

We know you're focused on achieving the lowest possible drug costs. Getting there requires drug-spend management on the pharmacy and medical benefits.

Now is the time to bring medical drug spend under control.



**NEW SPECIALTY DRUG APPROVALS HAVE SURPASSED TRADITIONAL DRUG APPROVALS BY ~ 67% FOR THE PAST 5 YEARS<sup>1</sup>**



**RAPID GROWTH FROM SPECIALTY MEDICATIONS MAKE UP OVER 50% OF A PLAN'S TOTAL DRUG SPEND<sup>2</sup>**



**~ 73% OF APPROVED BIOSIMILARS ARE PROVIDER-ADMINISTERED AND TYPICALLY MANAGED UNDER THE MEDICAL BENEFIT<sup>3</sup>**



Managing your total drug spend likely requires working with multiple vendors, connecting internal partners and working directly with manufacturers. This fragmented model has created an administrative burden — without adding financial value.

Imagine the ease of **one point of accountability** to manage your pharmacy and medical drug spend.

## MedRx Management

### MEDICAL REBATE CONTRACTING AND STRATEGY

We will apply our size and scale, on your behalf, to make pharmaceutical manufacturers work harder to lower the overall cost of prescription drugs. Through this strategic solution, we can create, or co-create, a management strategy for medical and pharmacy drug spend.

### DRUG PREFERENCING FOR MEDICAL DRUG SPEND

Drug preferencing drives competition to lower the costs of medical drugs. We have options to meet your philosophy when it comes to savings and drug choice: [MedRx Choice](#) and [MedRx Preferred](#).

### VALUE-BASED CONTRACTING FOR MEDICAL DRUG SPEND

We pioneered value-based contracting strategies within the pharmacy benefit, and now we're applying that expertise to medical drug spend. Through [MedRx Innovative Contracting](#), we're working to hold the entire medical drug supply chain accountable to maximize value and improve clinical outcomes.



**Our proactive approach has already saved payers nearly \$221 million and covers 24 million lives**

# THE EXPRESS SCRIPTS MEDRX MANAGEMENT MODEL

## STRATEGIC

We will work with you to identify an optimal medical drug spend reduction and contracting strategy.

## BUILT FOR ONGOING OPTIMIZATION

We provide ongoing support and will help you identify new management opportunities to maximize savings.

## SIMPLE

While others are merely aggregators, our capabilities enable us to go further and truly become a strategic partner. We also relieve administrative burden through high-touch support, data scrubbing and automated invoicing.

## DESIGNED TO DELIVER CONTINUALLY INCREASING VALUE

We provide ongoing, proactive pipeline management and place constant, simultaneous pressure on the pharmacy and medical drug supply chains.

No one else is better positioned to deliver more value to you than Express Scripts.

### CASE STUDY



## Trusted by 700K-life health plan to fully delegate their Medical Rebate Contracting and Strategy to Express Scripts

In 2020 alone, a plan realized \$9.2M in value, an increase of 140% over 2019 and 480% over 2018<sup>4</sup> by managing inflammatory conditions, hyaluronic acid derivatives, IUDs, oncology, EPO, colony stimulating factors, specialty asthma, adrenocorticotrophic hormone, GnRH, and orphan therapies.

**Your time is valuable... let our team be accountable.  
Contact your Express Scripts partner today.**

1. U.S. Food and Drug Administration (FDA). FDA Approved Drugs. [www.accessdata.fda.gov/scripts/cder/daf/](http://www.accessdata.fda.gov/scripts/cder/daf/). Accessed March 29, 2021.
2. Evernorth 2020 Drug Trend Report.
3. U.S. Food and Drug Administration (FDA). Biosimilar Product Information. [www.fda.gov/drugs/biosimilars/biosimilar-product-information](http://www.fda.gov/drugs/biosimilars/biosimilar-product-information). Accessed Nov. 18, 2020.
4. Express Scripts client invoice data, referenced April 2021.