A VISIBLY DIFFERENT APPROACH TO PHARMACY BENEFITS FOR HEALTH PLANS
In 2001, frustrated by the limitations and lack of transparency in the traditional pharmacy benefit management (PBM) model, a trio of PBM executives joined forces to create something new. Rather than rework an existing business model, they started from scratch. Under the umbrella of EnvisionRxOptions, the team built a better PBM that disrupted the marketplace, giving clients, health care consultants and brokers unprecedented clarity and flexibility.

Over the years, Envision expanded its capabilities with a deliberate, carefully paced process. Our strategic, organic growth drew the attention of TPG, a leading investment firm that acquired the company in 2013. Less than two years later, the Rite Aid acquisition of Envision brought together two national health care companies, giving plan sponsors improved pricing, enhanced manufacturer relationships, clinical programs and analytic capabilities, while delivering a more integrated, higher quality pharmacy care experience for members.

Aligning with one of the nation’s leading drugstore chains has fostered continued growth and new innovation. The addition of new capital, industry veterans to our leadership team, new acquisitions and improved operational efficiencies are helping Envision deliver more value for our clients. Health plans and employer groups of all sizes are adopting a visibly different approach and seeing improvements in plan performance — immediately and year after year.

As the health care sector continues to evolve, consolidation continues among health plans, hospital- and health care provider groups, pharmaceutical manufacturers and PBMs. As the big get bigger, brokers and consultants are left with fewer options and less flexibility, while their plan sponsor clients are left with unmet performance guarantees, greater vulnerability to unchecked manufacturer price increases, and uncontrolled, rapidly increasing spending on specialty medications and overall drug spend.

The evidence is clear: being bigger is not the only thing needed to be better. We provide our clients with exceptional value through flexible plan design options, pass through of rebates and discounts, better patient analytics and highly customizable networks. In addition, we carefully manage the pharmacy care experience with effective messaging and integrated clinical programs throughout the online and offline member experience, from the retail counter to our in-store clinics.

The health care paradigm shift from delivering quantity of care to quality of care required an industry-wide paradigm shift in thinking and operations. Because we had already disrupted the market with a visibly different approach to pharmacy benefits, Envision was ready on Day One to deliver effective, outcomes-based medication management and therapies.

BIGGER IS NOT THE ONLY THING NEEDED TO BE BETTER
WHO WE ARE TODAY

We are a different kind of health care company with a visibly different approach to managing pharmacy benefits. We help plan sponsors give their members the prescription coverage they need and the service they deserve across every stage of life.

The cornerstone of the EnvisionRxOptions organization is our PBM, EnvisionRx. Our success as a PBM lies in our ability to go beyond basic benefit design and formulary management. Plan sponsors benefit from improved manufacturer relationships and analytic capabilities, while plan members gain an improved pharmacy experience.

We are integrated, owning our own mail, specialty, and compounding pharmacies, the nation’s fastest-growing claims processing platform, and all of the core programs and tools we provide for clients and members. Complete integration gives us the distinct advantage of fast and efficient change implementation. In addition, we can tailor solutions to a client’s unique needs, leverage efficiencies that reduce costs, and ensure that members quickly get the medicines they need at prices they can better afford.

Being a national provider with one of the industry’s largest pharmacy networks helps deliver the pricing our customers need. But being big isn’t what makes us better. Being nimble, proactive, fair and easy to do business with makes us better. Providing more options that deliver better pricing and better performance than anyone in the category makes us better.

As technology has evolved, so have the choices we provide. And as our clients’ needs have changed, so have our solutions. Envision now offers more options for contract models (transparent, traditional and hybrid), performance guarantees and even how we share rebates, including the option to pass them back at the time of sale. Regardless of your pharmacy benefit management need or preference, Envision has the flexibility to fit.

MORE THAN CAPABILITIES, WE GIVE YOU REAL OPTIONS

SPECIALIZED APPROACH TO SPECIALTY RX
CUSTOMIZABLE PHARMACY NETWORKS
EFFECTIVE CLINICAL CARE
FLEXIBLE CONTRACTS — TRADITIONAL & PASS-THROUGH MODELS
ELEVATED MEMBER ENGAGEMENT
TAILORED PLAN & FORMULARY DESIGN
MEDICARE & MEDICAID EXPERTISE
DISCOUNTS FOR UNDER & UNINSURED
IMPACTFUL COMPLIANCE PROGRAMS
MODERN, SCALABLE TECHNOLOGY
ROBUST PERFORMANCE REPORTING
QUALITY ASSURED
BOOST YOUR STAR RATINGS
Clinical, regulatory and operations experts ensure your plan complies with government regulations. Our transition teams and 100% U.S.-based customer service department ensure smooth on-boarding with minimal disruption. And our URAC certified PBM and drug therapy management programs help health plans boost CMS Star ratings.

BOTTOM LINE IMPACT
OPTIMIZE EVERY ASPECT OF YOUR PLAN
We go beyond rebates, discounts and trend management, focusing on total cost and continuous improvement. We optimize your pharmacy benefits experience, including plan design, member communications, pharmacy channels, formulary management and clinical programs.

TRANSPARENT PERFORMANCE
SEE HOW YOUR PLAN PERFORMS
We challenge ourselves and our clients to think differently, which requires going beyond the expected, traditional model. We provide clients the tools to gauge actual performance versus guarantees, measure clinical program efficacy, assess member engagement strategies and design more impactful benefits.

ONGOING INSIGHTS
STAY AHEAD WITH DATA-DRIVEN SOLUTIONS
Actionable market research and in-house analytics provide our clients and partners with new insights and trends. We collaborate to create data-driven, highly effective and measurable member experiences that maximize satisfaction, drive adherence and minimize cost.

OPERATIONAL FLEXIBILITY
TAILORED SOLUTIONS TO MEET YOUR NEEDS
Owning all components needed for end-to-end service provides more choices for plan sponsors, including customized programs, systems and plan designs.

BOTTOM LINE IMPACT
— NOT JUST BIG REBATES

A VISIBLY DIFFERENT APPROACH

WHAT A VISIBLY DIFFERENT APPROACH LOOKS LIKE

OUR HEALTH PLAN CLIENTS ALWAYS LOOK FOR WAYS TO LOWER THEIR PMPM COSTS — OFTEN BY A SPECIFIC AMOUNT. ENVISION LISTENED TO US AND CAME BACK WITH CUSTOMIZED MAINTENANCE DRUG PROGRAMS THAT HELPED OUR CLIENTS REACH THEIR SAVINGS GOALS WITHIN THE FIRST QUARTER.
Discover what a partner with true options can do for you

For more information on our unique programs, visit envisionrx.com.

For more information on our unique programs, visit envisionrx.com.

800-361-4542

VisibleDifference@envisionrx.com

Rapidly customizable technology

The speed of plan change implementation dictates how fast you rack up savings or extra costs. Our industry-leading claims processing platform supports faster changes to benefits, discounts, rebates and rates, and transaction-level reporting. So you will save money and see where your savings come from:

A 5,000-member plan will have 75 members who use Crestor. A fast plan change requiring a generic equivalent would save up to $30,000 the first month.

Common sense clinical programs

We carefully consider each condition, efficacy of available therapies and the cost to the plan. Combined with our customized formularies, our clinical programs deliver the right drug to the right patient at the right time. Instead of rebates, we focus on member health.

Independent analysis confirms that Envision’s formulary strategy saves 0.5% on overall drug spend.

Math you can follow

Unlike other PBMs that present big rebates as “savings” and use complicated guarantees to make initial numbers look good but fail to deliver over the long term, EnvisionRx’s pass-through model focuses on bottom line impact, returning savings and over performance to you, year after year.

Our patented pass-through model consistently delivers additional savings over contractual guarantees.

The largest maintenance medication pharmacy network and targeted member support save plans 5%.

A new approach to chronic conditions

Envision Rx90 offers the convenience of mail order plus 12,000 retail stores for members who use maintenance drugs. We have customized Rx90 communications to drive positive member behavior, including choosing lower-cost medication and achieving better adherence, which reduce overall health care costs.

Independent analysis confirms that Envision’s formulary strategy saves 0.5% on overall drug spend.

A new approach to chronic conditions

Envision Rx90 offers the convenience of mail order plus 12,000 retail stores for members who use maintenance drugs. We have customized Rx90 communications to drive positive member behavior, including choosing lower-cost medication and achieving better adherence, which reduce overall health care costs.

Independent analysis confirms that Envision’s formulary strategy saves 0.5% on overall drug spend.

Common sense clinical programs

We carefully consider each condition, efficacy of available therapies and the cost to the plan. Combined with our customized formularies, our clinical programs deliver the right drug to the right patient at the right time. Instead of rebates, we focus on member health.

Independent analysis confirms that Envision’s formulary strategy saves 0.5% on overall drug spend.
We know you want to boost your Star ratings and protect your bottom line. Envision has the programs designed to prevent, detect and correct fraud, waste and abuse for our clients while maximizing audit-generated savings.

**COMPLIANCE WITH MEANINGFUL IMPACT**

Get 99% on-time coverage determination, appeals and grievances (CDAG).

**ENGAGED MEMBERS COST LESS**

We don’t just send letters. We blend best practices in plan design, clinical programming & behavioral economics (how psychological, social and other factors affect individuals’ economic decisions) to improve adherence, change attitudes and actions & create more satisfied members.

Increasing member engagement: just 10% could save $1,100+ per member, per year.

**MORE MEMBER CHOICE, MORE SAVINGS FOR ALL**

One of our many plan innovations includes a pricing option that caps a plan’s contributions by giving members an allowance to spend on any drugs in a given class. With education and freedom to choose, the vast majority of members pick lower-cost alternatives. Members save and plans see 15% savings on total drug spend.

Nearly 9 out of 10 members switch to lower-cost drugs when given well-communicated options.

**EXTRA DISCOUNTS AT NO EXTRA COST**

We will brand our EnvisionSavings discount program just for you and integrate it directly with your member benefit so they can save on cash purchases for off-formulary drugs. Uninsured members can also save on all of their prescription needs by simply registering online or presenting their discount card at the local pharmacy.

EnvisionSavings helped two million members of one state plan save more than $100 million.

**SPECIALTY GUARANTEES THAT MATTER**

Today’s condition-based programs usually come with guarantees that do not provide real protection from the rising costs of new drug classes — and cap your discount rates. So while a per-member-per-year guarantee on cholesterol therapy sounds great, you could easily miss out on significant extra savings.

We don’t cap discounts. Do you realize your specialty “guarantee” could cost you 50% more?

**HIGHER QUALITY, GREATER REVENUE**

Envision manages risk, not just discounts. We tailor member, clinical and compliance programs to improve health outcomes. We contract on a per member basis so our mutual goals align, and our ability to integrate PBM and medical data helps us coordinate care to reduce risk and improve satisfaction scores.

By switching from their large, traditional PBM, one health plan saved over $5 million.
SEE WHAT A VISIBILY DIFFERENT APPROACH CAN DO FOR YOU

For a no-cost analysis and recommendations, contact:
visiblydifferent@envisionrx.com
800-361-4542

Follow us on LinkedIn:
linkedin.com/company/envisionrx-options