

# PBM Marketing Comparative Value Summary

## Year 1 Breakout

1-Year Totals	Incumbent	Rightway	RxB ESI	BAFO	Rightway	RxB ESI BAFO	RxB ESI
Pricing Proposal Type	Contract	SmithRx					
Ingredient Cost	\$11,697,922	\$10,476,835		\$10,795,017	\$10,854,986	\$11,362,031	\$11,427,832
Dispensing Fees	\$19,170	\$20,702		\$16,989	\$16,989	\$15,377	\$15,377
Total Prescription Cost	\$11,717,091	\$10,497,536		\$10,812,006	\$10,871,975	\$11,377,408	\$11,443,209
Admin Fees	\$27,046	\$459,840		\$262,109	\$262,109	\$405,362	\$420,009
Rebate Credit	\$2,649,943	\$4,123,875		\$3,709,440	\$3,539,900	\$3,188,421	\$2,918,671
1-Year Gross Cost After Rebate	\$9,094,194	\$6,833,501		\$7,364,675	\$7,594,184	\$8,594,349	\$8,944,546
<b>Gross Cost PMPM</b>	<b>\$197.77</b>	<b>\$148.61</b>		<b>\$160.16</b>	<b>\$165.15</b>	<b>\$186.90</b>	<b>\$194.51</b>
<b>COMPARATIVE VALUE</b>		\$2,260,693		\$1,729,519	\$1,500,011	\$499,845	\$149,648
<b>COMPARATIVE VALUE %</b>		24.9%		19.0%	16.5%	5.5%	1.6%
(Contract Baseline)							
<b>COMPARATIVE VALUE WITHOUT REBATES</b>		\$786,761		\$670,022	\$610,054	-\$38,633	-\$119,080
<b>COMPARATIVE VALUE WITHOUT REBATES %</b>		6.7%		5.7%	5.2%	-0.3%	-1.0%
(Contract Baseline)							
Estimated Member Share	\$1,397,654	\$1,252,181		\$1,289,692	\$1,296,846	\$1,357,135	\$1,364,984
1-Year Net Cost	\$7,696,540	\$5,581,320		\$6,074,983	\$6,297,338	\$7,237,214	\$7,579,562
<b>Plan Cost PMPM</b>	<b>\$167.37</b>	<b>\$121.38</b>		<b>\$132.11</b>	<b>\$136.95</b>	<b>\$157.39</b>	<b>\$164.83</b>

- 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.
- All financials 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.