

Strategies to enhance saving opportunities

How formulary strategies helped a large health plan save \$20 million in drug costs

BACKGROUND

A large health plan with 250,000 commercial and exchange lives wanted to save net costs on prescription benefits and improve rebate performance. It employed OptumRx to help make the most of its rebate and savings opportunities.



250,000 lives

GOALS

OptumRx strategized with the health plan to align its custom commercial and exchange formularies with OptumRx rebate contracts and develop a strategy that helped them discover additional savings potential in the future.



SOLUTIONS

The OptumRx clinical consultant and industry relations teams partnered with the health plan to:

- Identify 23 therapeutic class models that could maximize rebates
- Review and align custom formularies with rebate contracts
- Set up quarterly roundtable meetings with its pharmacy team to evaluate contracts for additional rebate opportunities in therapeutic classes



RESULTS

OptumRx demonstrated the value of managing the client's rebates. As a result of implementing 13 of the 23 therapeutic class models presented at the roundtable meetings, the health plan realized:

\$15.4 million
in additional rebates

\$20 million
in total drug cost savings

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About OptumRx

OptumRx is a pharmacy care services company helping clients and more than 65 million members achieve better health outcomes and lower overall costs through innovative prescription drug benefit services, including network claims processing, clinical programs, formulary management and specialty pharmacy care. OptumRx is part of Optum®, a leading information and technology-enabled health services business dedicated to making the health system work better for everyone. For more information, visit optum.com/optumrx.