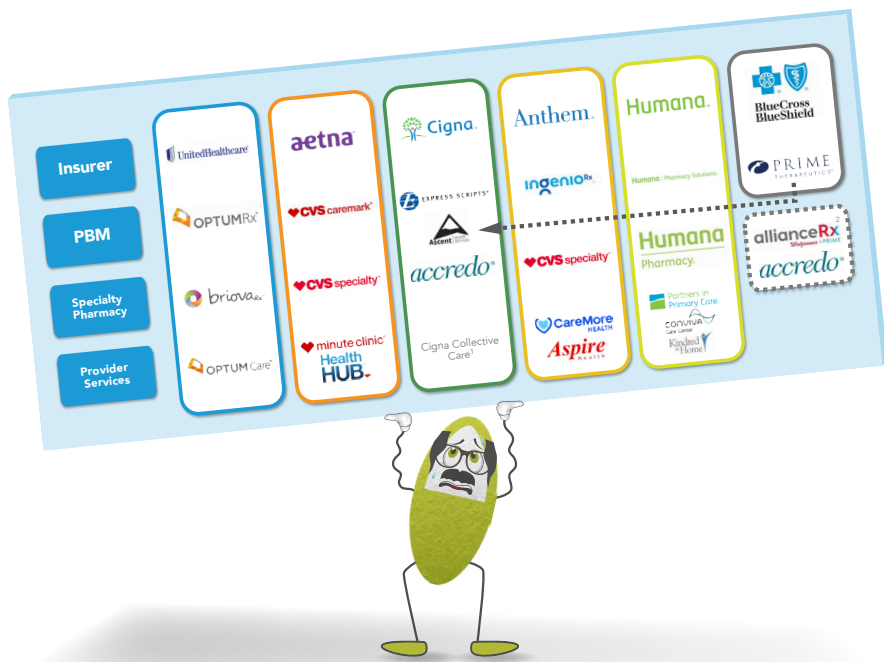


Why Choose to Carve Out Specialty Pharmacy?

The average cost of a specialty medication is 10-15 times greater than that of a traditional branded medication, and that cost continues to rise. Several products cost hundreds of thousands of dollars per year, with some new products debuting with \$200,000+ price tags. It's no surprise that many employers identify "managing specialty drug spend" as their highest priority.



1. Cigna partners with providers via its Cigna Collaborative Care program. However, Cigna does not directly own healthcare providers.
 2. AllianceRx Walgreens Prime is jointly owned by Prime Therapeutics and Walgreens Boots Alliance.
 Source: Drug Channels Institute research. An earlier version of this chart appears as Exhibit 89 in *The 2020 Economic Report on U.S. Pharmacies and Pharmacy Benefit Managers*, Drug Channels Institute. (<http://drugch.nl/pharmacy>)

By carving out Specialty Pharmacy, plan sponsors can mitigate risk, optimize plan performance and generate savings for the plan and the participants. When specialty drugs are carved out from the traditional pharmacy benefit, plans gain significant advantages, including:



Drug Coverage Limitation and Management



Patient Access to Needs-Based Funding



Custom Benefit Administration



Around 30% of Savings Generated

Adding to the problem, PBMs continue to consolidate and get bigger, leaving employers with fewer choices and less negotiating power to address Specialty Pharmacy spend. This makes the already intimidating task of negotiating a pharmacy benefits contract seem less appealing. But it's worth the fight.

Are you ready to talk about carving out Specialty Pharmacy?

Contact AscellaHealth today.



Specialty Pharmacy Carve-Out Services



Carving out Specialty Pharmacy Management offers many advantages over traditional models, and AscellaHealth is an expert at maximizing the benefits of this arrangement. We work with each customer on a custom build model that utilizes a cost model solution to address key product rate discounts, along with clinical benefits and improved member outcomes.

AscellaHealth starts with analyzing each client based on utilization data to generate custom Specialty Pharmacy carve-out strategies and solutions. Once the best path for a carve-out has been identified, AscellaHealth takes over the management of Specialty Medications currently held by traditional PBMs.

Considering a carve-out option for specialty medicine does take foresight and must be evaluated in advance of the PBM contracting process. Let AscellaHealth help you get started with the carve-out process with our ability to address medical benefit spend beyond the range of standard PBM agreements.

