

A better path to affordable benefits

Organizations are confronting all kinds of new business realities amid COVID-19, from furloughs and layoffs to contraction and cost-cutting. The bottom line matters more than ever, but not at the expense of employees — many of whom already worry about being one illness away from financial trouble.¹

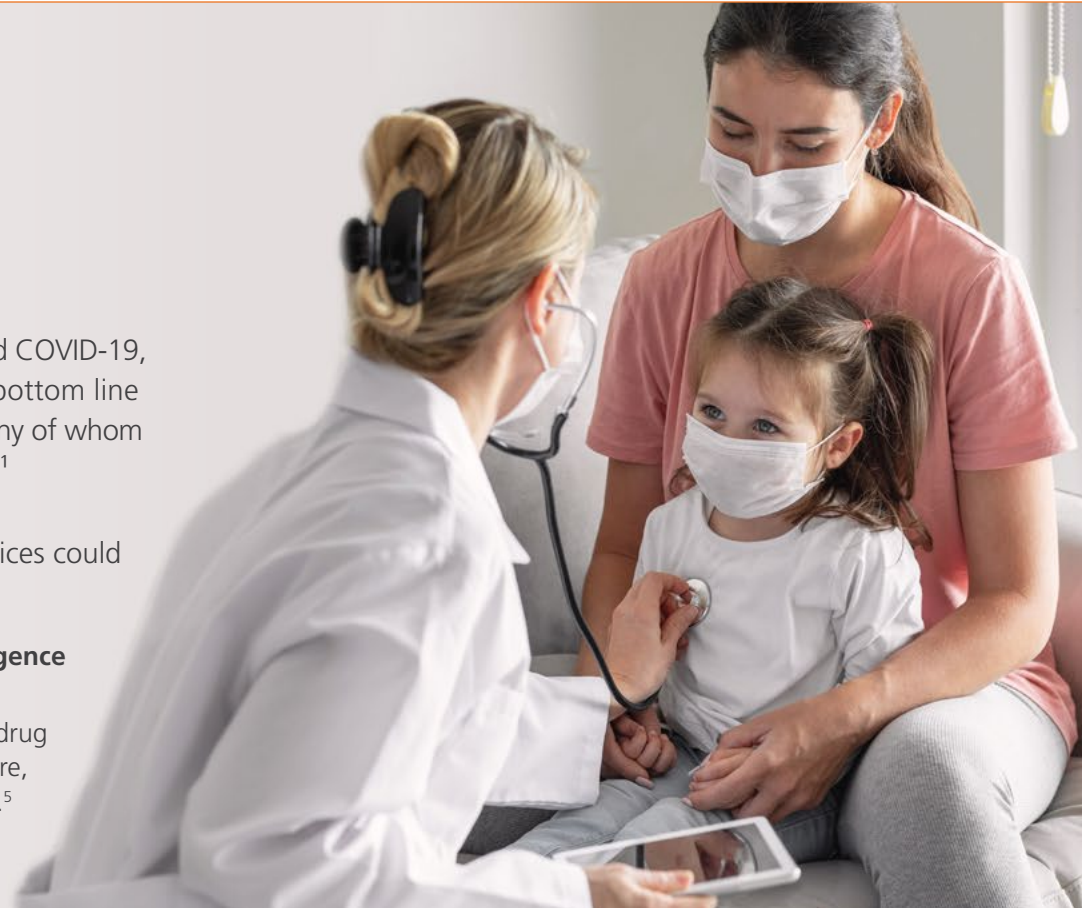
It's easy to see why 90% of plan sponsors worry that high drug prices could threaten their ability to provide affordable employee benefits²:

Chronic disease crisis Specialty drug spend Orphan drug emergence

28% of Americans have three or more conditions.³

49% of total drug spend is for specialty drugs.⁴

40% of the total drug pipeline comprises rare, ultra high-cost drugs.⁵



At OptumRx, we're built to solve these challenges so you can reduce the stress on your employees, provide stability in their benefit offerings, and reduce your own health care costs, too. **Here's how.**



Creating stability in a challenging environment

We'll help you build the right path to meaningful, sustainable benefits — and drive the health and financial outcomes you're working toward.

The path includes these key strategies:



Creating a strong clinical foundation

Taking control of specialty costs

Addressing care and cost management for complex cases



Bringing clarity to costs and ways to save

Simplifying access to care

Advocating for and guiding better health choices

Together, these strategies have delivered proven results.

\$26

per member per month (PMPM) pharmacy savings⁶

\$225

average member savings per prescription originating with real-time benefit lookup at the point of prescribing⁷



Creating stability

Partnering to deliver better benefits

We work with you to first understand the dynamics driving your goals — and your costs. Together, we'll identify the complex care, specialty, and clinical and cost management solutions that address both.



The savings add up

10%

savings with Premium Value Formulary⁹

6–7%

incremental plan savings with OptumRx Vigilant Drug Program™ exclusions¹⁰

10–11%

incremental plan savings with comprehensive utilization management¹¹

2–5%

specialty pharmacy cost savings with our variable copay program¹²

\$600k–\$2M

potential claim savings with Gene Therapy Risk Protection¹³

Partnering to deliver
affordable benefits

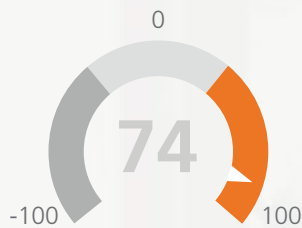
A clear path for members

When it comes to pharmacy care services, we understand what members are looking for. They want to get their medications at a price they can afford, and they want to navigate and use their benefits with ease. That's why we're continually working to deliver solutions in the areas that matter most to them.



\$225

average savings
per prescription fill
originating with
PreCheck MyScript^{®14}



74
member service
Net Promoter Score^{®15}



60%

increase in medication
adherence for members
who received personalized
onboarding¹⁶



A clear path
for employees

Addressing and streamlining complex care

More than one in four American adults have at least three chronic conditions and may take five or more maintenance medications.¹⁷ A specialty medication may be part of their regimen, too.

These individuals face higher risk of adverse drug events, medication nonadherence, and clinical complications that can lead to higher total cost of care. We have a three-part strategy to help deliver better care and health outcomes while lowering the total cost of care for this population.

People with more than three conditions represent

60% of pharmacy spend and **51%** of medical spend.¹⁸



Addressing
complex care

Innovating where it counts

We work every day to simplify the pharmacy experience for your employees. To address complex care. To deliver affordable benefits for those we serve.

That work continues with relentless intensity and purpose as we develop the capabilities of the future:



Affordable and sustainable benefits that include lowest net cost formularies, value-based contracting, and greater cost transparency for members.



Targeted support for our most vulnerable members — support that promotes adherence, optimizes complex drug regimens, and discontinues regimens with the potential to cause more harm than good.



Specialty drug management that provides members access to life-changing rare disease therapies while mitigating employers' financial risk.



Innovating where
it counts

Why OptumRx?

We deliver proven results for plan sponsors and members.

The results we've shared aren't just numbers. They represent actual savings in actual lives.

Savings of \$225 on a single prescription? That money can now go toward other priorities. A 60% increase in medication adherence? That means more people are more likely to maintain their health than develop costly complications.

What does the path to affordable benefits look like?
We can help you chart it.

Explore more

[Contact us](#) to see how we can help you find a better path to affordable benefits.

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Why
OptumRx?

About OptumRx

OptumRx is a pharmacy care services company helping clients and more than 59 million members achieve better health outcomes and lower overall costs through innovative prescription drug benefits services.

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2. National Alliance of Healthcare Purchase Coalitions. 2020.
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7. OptumRx internal analysis. 2020.
8. National Association of Community Health Centers. Value Transformation Action Guide. July 2019.
9. OptumRx internal analysis. Directional savings only. 2020.
10. Ibid.
11. Ibid.
12. Ibid.
13. Gene Therapy Risk Protection is a risk-bearing product for gene therapies that spreads the cost of an unexpected high-cost cost claim into a manageable and predictable per member per month fee.
14. OptumRx internal analysis. 2020.
15. OptumRx. 2020 post-call survey. Net Promoter, Net Promoter System, Net Promoter Score, and NPS are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.
16. OptumRx. Enhanced onboarding pilot program analysis. 2019.
17. RAND Corporation. Multiple Chronic Conditions in the United States. 2017.
18. OptumRx internal analysis. 2020.
19. OptumRx internal claims analysis. 2020.
20. Optum. Internal specialty pharmacy claims data for people taking at least one tyrosine kinase inhibitor indicated for patients with chronic myeloid leukemia. January–June 2020.
21. OptumRx internal analysis. Among direct commercial clients, members filling 30-day prescriptions for diabetes, hypertension and statin medications using OptumRx multi-dose packaging observe 13.8% improved adherence compared to members who fill at retail pharmacies. 2020.



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