

Reduce Specialty Drug Spend Without Impacting Your Members



Save with the Managed Copay Program

Specialty medications are utilized by only 2%–5% of all members, however, the associated costs account for approximately 40% of total drug spend. To help offset the rising costs of specialty medications, Elixir designed our maximizer program, Managed Copay, to leverage and maximize savings opportunities on these costly medications.

A Unique Approach to Managing Specialty Costs

As a part of Elixir's comprehensive solution for specialty, Managed Copay has been designed to:

- Target 80% of the most highly utilized, highest cost specialty drugs.
- Provide a specialty drug benefit design that works to reduce member out-of-pocket (OOP) expenses as well as plan spend on specialty medications.
- Save \$4.50–\$6.50 PMPM for plans that have a low, flat-dollar specialty copay structure.
- Lower member cost share on 90% of the drugs in the program to less than \$5 per fill.
- Maintain high member satisfaction rate with Elixir Specialty, which has a 98% overall satisfaction rate and has earned an NPS of 83—significantly higher than similar industries.

Incentivize Generics and Everyone Saves

Our Managed Copay Program also reduces plan spend by promoting the utilization of FDA-approved generic specialty medications that are clinically effective in treating their respective disease states. When looking at rebates, discounts, and copay assistance, the generic is still often the most cost effective choice.

In order to overcome the challenges of brand loyalty, Elixir blocks the brand drug and mandates generic use. The member is then rewarded for filling the generic specialty drug with a \$0 copay, regardless of the plan's benefit structure. While the plan sponsor pays the full cost of the generic drug, it is still a substantial savings over the brand-name medication, sometimes half the cost, resulting in thousands of dollars in reduced drug spend.

BRAND DRUG	GENERIC ALTERNATIVE
Total Drug Cost: \$8,200 PMPM	Total Drug Cost: \$2,500 PMPM
+	+
Copay Assistance: (from Manufacturer) \$1,500	No Copay Assistance: (from Manufacturer) \$0
Plan Pay: \$6,700 PMPM	Plan Pay: \$2,500 PMPM

For more ways to improve plan and member outcomes, visit blog.elixirsolutions.com.