



An innovative approach to achieving sustainable savings for pharmacy benefit costs

UFCW National Health and Welfare Fund

The UFCW National Health and Welfare Fund (“Fund”) is a joint labor management employee benefit Trust Fund supporting 20,000 Fund members in collaboration with some of the nation’s largest grocers, wineries, etc.

EmpiRx Health

EmpiRx Health is a category creator in the PBM space. It is the industry’s only value-based PBM, with a clinically-focused and tech-enabled approach to bending the Rx cost curve. The risk-bearing pay-for-performance model is powered by a unique Rx-driven population health management solution and delivered with a white-glove service experience. Recognized by Inc. 5000 and the Validation Institute, EmpiRx Health is also certified as a Great Place to Work.

The Challenge

Rising pharmacy costs. Lack of visibility and auditability of clinical outcomes. Sub-optimal service levels.

The Fund was consistently disappointed with volume-oriented PBM models that compromised clinical appropriateness to simply maximize rebates. Traditional or transparent, they realized the market had created an illusion of choice with PBM models that essentially were about volume, and as a result misaligned with the Fund’s goals. They continue to believe that healthcare benefits should be about reducing costs, while providing the membership broader access to medications considered appropriate by their physicians, all wrapped with a high-quality service experience befitting a patient.

In a nutshell, the Fund needed the perfect solution for cost, access and value, i.e. the Fund needed a value-based PBM.

The Solution

A different and better way with EmpiRx Health, a value-based PBM alternative.

Pay-for-Performance

- EmpiRx Health makes \$0 until savings guarantees are hit
- Optimization of drug mix, not maximization of rebates

Clinical Innovation

- Tailored & risk-oriented population health model
- AI-based precision intervention strategy

White-Glove Service

- Clinical concierge for complex cases
- 24/7 member, client & clinical service model

The Results:

1/1/18-
12/31/19

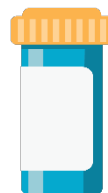
~20,000
Members

10,990 clinical
interventions



\$9.9M
clinical savings

3% GDR
increase



Flat
PMPM
Trend

Patient Case Study: Stelara for Treatment of Plaque Psoriasis

Identification

- High-risk patient from Population Health Management analytics
- Proactive clinical review of continuation of therapy with Stelara 90mg
- Dose prescribed is not FDA approved for the diagnosis based on patient's weight and risk factors

Intervention

- Provider collaboration regarding appropriate dosing and patient's other health risk factors, based on medical data, such as history of acute infections
- Recommended dose change appropriate for patient's weight and diagnosis

The Outcome

Dose adjustment to provide clinically appropriate and cost-effective therapy

Original Prescription

Drug: Stelara 90 mg/ml

Qty/Days: 1/84

12-Month Cost: **\$86,610**

New Prescription

Drug: Stelara 45 mg/ml

Qty/Days: 1/84

12-Month Cost: **\$43,305**

Estimated Annual Savings \$39,054

“EmpiRx Health is a true partner. With a clinical-first approach, they have bent the Rx-cost curve for the Fund and provided handholding at every turn.”

-Maurice Hodos, Fund Administrator

Learn more at empirxhealth.com