

Pharmacy Clinical Management



Fighting Rising Drug Costs

Inappropriate prescribing, dispensing, and prescription use can have a great impact on rising drug costs. Pharmacy Clinical Management Programs are designed to help identify these situations and minimize the cost impact to the plan.

Our Solutions

Keenan Pharmacy Clinical Management (KPCM) and Lehigh Valley Business Coalition on Healthcare (LVBCH) have partnered together to ensure that the best possible drug therapies are chosen, based on their clinical effectiveness and overall cost to your members and your health plan.

Delivering Value to Your Members and Your Plan

KPCM is member and physician friendly. We have developed a proprietary automated clinical management system to review your claims data and recommend possible drug alternatives to the prescribing physician. We encourage the utilization of the most effective treatment and communicate

Specialty Drug Management

Expenditure on specialty medications is one of the fastest-growing components of pharmacy benefits. Plan sponsors feel powerless to question or influence specialty-therapy prescribing, despite eye-popping prices charged by manufacturers. KPCM provides a thorough, impartial clinical review and approval of specialty medications managed through the prior authorization process.

Non-Specialty Drug Optimization

KPCM encourages the utilization of the most effective treatment and communicates these options to plan participants and their physician. Prescription drug claims are analyzed, and potential clinically appropriate alternatives are identified and recommended to the prescriber.

Targets: 1%-2% of prescriptions reflecting 40% to 50% of plan spend

Targets: 6%-10% of prescriptions reflecting 50% to 60% of plan spend

Specialty Success - Example

Prescribed Drugs: Takzyro and Danazol
 Condition: Hereditary angioedema

Recommended Drugs: Tranexamic Acid and Lower Dose of Danazol

Outcome:
Patient asymptomatic with no side effects;
Annual Savings of \$601,855

Non-Specialty Success - Example

Prescribed Drug: Metformin 1,000MG ER
 Condition: Diabetes
 Recommended Drug: Metformin 500MG ER x2

Outcome:
No change in daily dose of metformin ER
Annual Savings of \$69,144



Specialty and Non-Specialty Rx Management Programs Saved A Consortium of School Districts \$3.6 Million per year

Without changing PBMs:

- 10,100 plan enrollees
- Non-Specialty Rx savings exceed \$1.1mm annually
- Specialty Rx savings exceed \$2.5mm annually
- Combined savings over \$29 PMPM*

Return on Investment: 10:1

Typical Plan Performance

Non-Specialty Savings:
 \$6-\$18
 PMPM Net Savings**

Specialty:
 15%-40%
 Lower Cost***

*Per Member (Covered Life Count) Per Month

**Year 1 Net of Rebates and Fees (PMPM = Per Member, Per Month / total employees & dependents)

***Lower cost avoidance program, savings achieved before the specialty prescription is dispensed

KPCM is an evidence-based clinical management approach that is proven to reduce costs and improve health outcomes. With KPCM, there is no disruption to your pharmacy benefit manager or plan design. Best of all, the programs come with savings guarantees so there is no risk to you.

For additional information and a free savings analysis please contact Howard Mazzafro at hmazzafro@keenan.com or call 310.903.6273