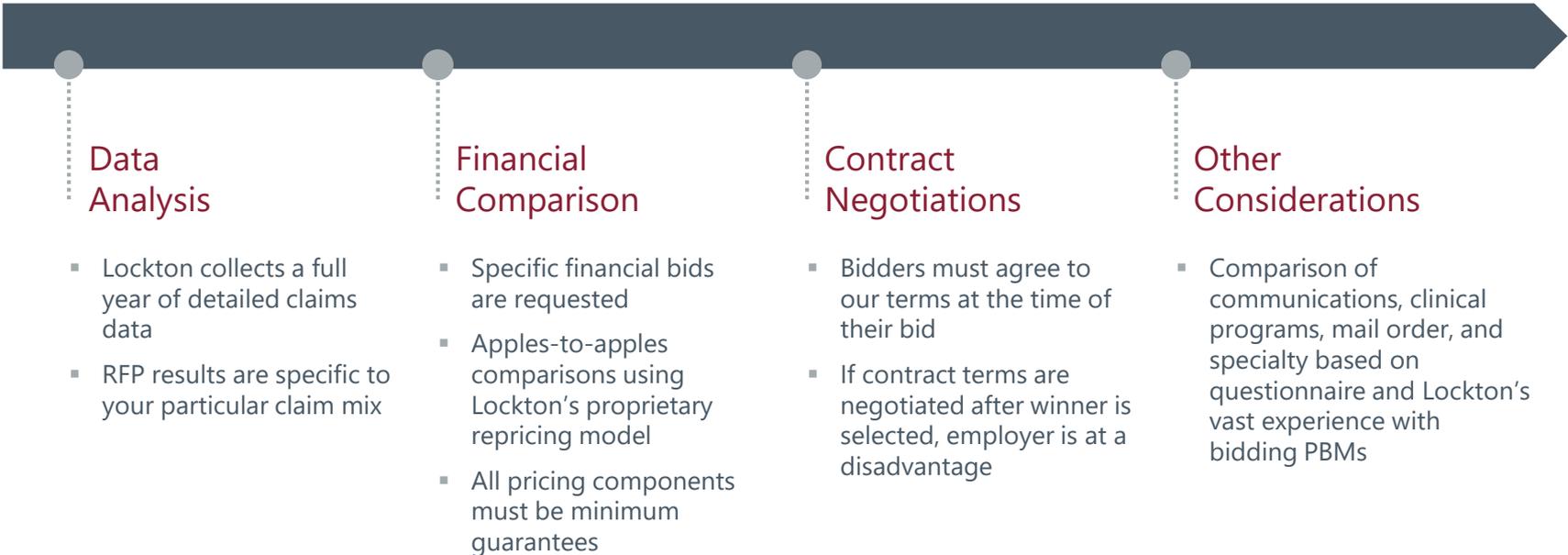


PBM Marketing Process



PBM Marketing Savings Summary

Year 1 Breakout

1 Year Totals	Data	Incumbent Contract	RxBenefits ESI BAFO	RxBenefits ESI Original Offer	CapitalRx (AWP Based)	OptumRx	BCBS FL	RxBenefits CVS	RxBenefits OptumRx	EmpiRx	Navitus Guaranteed	Magellan
Pricing Proposal Type			Traditional	Traditional	Pass Through	Traditional	Traditional	Traditional	Traditional	Traditional	Pass Through	Traditional
Ingredient Cost	\$7,705,323	\$7,542,933	\$7,362,235	\$7,403,213	\$6,833,274	\$7,525,172	\$7,609,682	\$7,342,784	\$7,397,360	\$7,371,705	\$7,604,800	\$7,573,705
Plus Contract Exclusions		\$102,180	\$102,180	\$102,180	\$0	\$101,930	\$27	\$102,180	\$102,180	\$138,531	\$66,072	\$138,503
Dispensing Fees	\$24,000	\$18,436	\$18,436	\$18,436	\$371,418	\$17,403	\$6,226	\$12,420	\$12,431	\$12,462	\$33,029	\$22,711
Admin Fees	\$0	\$26,425	\$26,425	\$26,425	\$223,597	\$0	\$0	\$26,425	\$26,425	\$0	\$95,334	\$0
Coalition Fee			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Consulting Fee			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Prescription Cost	\$7,729,323	\$7,689,974	\$7,509,276	\$7,550,254	\$7,428,289	\$7,644,505	\$7,615,935	\$7,483,809	\$7,538,396	\$7,522,697	\$7,799,234	\$7,734,919
Rebate Credit	\$1,600,839	\$1,600,839	\$1,830,336	\$1,684,891	\$1,848,089	\$1,997,970	\$1,762,119	\$1,806,469	\$1,775,525	\$1,701,210	\$1,612,248	\$1,353,434
1 Year Gross Cost After Rebate	\$6,128,484	\$6,089,135	\$5,678,940	\$5,865,363	\$5,580,200	\$5,646,535	\$5,853,816	\$5,677,340	\$5,762,871	\$5,821,487	\$6,186,986	\$6,381,485
PROJECTED SAVINGS			\$449,543	\$263,120	\$548,284	\$481,949	\$274,667	\$451,144	\$365,612	\$306,996	-\$58,503	-\$253,001
PROJECTED SAVINGS %			7.3%	4.3%	8.9%	7.9%	4.5%	7.4%	6.0%	5.0%	-1.0%	-4.1%
(Data Baseline)												
PROJECTED SAVINGS			\$383,770	\$197,347	\$482,511	\$416,175	\$208,894	\$385,370	\$299,839	\$241,223	-\$124,276	-\$318,774
PROJECTED SAVINGS %			6.3%	3.3%	8.0%	6.9%	3.4%	6.4%	4.9%	4.0%	-2.0%	-5.3%
(Contract Baseline)												
Estimated Member Share	\$1,082,105	\$1,072,897	\$1,051,299	\$1,057,036	\$1,039,960	\$1,070,231	\$1,066,231	\$1,047,733	\$1,055,375	\$1,053,178	\$1,091,893	\$1,082,889
1 Year Net Cost	\$5,046,378	\$5,016,238	\$4,627,642	\$4,808,328	\$4,540,239	\$4,576,304	\$4,787,585	\$4,629,606	\$4,707,496	\$4,768,309	\$5,095,094	\$5,298,596

- Traditional Pricing: The client pays the PBM a small amount more than they paid the retail pharmacy and pay little to no administration fee. Actual pricing is typically equal to the minimum guarantees.
- Pass Through Pricing: The client pays the PBM the same amount that the PBM pays the retail pharmacy plus an administration fee. Actual pricing is often more favorable than the minimum guarantees.
- Magellan offers an Alternative Funding Solution for specialty medications they estimate would save the plan \$1 million in year one. This is not included in analysis above.
- All bidders offer specialty copay programs similar to IRC's current program in place. These are not included in the analysis above.
- All savings numbers should be used only to compare the cost of the bidders relative to one another. They should never be used for projecting future Rx spend.

Formulary Disruption

Maintenance Medications

- These numbers represent the number of unique members who will experience a change in cost share for their maintenance medications if a new PBM is selected.

Formulary Prescription Drug List Impact Summary

	CapitalRx (AWP Based)	OptumRx	EmpiRx	BCBS FL	RxBenefits CVS	RxBenefits Optum	RxBenefits Express Scripts	Navitus Expected	Magellan
Formulary Name	Liberty	Premium Formulary	Total Care (Contains Exclusions)	BCBSF Medication Guide	Aligned	Premium	Preferred	BCBSF Medication Guide	MRx Precision Formulary
Formulary Type	Closed	Closed	Managed with exclusions and includes Prior Authorization, Step Therapy and Quantity Limits	Open without exclusions and does not include Prior Authorization, Step Therapy and Quantity Limits	Managed with exclusions and includes Prior Authorization, Step Therapy and Quantity Limits	Managed with exclusions and includes Prior Authorization, Step Therapy and Quantity Limits	Managed with exclusions and includes Prior Authorization, Step Therapy and Quantity Limits	Open without exclusions and does not include Prior Authorization, Step Therapy and Quantity Limits	Managed with exclusions and includes Prior Authorization, Step Therapy and Quantity Limits
# of Coverage Tiers in Formulary	3	3	3	3				3	4
Formulary Prescription Drug List Drug Exclusion Impact (Negative Impact)									
Unique Members Impacted	339	636	115		427	516		573	386
% Unique Members Impacted	9.22%	17.29%	3.13%		11.61%	14.03%		15.58%	10.49%
Formulary Prescription Drugs List Uptier Impact (Negative Impact)									
Unique Members Impacted	497	778	567	643	722	688		392	438
% Unique Members Impacted	13.51%	21.15%	15.42%	17.48%	19.63%	18.71%		10.66%	11.91%
Formulary Prescription Drugs List Downtier Impact (Positive Impact)									
Unique Members Impacted	934	1,017	941	939	849	789		911	926
% Unique Members Impacted	25.39%	27.65%	25.58%	25.53%	23.08%	21.45%		24.77%	25.18%

Pharmacy Network Disruption

Number of scripts filled at pharmacies that would no longer be in-network:

Retail 1 83 Day Supply Pharmacy Network Impact									
CapitalRx (AWP Based)	OptumRx	EmpiRx	BCBS FL	RxBenefits CVS	RxBenefits Optum	RxBenefits Express Scripts	Navitus Expected	Magellan	
Retail 1 83 Days Supply Pharmacy Network Summary									
Pharmacy Network Name	National Broad Network	Broad Network	EmpiRx Health's Broad Network	Standard PPO HMO	Broad Network	Broad Network	Broad Network	Standard PPO HMO	Magellan Rx Broad
Network Type (Broad/Limited/Incentivized)	Broad	Broad	Broad	Broad	Broad	Broad	Broad	Broad	Magellan Rx Broad
Retail 1 83 Days Supply Pharmacy Network Impact Summary									
# of Pharmacies Excluded	7	3	7	3	4	0	Incumbent	9	3
# of Utilizers Impacted	31	5	31	5	22	0		22	10
% of Utilizers Impacted	0.8%	0.1%	0.8%	0.1%	0.6%	0.0%		0.6%	0.3%
# of Prescriptions Impacted	128	19	42	11	9	0		38	8
% of Prescriptions Impacted	0.6%	0.1%	0.2%	0.0%	0.0%	0.0%		0.2%	0.0%