

San Joaquin Valley Insurance Authority (SJVIA)  
2021 Annual Key Pharmacy Benefit Metrics  
Presented by KPS

# Annual Key Pharmacy Benefit Metrics

## Executive Summary

### 2021 Overall Plan Spend

- SJVIA's total plan cost increased in 2021 by 6.7% from 2020 to **\$20,472,962**
  - Tulare: \$8,397,297 in Plan Cost
  - Fresno: \$12,075,665 in Plan Cost
- The increase in plan spend can be attributed to utilization increasing, as well as inflation.

### 2021 Channel Summary

- Majority of the SJVIA members continue to fill scripts at retail.
  - Retail scripts account for 98.61% of plan spend.
  - Majority of scripts are being filled in the retail generic or retail90 generic channel.

### 2021 Generic Dispensing

- The Generic Dispensing Rate Continues to trend well for SJVIA in all channels.
  - Although the GDR trends well, it did decrease slightly for Retail GDR in 2021.
    - 2021 Retail GDR: 81.42%
      - 2020: 84.49%
    - 2021 Retail90 GDR: 88.93%
      - 2020: 88.25%
    - 2021 Mail GDR: 87.12%
      - 2020: 83.63%



# Annual Key Pharmacy Benefit Metrics

## Executive Summary

### 2021 Specialty Plan Spend

- 2021 specialty plan spend increased compared to 2020.
  - The spend shift can be mostly attributed to the specialty channel seeing a significant increase in utilization in 2021.
  - Specialty Plan Costs in 2021: \$8,044,018 (39.29% of plan spend)
    - Specialty Plan cost in 2020: \$6,127,050
  - \* Specialty claims volume increased with new utilization in 2021.
  - 2,166 Scripts filed in 2021.
    - 153 additional scripts compared to scripts filled in 2020
      - 2,013 Scripts filled in 2020
  - SJVIA specialty plan costs trends above the EmpiRx BOB national average range (30%-35%).

### Top Clinical Cost Drivers by Therapeutic Class

- ANALGESICS - ANTI-INFLAMMATORY
- ANTIDIABETICS
- DERMATOLOGICALS
- ANTINEOPLATICS AND ADJUNCTIVE THERAPIES
- RESPIRATORY AGENTS- MISC.
- ANTICOAGULANTS
- ANTIPSYCHOTICS/ANTIMANIC AGENTS



# Annual Key Pharmacy Benefit Metrics

## Executive Summary

### Top Clinical Cost Drivers by Drug (2021):

- HUMIRA PEN (ANALGESICS - ANTI-INFLAMMATORY)
  - 2021 ingredient costs: \$973,486.29
  - 18 Utilizers (1 additional utilizers than 2020)
- TRULICITY (ANTIDIABETICS)
  - 2021 ingredient costs: \$899,243.92
  - 122 Utilizers (14 additional utilizers than 2020)
- OZEMPIC (ANTIDIABETICS)
  - 2021 ingredient costs: \$537,444.47
  - 109 Utilizers (48 additional utilizers than 2020)
- TREMFYA (DERMATOLOGICALS)
  - 2021 ingredient costs: \$476,054.15
  - 9 Utilizers (5 additional utilizers than 2020)
- JARDIANCE (ANTIDIABETICS)
  - 2021 ingredient costs: \$441,810.58
  - 101 Utilizers (12 additional utilizers than 2020)
- DUPIXENT (DERMATOLOGICALS)
  - 2021 ingredient costs: \$428,595.94
  - 17 Utilizers (4 additional utilizers than 2020)
- JANUVIA (ANTIDIABETICS)
  - 2021 ingredient costs: \$419,085.88
  - 118 Utilizers (11 additional utilizers than 2020)
- SPRYCEL (ANALGESICS - ANTI-INFLAMMATORY)
  - 2021 ingredient costs: \$371,137.92
  - 2 Utilizers (no change in utilization from 2020)

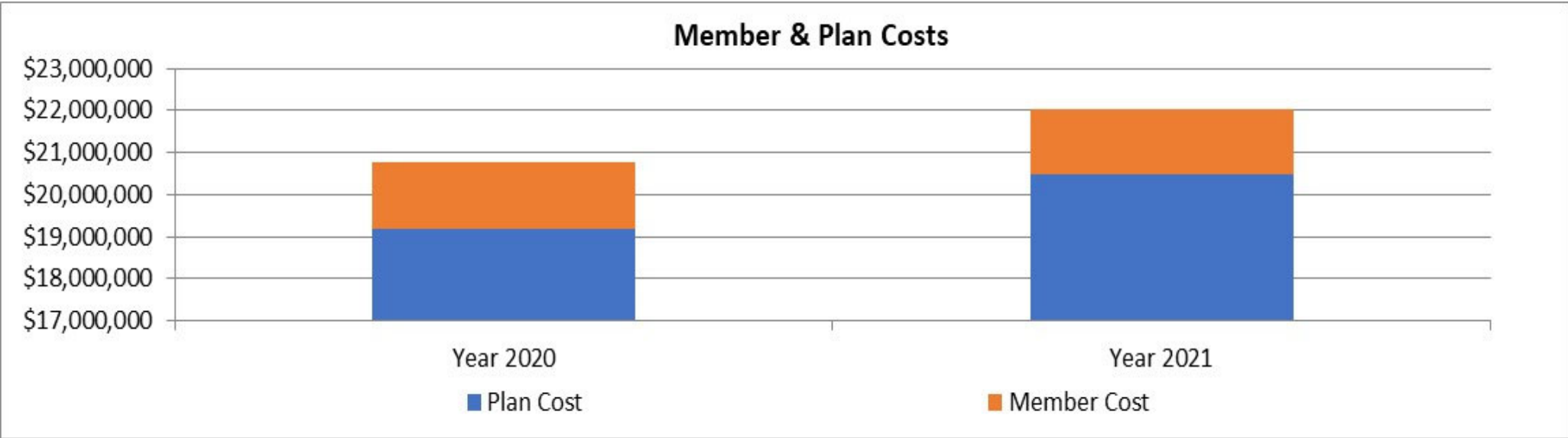
**\*Specialty medications require a prior authorization before they can be filled.**



# Annual Key Pharmacy Benefit Metrics

## Cost Trend

Category	Year 2020	Year 2021
Gross Cost	\$20,769,744	\$22,027,910
Plan Cost	\$19,187,865	\$20,472,962
Member Cost	\$1,581,879	\$1,554,948



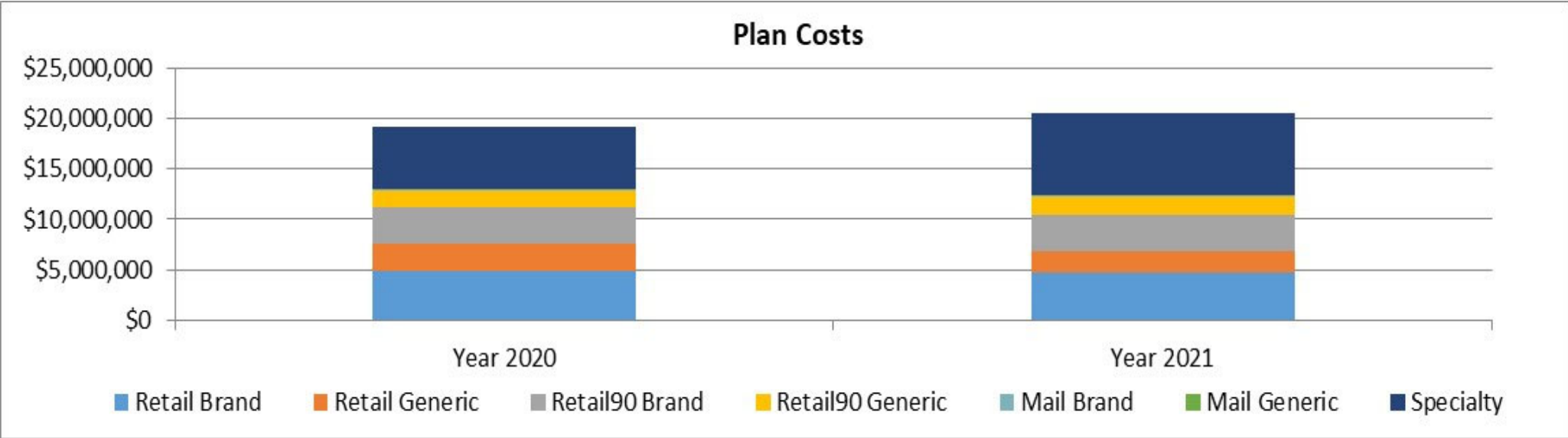
- Gross cost = plan cost + member cost



# Annual Key Pharmacy Benefit Metrics

## Plan Cost By Channel

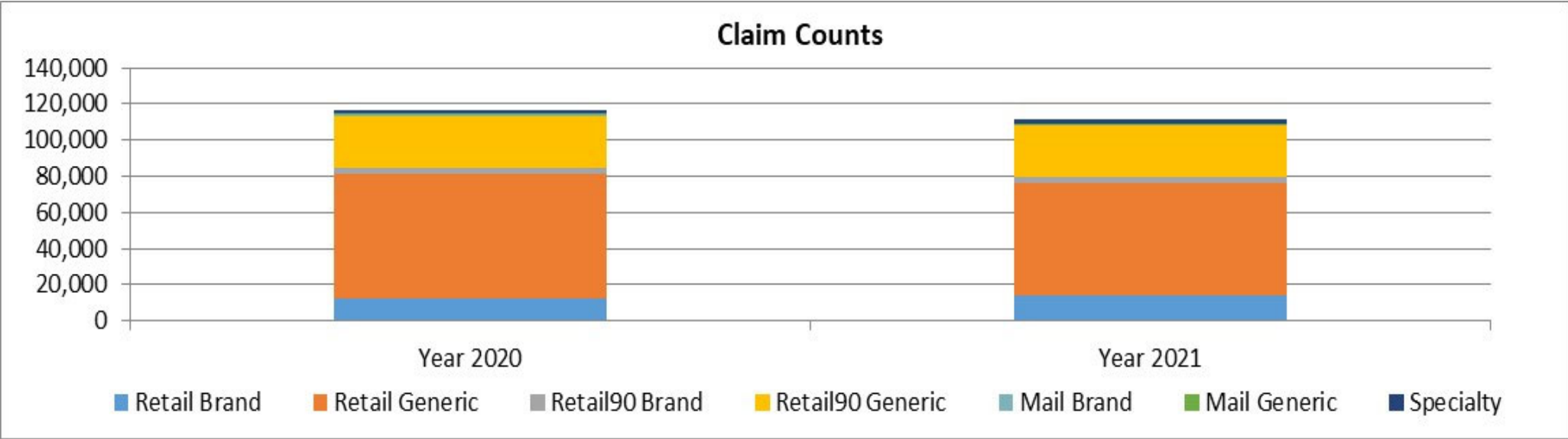
Category	Year 2020	Year 2021
<b>Retail Brand</b>	\$4,857,825	\$4,687,019
<b>Retail Generic</b>	\$2,672,785	\$2,094,166
<b>Retail90 Brand</b>	\$3,631,185	\$3,735,518
<b>Retail90 Generic</b>	\$1,716,704	\$1,739,796
<b>Mail Brand</b>	\$112,931	\$96,554
<b>Mail Generic</b>	\$69,385	\$75,890
<b>Specialty</b>	\$6,127,050	\$8,044,018



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume By Channel

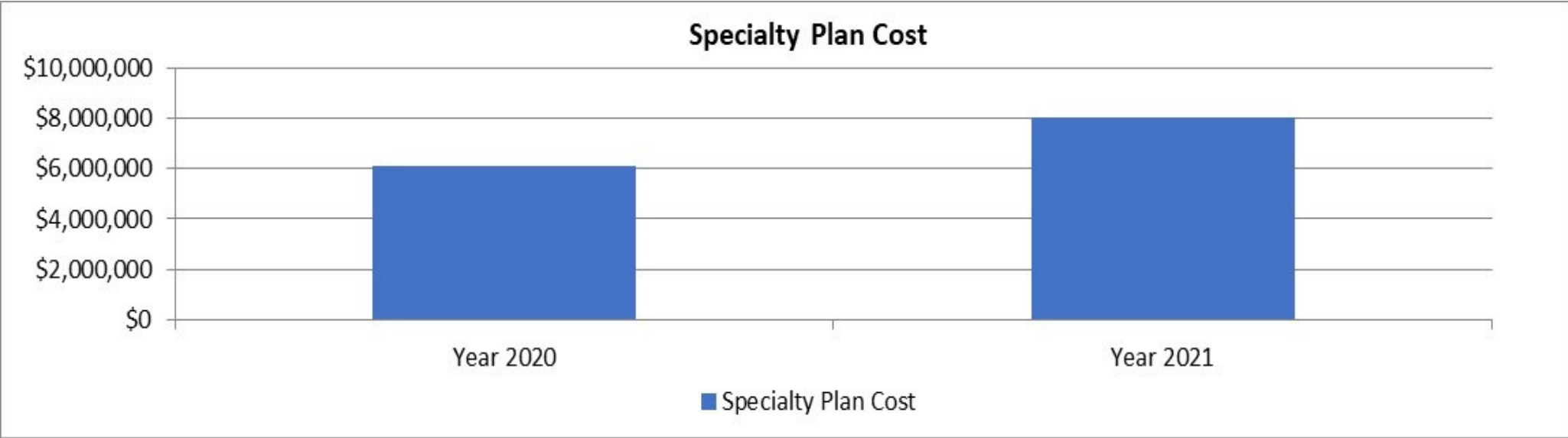
Category	Year 2020	Year 2021
<b>Retail Brand</b>	12,582	14,075
<b>Retail Generic</b>	68,536	61,676
<b>Retail90 Brand</b>	3,808	3,591
<b>Retail90 Generic</b>	28,602	28,839
<b>Mail Brand</b>	145	110
<b>Mail Generic</b>	741	744
<b>Specialty</b>	2,013	2,166



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost

Category	Year 2020	Year 2021
<b>Specialty Plan Cost</b>	\$6,127,050	\$8,044,018
<b>Total Plan Cost</b>	\$19,187,865	\$20,472,962
<b>Specialty Plan Cost %</b>	31.93%	39.29%



- Specialty plan cost represents 39.29% of the SJVIA plan cost in 2021
- Specialty claims volume increased in 2021.
- SJVIA’s specialty plan cost in 2021 was roughly 5-9% lower than the national average range (30% - 35%)

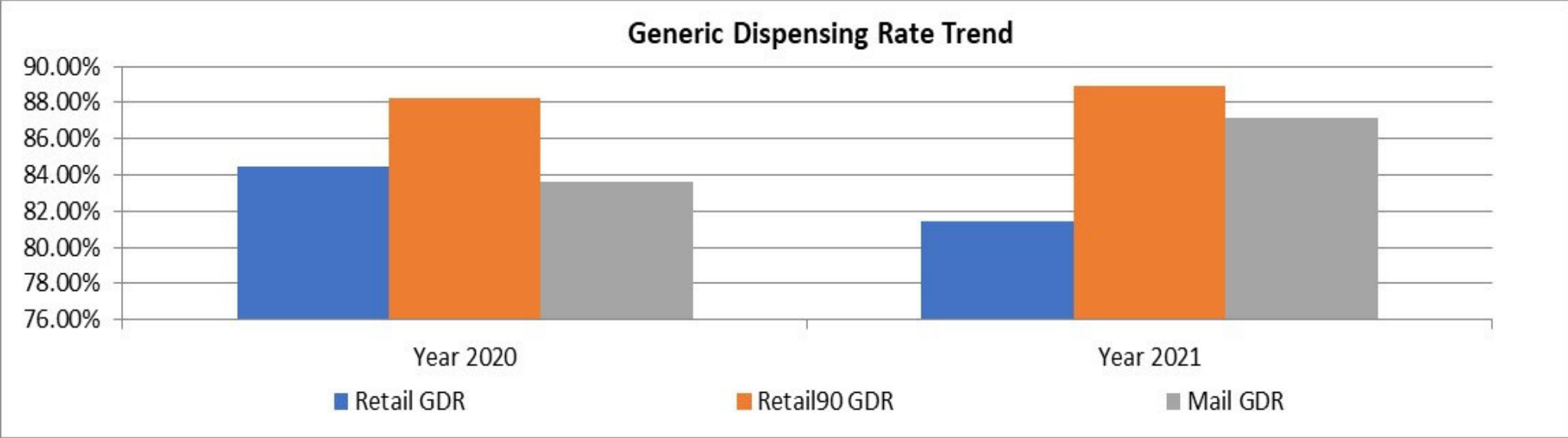




# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate

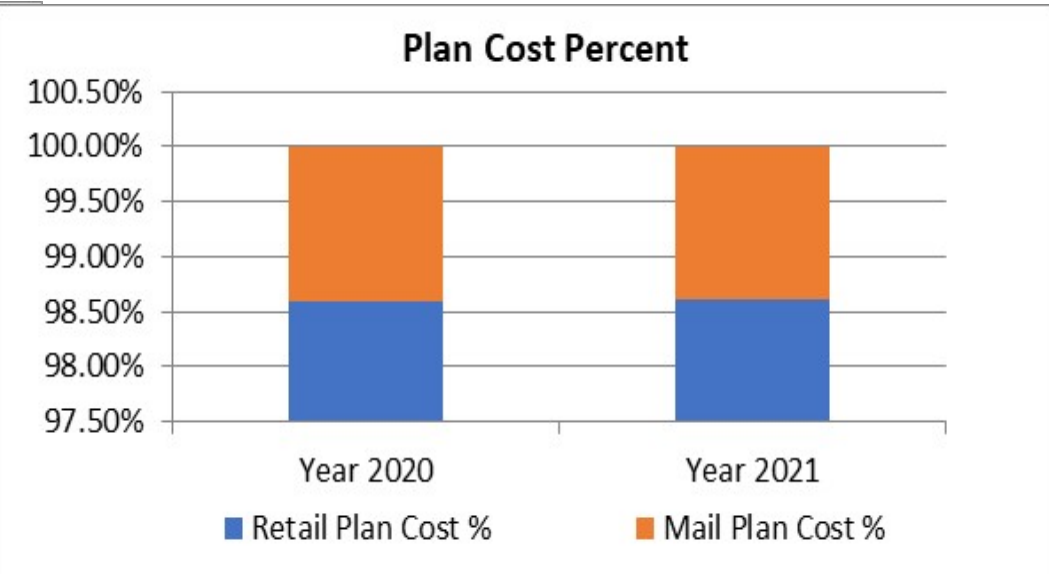
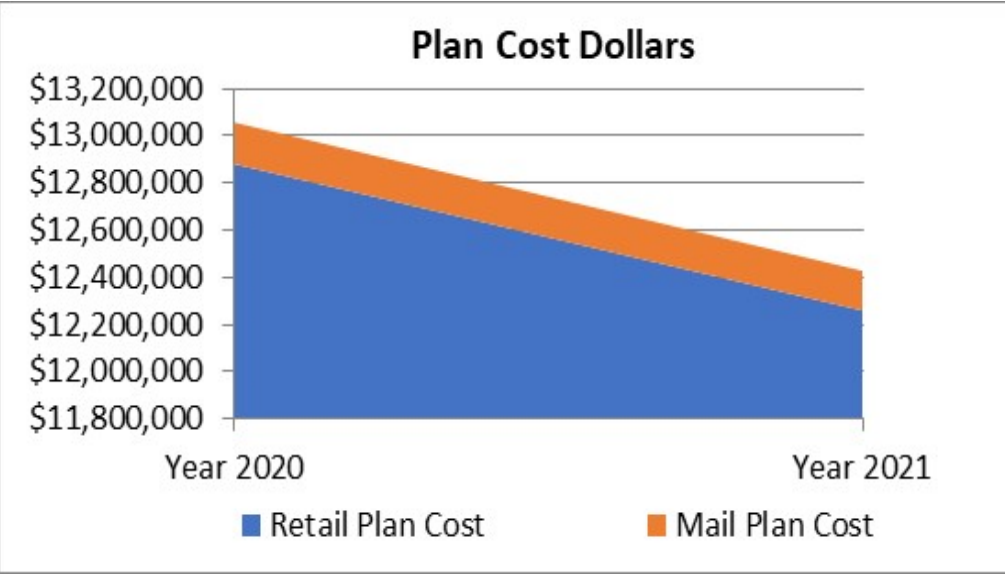
Category	Year 2020	Year 2021
<b>Retail GDR</b>	84.49%	81.42%
<b>Retail90 GDR</b>	88.25%	88.93%
<b>Mail GDR</b>	83.63%	87.12%



# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend

Category	Year 2020	Year 2021
<b>Retail Plan Cost</b>	\$12,878,499	\$12,256,499
<b>Mail Plan Cost</b>	\$182,316	\$172,444
<b>Retail Plan Cost %</b>	98.60%	98.61%
<b>Mail Plan Cost %</b>	1.40%	1.39%



# Annual Key Pharmacy Benefit Metrics

## Top Drugs By Cost: SJVIA

### Top Drugs By Ingredient Cost

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	128	18	\$973,486.29	3,584	\$7,605.36	\$271.62
TRULICITY	ANTIDIABETICS	B	2	N	748	122	\$899,243.92	30,250	\$1,202.20	\$29.73
OZEMPIC	ANTIDIABETICS	B	2	N	452	109	\$537,444.47	19,383	\$1,189.04	\$27.73
TREMFYA	DERMATOLOGICALS	B	2	Y	39	9	\$476,054.15	2,072	\$12,206.52	\$229.76
JARDIANCE	ANTIDIABETICS	B	2	N	400	101	\$441,810.58	24,810	\$1,104.53	\$17.81
DUPIXENT	DERMATOLOGICALS	B	2	Y	131	17	\$428,595.94	3,612	\$3,271.72	\$118.66
JANUVIA	ANTIDIABETICS	B	2	N	435	118	\$419,085.88	25,968	\$963.42	\$16.14
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	24	2	\$371,137.92	720	\$15,464.08	\$515.47
FARXIGA	ANTIDIABETICS	B	2	N	341	87	\$361,447.26	20,878	\$1,059.96	\$17.31
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	13	1	\$324,318.28	364	\$24,947.56	\$890.98
STELARA	DERMATOLOGICALS	B	2	Y	15	4	\$308,723.19	1,120	\$20,581.55	\$275.65
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	48	7	\$305,961.92	1,344	\$6,374.21	\$227.65
ELIQUIS	ANTICOAGULANTS	B	2	N	371	87	\$294,778.37	18,274	\$794.55	\$16.13
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	3	Y	45	5	\$278,559.90	1,260	\$6,190.22	\$221.08
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	146	29	\$256,432.88	5,105	\$1,756.39	\$50.23
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	360	96	\$212,440.44	18,298	\$590.11	\$11.61
ICLUSIG	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	11	1	\$202,835.63	330	\$18,439.60	\$614.65
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	49	7	\$194,615.79	1,470	\$3,971.75	\$132.39
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	37	5	\$186,890.47	1,110	\$5,051.09	\$168.37
GENOTROPIN	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	26	2	\$185,366.72	737	\$7,129.49	\$251.52
SUTENT	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	14	1	\$184,239.08	434	\$13,159.93	\$424.51
RYBELSUS	ANTIDIABETICS	B	2	N	134	49	\$175,022.99	6,330	\$1,306.14	\$27.65
IMBRUVICA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	12	2	\$174,459.84	336	\$14,538.32	\$519.23
XARELTO	ANTICOAGULANTS	B	2	N	167	49	\$160,772.38	9,823	\$962.71	\$16.37
BIKTARVY	ANTIVIRALS	B	2	Y	44	6	\$153,370.57	1,320	\$3,485.69	\$116.19



# Annual Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: SJVIA

### Top Drugs By Claim Count

Based on Paid Date: 01/01/2021-12/31/2021

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost	Days Supply	ICST per Rx	ICST per Day
ATORVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	3,014	913	\$105,520.17	217,385	\$35.01	\$0.49
LISINAPRIL	ANTIHYPERTENSIVES	G	1	N	2,348	697	\$48,816.01	167,178	\$20.79	\$0.29
ALBUTEROL SULFATE HFA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	2,224	1257	\$113,493.03	61,057	\$51.03	\$1.86
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	2,213	588	\$61,560.45	157,696	\$27.82	\$0.39
PFIZER-BIONTECH COVID-19	VACCINES	B	2	N	2,069	1394	\$0.00	2,069	\$0.00	\$0.00
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	1,774	555	\$39,928.67	119,809	\$22.51	\$0.33
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	1,642	586	\$40,718.54	101,571	\$24.80	\$0.40
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	1,529	450	\$29,120.55	105,234	\$19.05	\$0.28
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	1,524	1080	\$35,044.95	29,788	\$23.00	\$1.18
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	1,406	345	\$99,549.65	73,468	\$70.80	\$1.36
LOSARTAN POTASSIUM	ANTIHYPERTENSIVES	G	1	N	1,328	398	\$57,588.03	95,921	\$43.36	\$0.60
GABAPENTIN	ANTICONVULSANTS	G	1	N	1,298	440	\$47,661.95	55,397	\$36.72	\$0.86
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	1,169	329	\$61,724.59	85,012	\$52.80	\$0.73
MONTELUKAST SODIUM	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	1,158	424	\$29,798.88	64,715	\$25.73	\$0.46
HYDROCODONE BITARTRATE/AC	ANALGESICS - OPIOID	G	1	N	1,076	480	\$44,194.70	19,729	\$41.07	\$2.24
AZITHROMYCIN	MACROLIDES	G	1	N	1,076	899	\$24,671.36	5,968	\$22.93	\$4.13
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	1,072	307	\$25,647.01	58,178	\$23.92	\$0.44
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	1,071	498	\$42,710.55	19,939	\$39.88	\$2.14
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	1,065	317	\$12,969.40	73,161	\$12.18	\$0.18
AMOXICILLIN	PENICILLINS	G	1	N	1,064	927	\$9,220.75	9,075	\$8.67	\$1.02
ROSUVASTATIN CALCIUM	ANTHYPERLIPIDEMICS	G	1	N	1,044	320	\$42,731.31	76,017	\$40.93	\$0.56
VITAMIN D	VITAMINS	G	1	N	1,027	449	\$9,914.99	61,207	\$9.65	\$0.16
PREDNISONE	CORTICOSTEROIDS	G	1	N	983	690	\$8,804.77	14,925	\$8.96	\$0.59
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	946	598	\$32,589.57	41,869	\$34.45	\$0.78
MODERNA COVID-19 VACCINE	VACCINES	B	2	N	936	729	\$0.00	936	\$0.00	\$0.00

# Annual Key Pharmacy Benefit Metrics

## Specialty Drug Oversight

- The management of specialty drugs is complex, as are the conditions that specialty drugs treat. With recent advances in drug therapies, patients with complex conditions now have better options to manage their conditions. While plan sponsors like the SJVIA recognize the value of these medications to their members and want to provide best-in-class drug benefits, the cost management of these drugs requires utilization management and benefit design strategies.
- Strategies implemented for the SJVIA include:
  - Prior authorization/clinical review
  - Specialty pharmacy channel management
  - Ongoing formulary review for the most cost and clinically effective medications
  - Manufacturer assistance when available

# Annual Key Pharmacy Benefit Metrics

## Rebates & Clinical Management Savings

- Rebates:

- Q1 2021 net rebate amount is \$663, 828.00
- Q2 2021 net rebate amount is \$694, 892.00
- Q3 2021 net rebate amount is \$751,762

\*Beginning with the fourth quarter of 2020, Rebates will be paid within 120 days at the end of the applicable quarter.

- Clinical Management-

- Clinical Guarantee (18 months)- \$1,500,000
- Prorated Clinical Guarantee (Q3 2020-Q3 2021)- \$1,250,000
- Clinical Savings Performance (Q3 2020-Q3 2021)- \$5,349,933
- Clinical Overperformance- \$4,099,933

\*Keenan performs a clinical savings financial audit and presents the final report to the SJVIA upon completion of the end of the plan year.

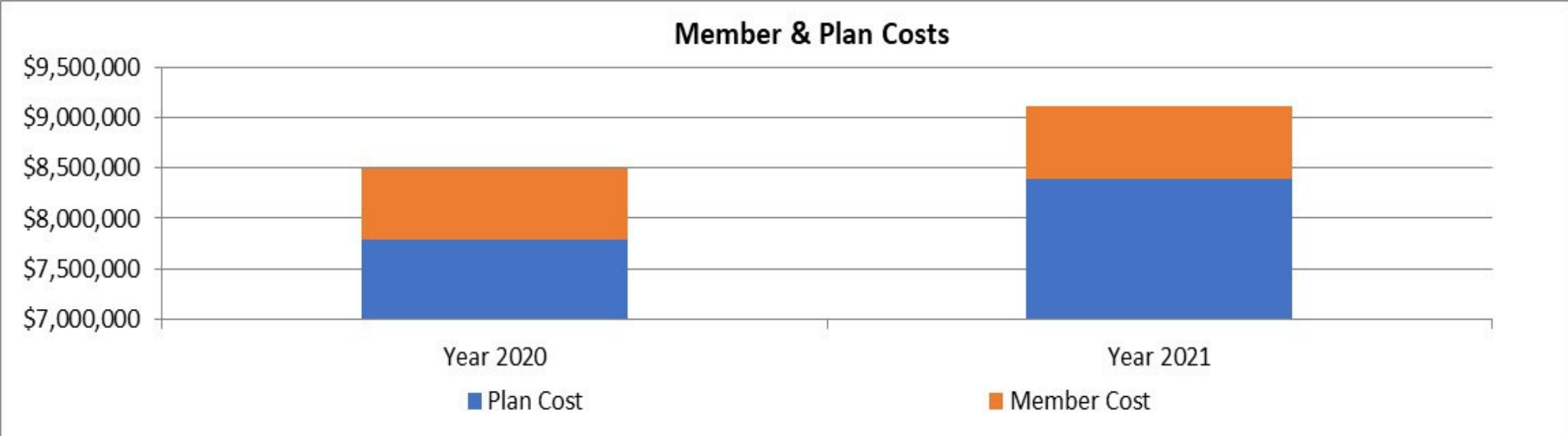


# Appendix

# Annual Key Pharmacy Benefit Metrics

## SJVIA Cost Trend (Tulare)

Category	Year 2020	Year 2021
<b>Gross Cost</b>	\$8,491,985	\$9,102,709
<b>Plan Cost</b>	\$7,792,272	\$8,397,297
<b>Member Cost</b>	\$699,713	\$705,412



These represent total dollars spent for all products, including specialty drugs

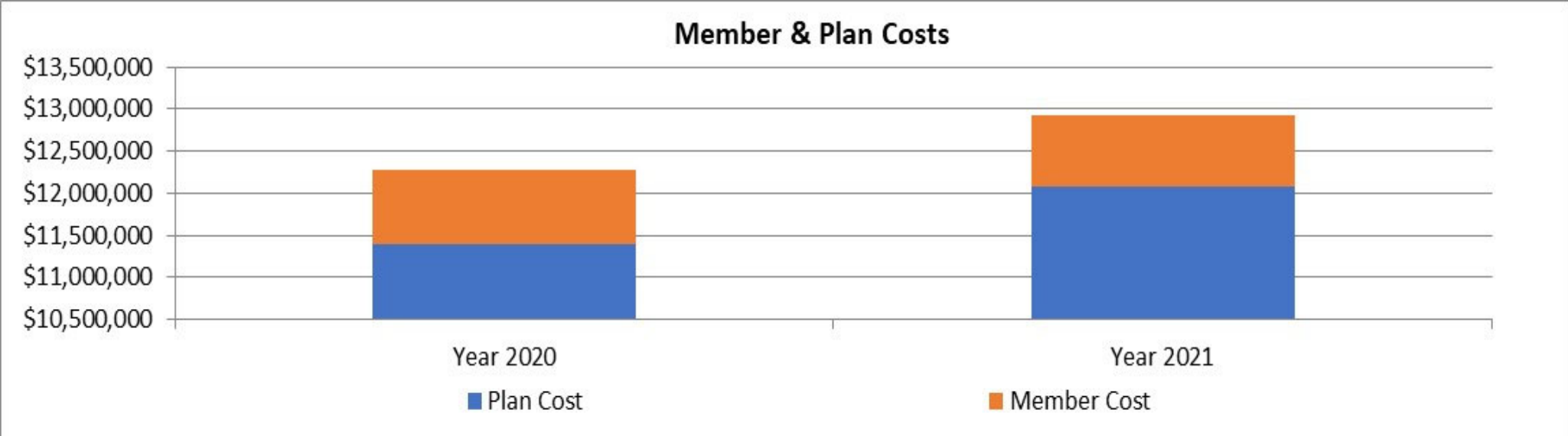




# Annual Key Pharmacy Benefit Metrics

## SJVIA Cost Trend (Fresno)

Category	Year 2020	Year 2021
Gross Cost	\$12,274,720	\$12,925,201
Plan Cost	\$11,393,036	\$12,075,665
Member Cost	\$881,684	\$849,536



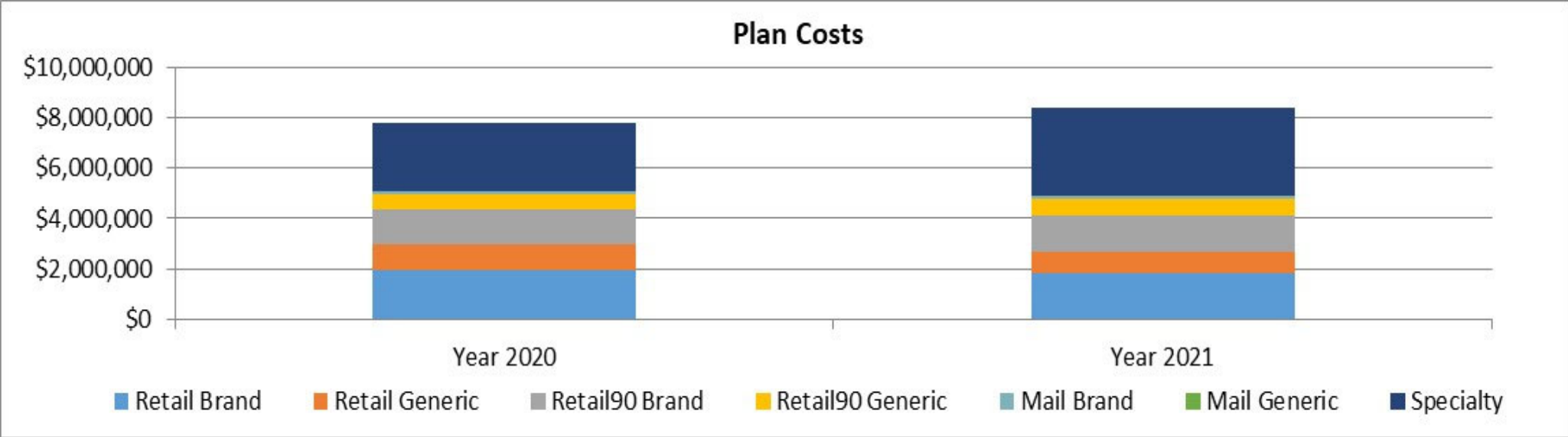
These represent total dollars spent for all products, including specialty drugs



# Annual Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Tulare)

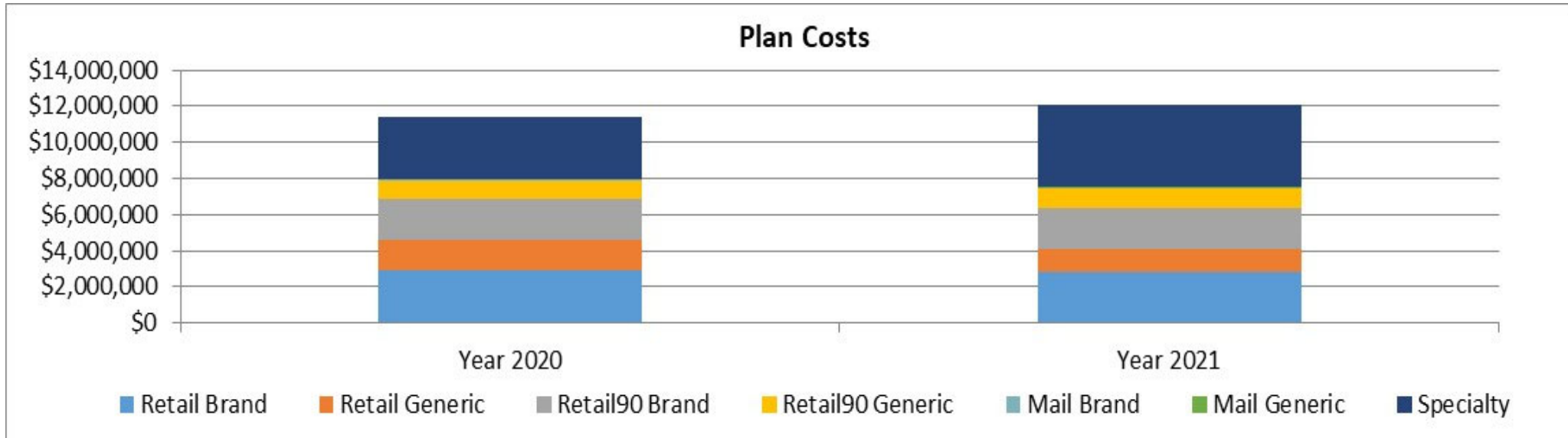
Category	Year 2020	Year 2021
<b>Retail Brand</b>	\$1,931,456	\$1,866,972
<b>Retail Generic</b>	\$1,031,896	\$842,252
<b>Retail90 Brand</b>	\$1,369,667	\$1,417,067
<b>Retail90 Generic</b>	\$648,896	\$676,835
<b>Mail Brand</b>	\$78,101	\$76,659
<b>Mail Generic</b>	\$44,954	\$47,950
<b>Specialty</b>	\$2,687,302	\$3,469,562



# Annual Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Fresno)

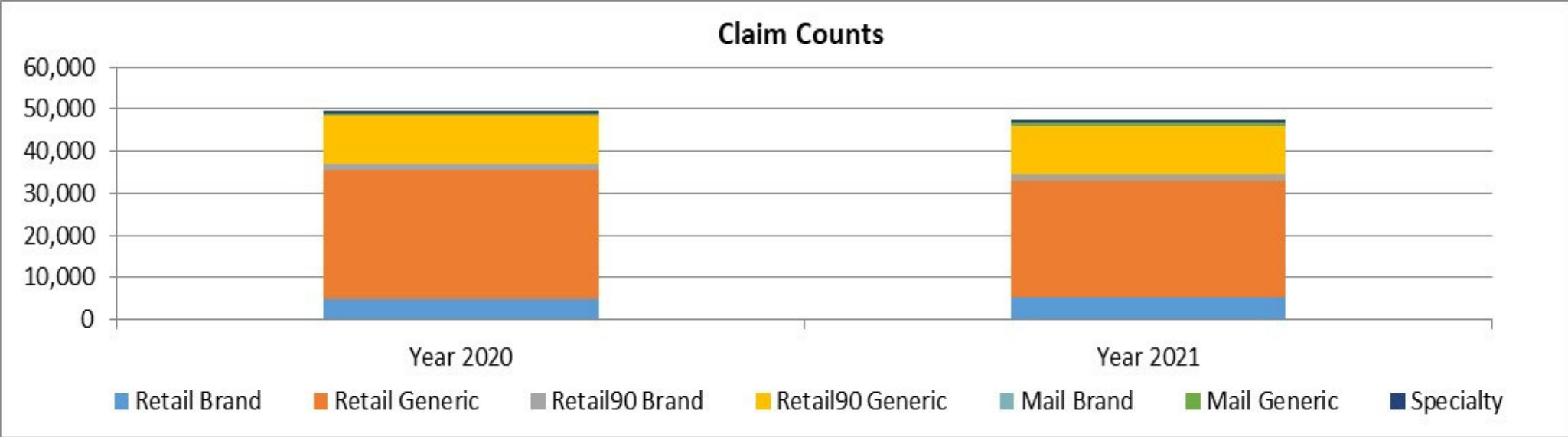
Category	Year 2020	Year 2021
<b>Retail Brand</b>	\$2,924,824	\$2,820,047
<b>Retail Generic</b>	\$1,640,137	\$1,251,914
<b>Retail90 Brand</b>	\$2,261,518	\$2,318,451
<b>Retail90 Generic</b>	\$1,067,549	\$1,062,961
<b>Mail Brand</b>	\$34,831	\$19,896
<b>Mail Generic</b>	\$24,431	\$27,940
<b>Specialty</b>	\$3,439,748	\$4,574,456



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Tulare)

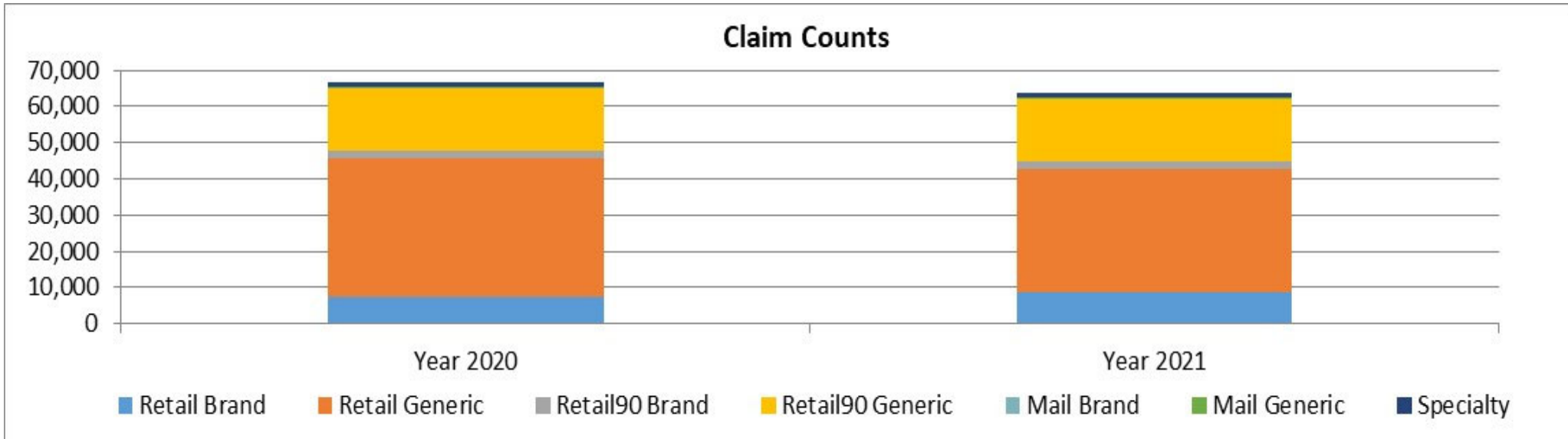
Category	Year 2020	Year 2021
Retail Brand	4,975	5,382
Retail Generic	30,600	27,768
Retail90 Brand	1,402	1,318
Retail90 Generic	11,388	11,595
Mail Brand	88	71
Mail Generic	495	477
Specialty	783	840



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Fresno)

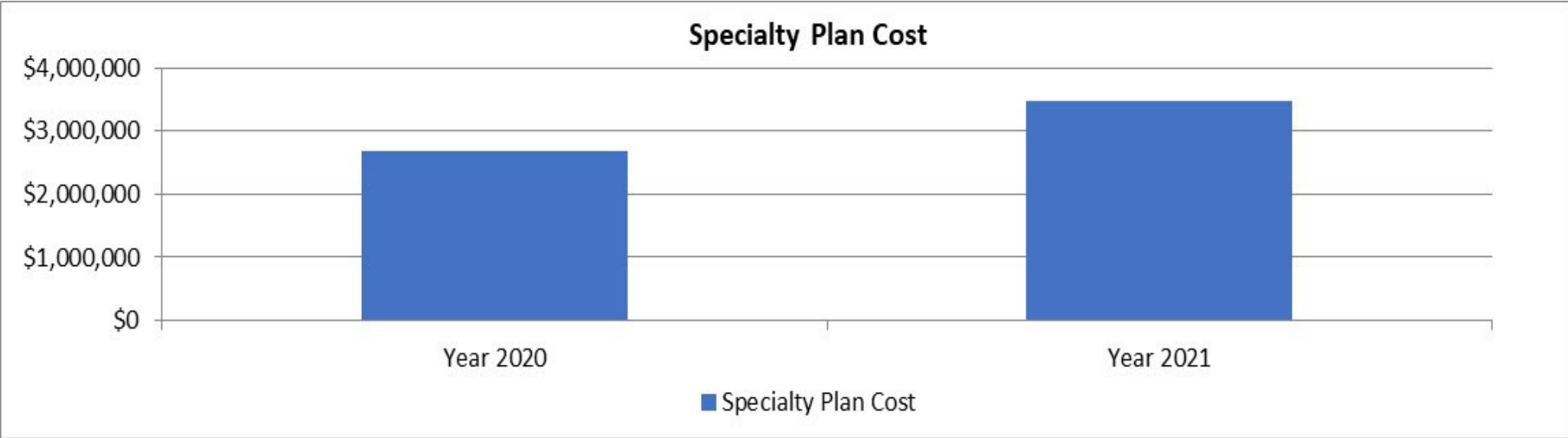
Category	Year 2020	Year 2021
<b>Retail Brand</b>	7,605	8,693
<b>Retail Generic</b>	37,904	33,908
<b>Retail90 Brand</b>	2,405	2,273
<b>Retail90 Generic</b>	17,202	17,244
<b>Mail Brand</b>	57	39
<b>Mail Generic</b>	246	267
<b>Specialty</b>	1,230	1,326



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Tulare)

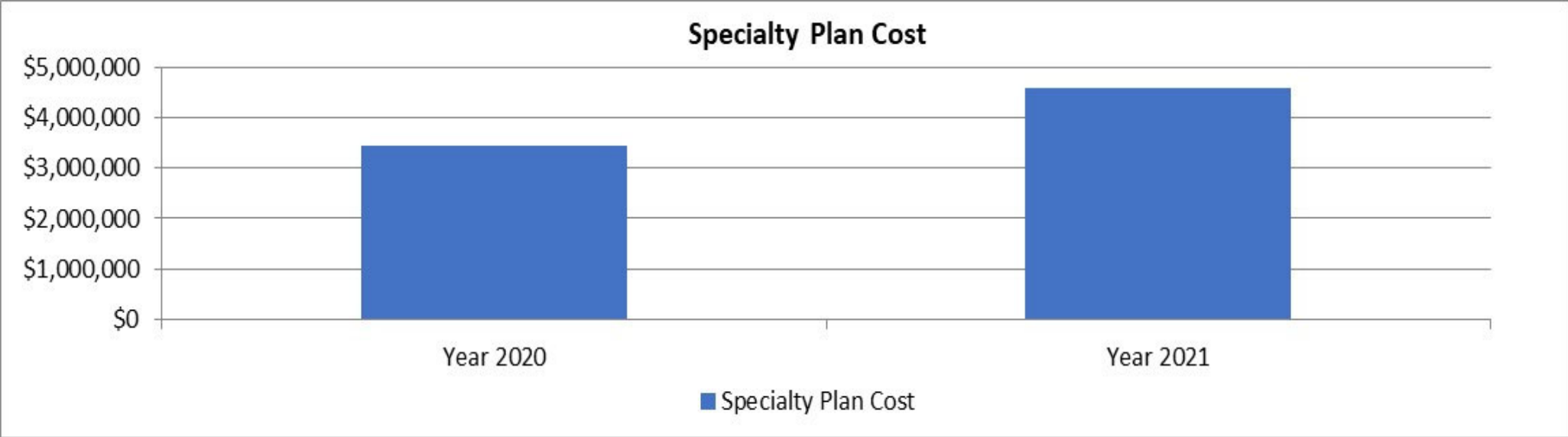
Category	Year 2020	Year 2021
<b>Specialty Plan Cost</b>	\$2,687,302	\$3,469,562
<b>Total Plan Cost</b>	\$7,792,272	\$8,397,297
<b>Specialty Plan Cost %</b>	34.49%	41.32%



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Fresno)

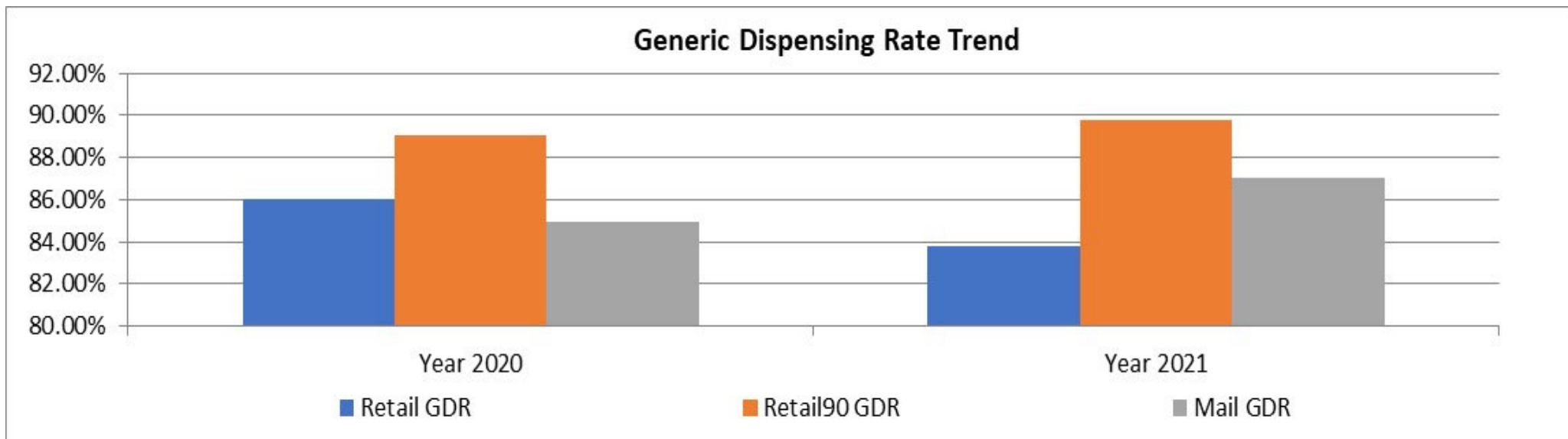
Category	Year 2020	Year 2021
<b>Specialty Plan Cost</b>	\$3,439,748	\$4,574,456
<b>Total Plan Cost</b>	\$11,393,036	\$12,075,665
<b>Specialty Plan Cost %</b>	30.19%	37.88%



# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Tulare)

Category	Year 2020	Year 2021
<b>Retail GDR</b>	86.02%	83.76%
<b>Retail90 GDR</b>	89.04%	89.79%
<b>Mail GDR</b>	84.91%	87.04%



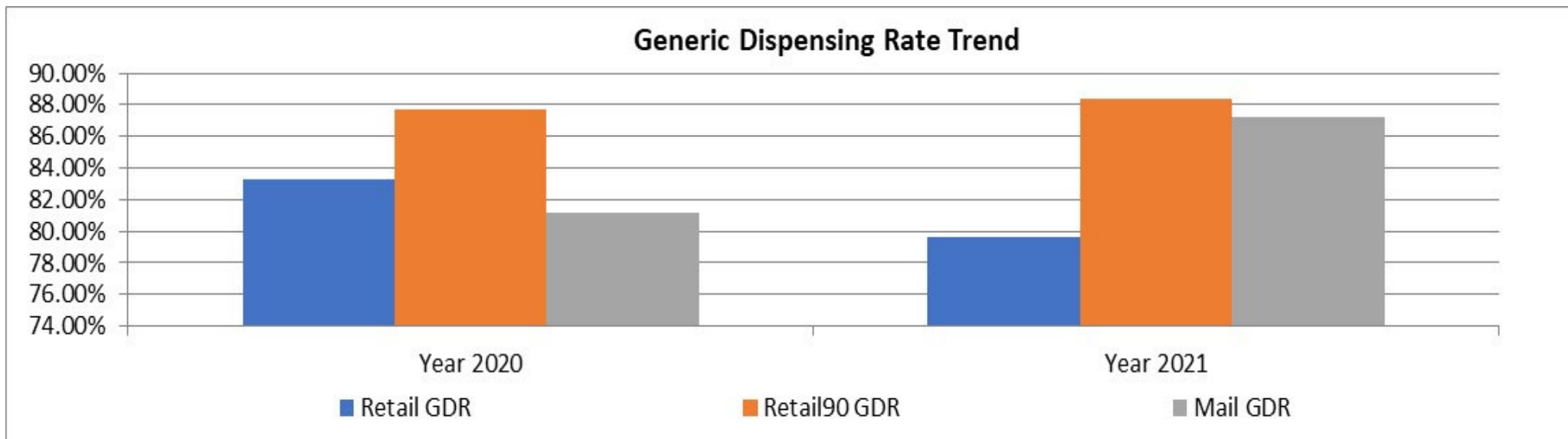
Excludes Specialty



# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Fresno)

Category	Year 2020	Year 2021
<b>Retail GDR</b>	83.29%	79.59%
<b>Retail90 GDR</b>	87.73%	88.35%
<b>Mail GDR</b>	81.19%	87.25%

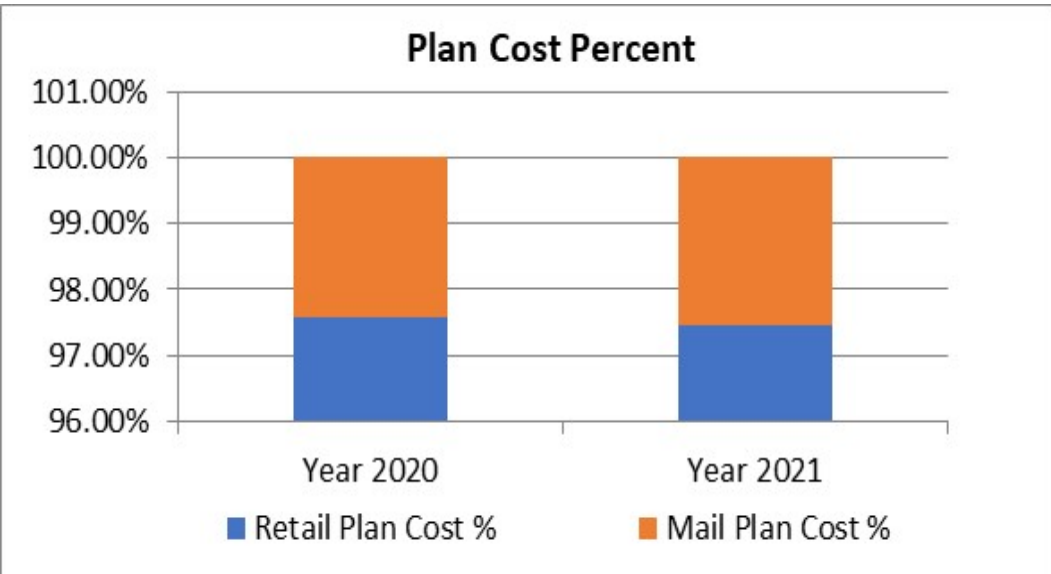
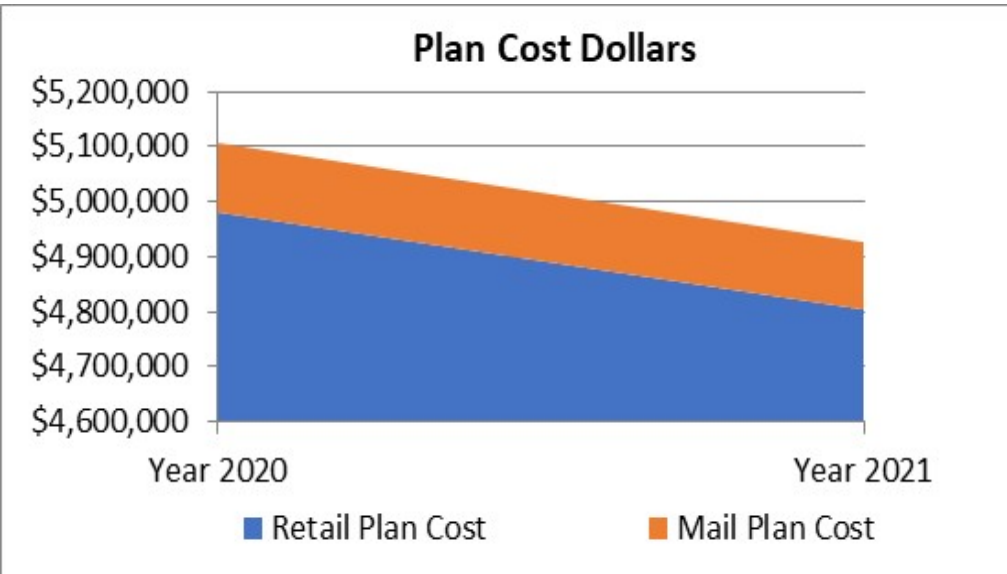


Excludes Specialty

# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Tulare)

Category	Year 2020	Year 2021
<b>Retail Plan Cost</b>	\$4,981,915	\$4,803,126
<b>Mail Plan Cost</b>	\$123,055	\$124,609
<b>Retail Plan Cost %</b>	97.59%	97.47%
<b>Mail Plan Cost %</b>	2.41%	2.53%



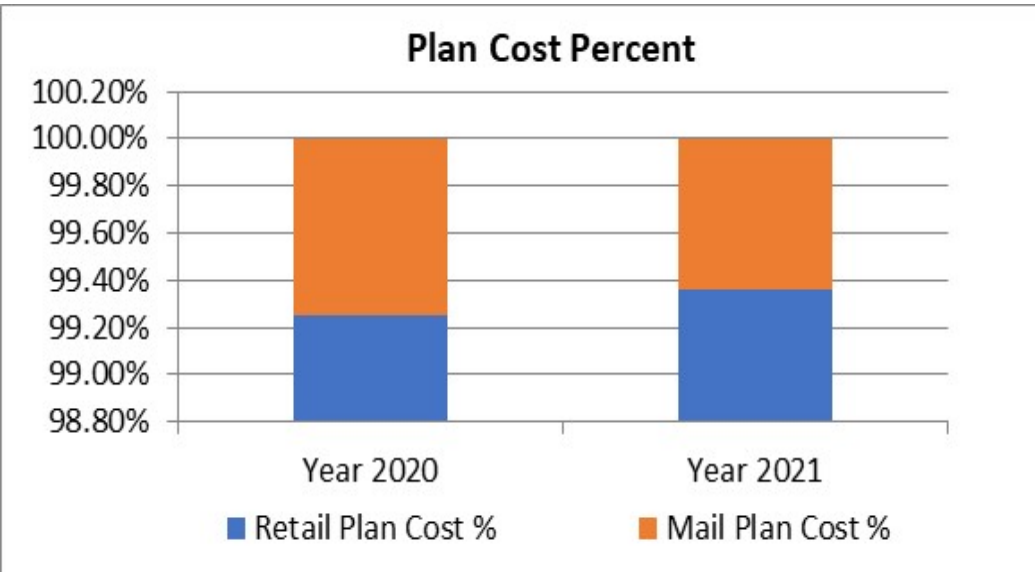
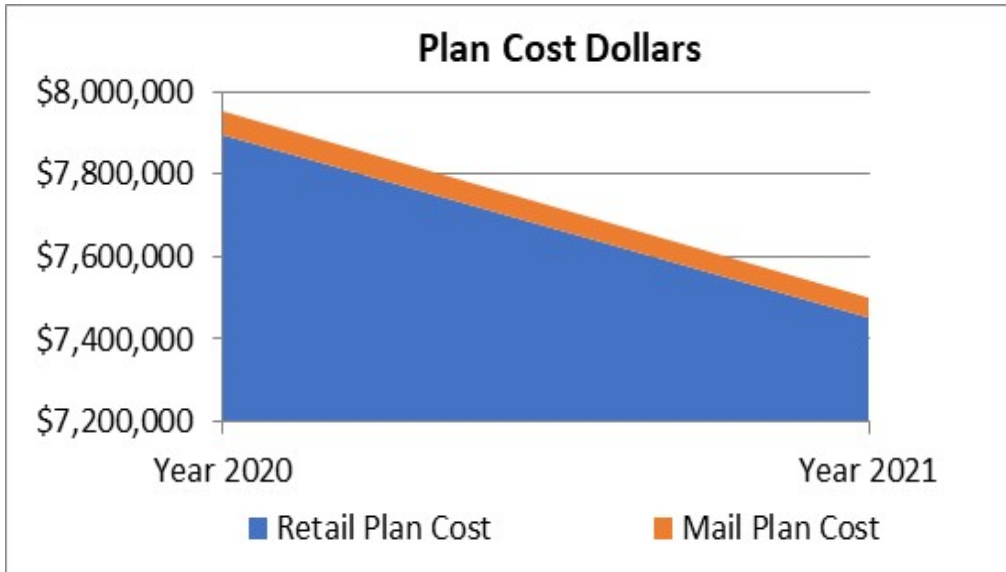
Excludes Specialty



# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Fresno)

Category	Year 2020	Year 2021
<b>Retail Plan Cost</b>	\$7,894,027	\$7,453,373
<b>Mail Plan Cost</b>	\$59,261	\$47,835
<b>Retail Plan Cost %</b>	99.25%	99.36%
<b>Mail Plan Cost %</b>	0.75%	0.64%



Excludes Specialty

