

# UNMANAGED MEDICAL DRUG SPEND. WHAT'S THE TOLL?

## IT'S CRITICAL



● Medical Benefit (uncontrolled)  
● Pharmacy Benefit (controlled)

# 47%

OF SPECIALTY DRUG SPEND IS **UNCONTROLLED** BECAUSE IT'S MANAGED THROUGH THE MEDICAL BENEFIT<sup>1</sup>

## MEDICAL LACKS PHARMACY'S OVERSIGHT

# 1 in 5

PA REQUESTS IS MEDICALLY UNNECESSARY<sup>2</sup>



# 15%

OF MEDICAL DRUG CLAIMS ARE PAID **INACCURATELY**<sup>2</sup>

## THE TOLL THIS YEAR

# \$9 BILLION WASTED

ON UNCONTROLLED SPECIALTY COSTS<sup>3</sup>

## MEDICAL BENEFIT MANAGEMENT BRIDGES THE GAP

PHARMACY BENEFIT

MEDICAL BENEFIT

- Guaranteed savings
- Improved health outcomes
- Management across pharmacy & medical
- Lower cost of care
- Reduced administrative costs
- Up-to-date clinical information

PLAN SPONSORS

PATIENTS

PROVIDERS

UTILIZATION MGMT.

Safe use of medically billed drugs

SITE OF CARE MGMT.

Most clinically and-cost-effective channel

REIMBURSEMENT MGMT.

Accurate claims with best rebate opportunity

ONCOLOGY DECISION SUPPORT

Guidelines for cost-effective quality care

# SAVINGS OF UP TO 15% GUARANTEED

*even for plans with management tools in place.*



1. 2013 Express Scripts Drug Trend Report  
2. Historical claim files from FBMM/MBM client upells and prospects  
3. Estimates calculated through HCPC level projections using MarketScan integrated health data from 2011 (based on commercially ensured population of the U.S.).