

# About WellDyne



WellDyne is a full-service pharmacy benefit manager that has kept pharmacy costs low and quality of care high for our clients for more than 25 years. We help healthcare payers and patients take control of pharmacy costs, with a focus on specialty pharmacy – the fastest-growing cost within healthcare today.

## At WellDyne, we:

- Serve 2.5 million members on behalf of 1,800 clients using a unique clinical approach that engages members and physicians to improve patient outcomes and lower overall cost of care.
- Are experts at finding and intervening with the small number of plan members who are driving the highest pharmacy costs for our clients – specialty and chronic care patients.
- Engage patients and physicians to drive high levels of medication adherence and avoid unnecessary escalation to higher cost medications.
- Use both a high-tech and a high-touch approach to guide members to the right medicine to avoid more costly and harmful future medical events.

## Client Profile

- Employers
- Third-Party Administrators
- Labor & Trust
- Hospital & Health Systems
- State & Local Government
- Health Plans

## PBM Services

We own and operate our services – all based in the U.S.

- Specialty Pharmacy
- Mail Order Pharmacy
- Retail Network
- Clinical Programs
- Member Services
- Client Services

## Pharmacy Services

- Comprehensive PBM Services
- Carve-out Specialty Pharmacy
- Carve-out Mail Order
- White-label PBM Solutions
- White-label TPA Solutions
- Facilities Management
- Discount Card

### COMPANY HIGHLIGHTS

>**200%**

growth over **last 4 years**

**5.5%**

specialty drug trend  
**vs. 11.0%** industry average

**2x**

increase in number of  
employees over the  
**last 18 months**

Better Begins Today.



WellDyne.com

## Fast Facts

**\$1B**

approaching \$1B  
in annual revenue

**750+**

employees strong

**1,800**

clients and growing

**2.5M**

plan members

**65,000**

retail network  
pharmacies

**1990**

privately owned and  
founded in 1990

**CORPORATE  
HEADQUARTERS**

Lakeland, FL

**NATIONAL SERVICE  
CENTER**

Centennial, CO



**CHAIRMAN AND CEO**

**Jeff Park**

Jeff brings 20+ years of executive experience across healthcare and pharmacy

benefit management. As former Chief Operating Officer of Catamaran, now known as OptumRx, he steered the company from \$55M in revenue to a Fortune 500 company with \$21B in revenue before it was acquired by United Health Group in 2015.

Before joining WellDyne as the Chairman and CEO in early 2019, Jeff served as interim CEO and was on the Board of Directors at Diplomat. He held leadership positions at Covington Capital and Deloitte Canada early in his career.



**PRESIDENT**

**Zach Johnson**

Zach joined WellDyne in 2012 and became our President in 2014. He has more than 10 years

of leadership experience across the Healthcare and PBM industries. Previously, he held leadership roles with Medco Health Solutions, focusing on pricing, underwriting, strategy, and financial account management for its Health Plans Division.

Zach received his Bachelor of Science in Marketing from Messiah College and an M.B.A. from Nyack College.

## Industry Issues and Trends

- Large and growing specialty drug pipeline
- Hyperinflationary drugs that don't provide added clinical value
- Challenges of widespread opioid drug addiction and abuse
- Pharmacy as a tool to manage chronic disease
- Biosimilar choices not widely available, despite FDA approval

High-cost specialty drugs have grown to

**50%** of annual \$450B drug spend in the US over the last 5 years

Clients choose us to control the price of prescription drugs and to ensure members have access to the prescriptions they need. We provide tools and support to help members take their medications as prescribed by their doctor. Staying adherent to cost-effective medications helps keep patients healthy and avoid unnecessary medical costs.

Contact WellDyne to learn more at [Sales@WellDyne.com](mailto:Sales@WellDyne.com)



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