



**Keenan Pharmacy Services  
San Joaquin Valley Insurance Authority  
Annual Key Pharmacy Benefit Metrics  
Annual Review: 2019 vs 2020**

**Presented by Alexandria Van Brunt  
Sr. Account Manager, KPS**

# Annual Key Pharmacy Benefit Metrics

## Executive Summary

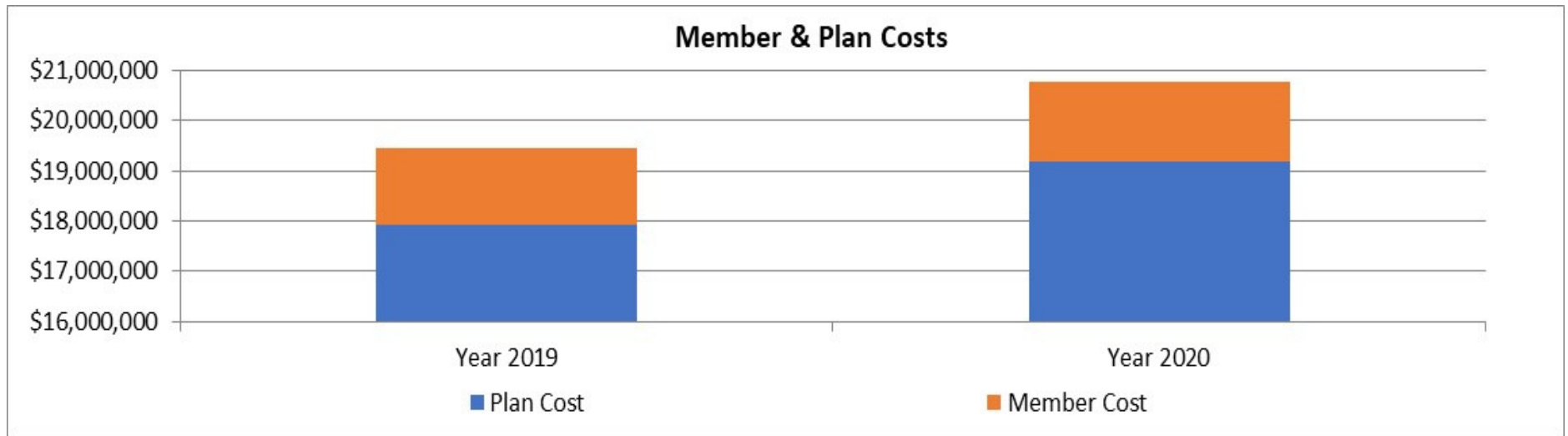
### 2019 vs 2020 Cost Analysis:

- **SJVIA had an \$1,257,684 (7.01%) increase in plan cost for 2020 compared to 2019.**
  - 2020 Plan cost - \$19,187,865
  - **Member cost share slightly increased by \$68,139 (4.05%) in 2020**
    - 2020 Member cost share- \$1,581,879
  - **Antidiabetics contributed to the largest percentage of plan spend.**
    - SJVIA has the appropriate quantity limits and step therapy programs in place for this indication. Additionally, The EmpiRx Pop Health Model does investigate gaps of care and adherence, which mitigates complications and expenses overall.
    - Across the BOB, Antidiabetics are typically the top drug group by plan spend.
  - **The increase in plan cost is also partially attributed to increased specialty utilization.**
    - 2,013 Specialty scripts filled in 2020 vs. 1,867 in 2019
    - Specialty plan cost in 2020 was \$6,127,050, which was an increase of \$394,409 from 2019.
    - Specialty plan cost percent has remained consistent. In 2020, Specialty claims made up about 31.93% of plan costs. SJVIA still remains 3-5% below the national average range (35%-38%).
- **Majority of the SJVIA members continue to fill scripts at retail vs mail.**
  - Retail scripts account for 98.60% of plan spend.
  - Additionally, there was an increase of scripts being filled as retail 90 for 2020.
- **The generic dispensing rate remained consistent from 2019 to 2020.**
- **Top Five Clinical Cost Drivers in 2020:**
  - HUMIRA PEN (ANALGESICS - ANTI-INFLAMMATORY)
    - 2020 (Q1-Q4) ingredient costs: \$928,313.24
  - TRULICITY (ANTIDIABETICS)
    - 2020 (Q1-Q4) ingredient costs: \$721,785.44
  - JANUVIA (ANTIDIABETICS)
    - 2020 (Q1-Q4) ingredient costs: \$414,040.47
  - JARDIANCE (ANTIDIABETICS)
    - 2020 (Q1-Q4) ingredient costs: \$368,209.49
  - OZEMPIC (ANTIDIABETICS)
    - 2020 (Q1-Q4) ingredient costs: \$360,334.00

# Annual Key Pharmacy Benefit Metrics

## Cost Trend

Category	Year 2019	Year 2020
Gross Cost	\$19,443,921	\$20,769,744
Plan Cost	\$17,930,181	\$19,187,865
Member Cost	\$1,513,740	\$1,581,879

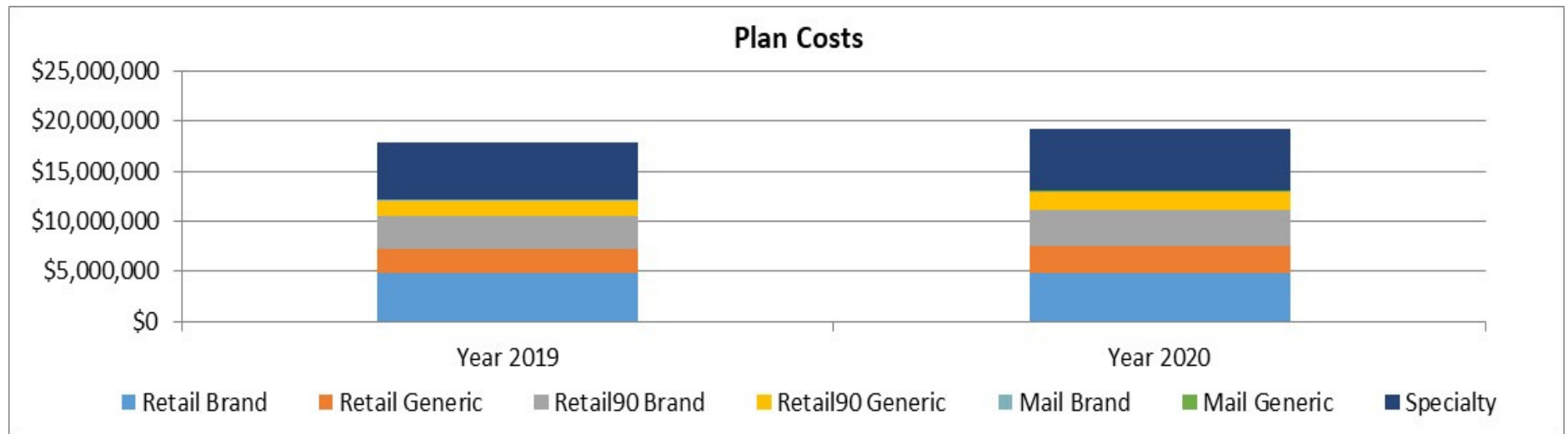


- Gross cost = plan cost + member cost

# Annual Key Pharmacy Benefit Metrics

## Plan Cost by Channel

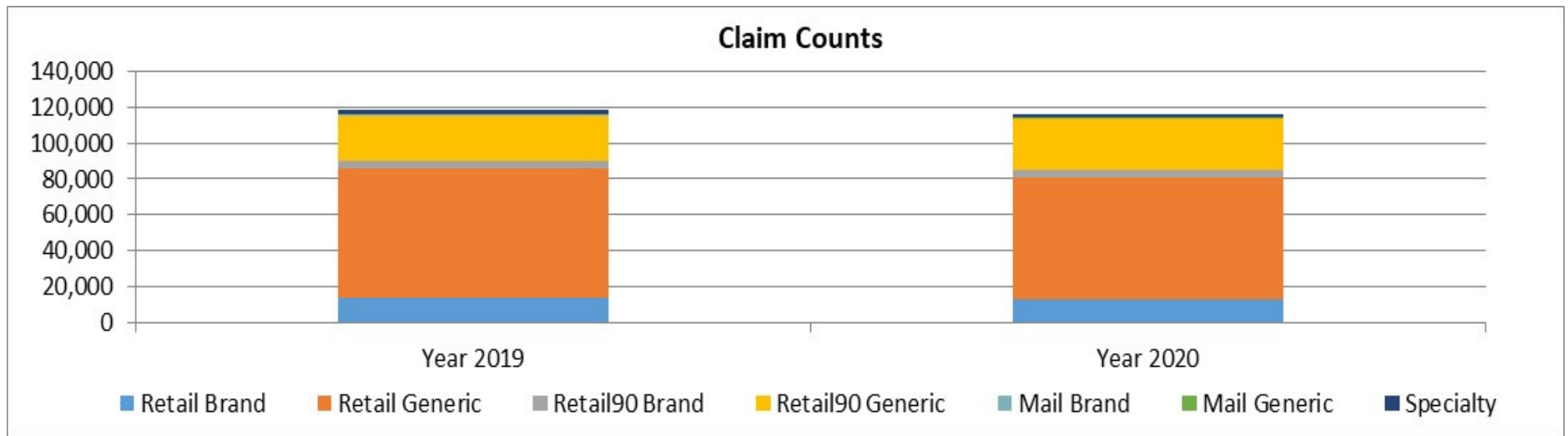
Category	Year 2019	Year 2020
Retail Brand	\$4,891,144	\$4,857,825
Retail Generic	\$2,398,448	\$2,672,785
Retail90 Brand	\$3,171,596	\$3,631,185
Retail90 Generic	\$1,517,302	\$1,716,704
Mail Brand	\$144,660	\$112,931
Mail Generic	\$74,390	\$69,385
Specialty	\$5,732,641	\$6,127,050



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel

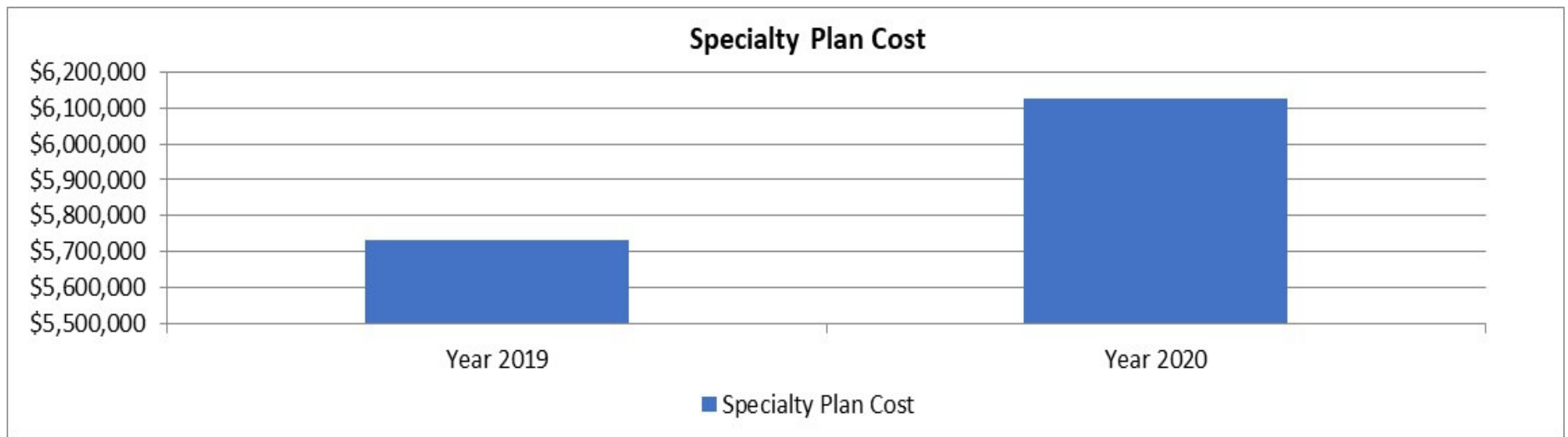
Category	Year 2019	Year 2020
Retail Brand	13,165	12,582
Retail Generic	72,890	68,536
Retail90 Brand	3,630	3,808
Retail90 Generic	25,835	28,602
Mail Brand	143	145
Mail Generic	726	741
Specialty	1,867	2,013



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost

Category	Year 2019	Year 2020
Specialty Plan Cost	\$5,732,641	\$6,127,050
Total Plan Cost	\$17,930,181	\$19,187,865
Specialty Plan Cost %	31.97%	31.93%

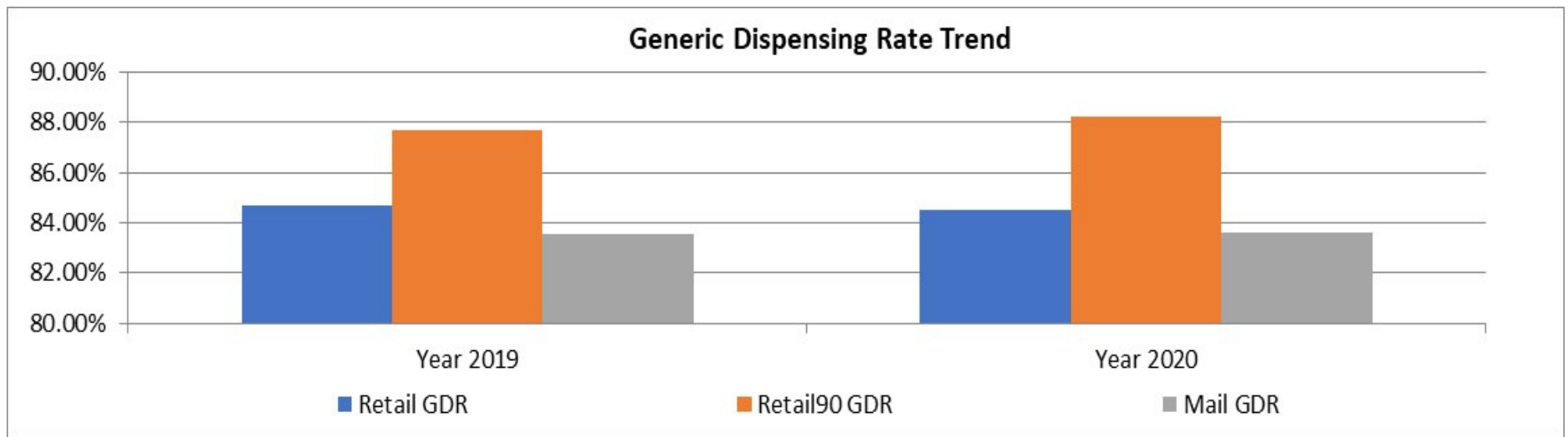


- Specialty plan cost represents 31.93% of the SJVIA plan cost in 2020
- Specialty claims volume increased in 2020.
- SJVIA's specialty plan cost in 2020 was roughly 3-6% lower than the national average range (35% - 38%)

# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate

Category	Year 2019	Year 2020
Retail GDR	84.70%	84.49%
Retail90 GDR	87.68%	88.25%
Mail GDR	83.54%	83.63%

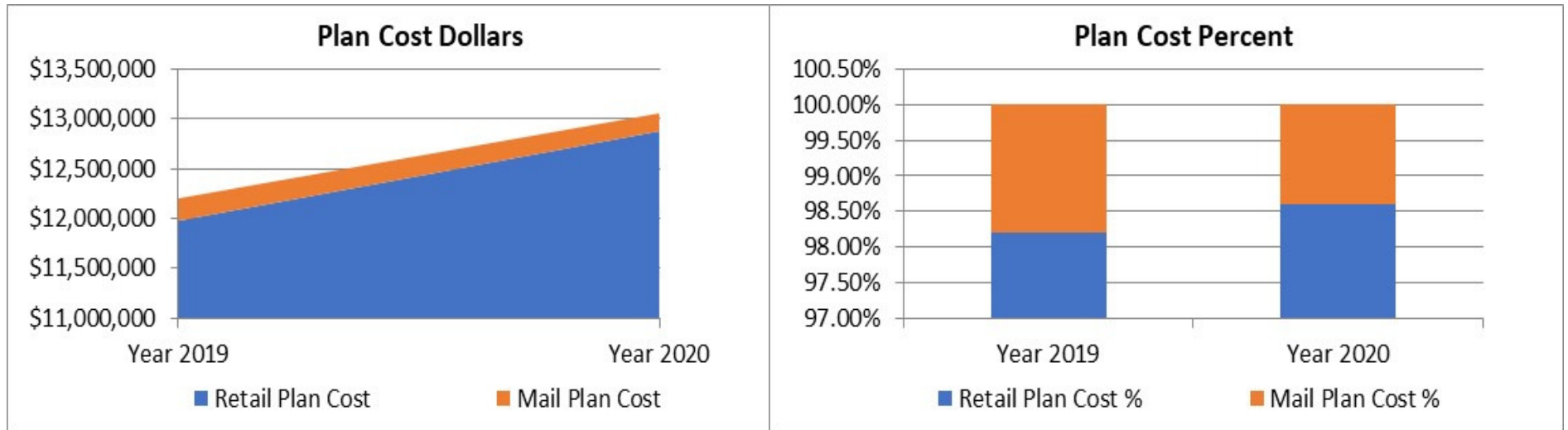




# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend

Category	Year 2019	Year 2020
<b>Retail Plan Cost</b>	\$11,978,490	\$12,878,499
<b>Mail Plan Cost</b>	\$219,050	\$182,316
<b>Retail Plan Cost %</b>	98.20%	98.60%
<b>Mail Plan Cost %</b>	1.80%	1.40%





# 2020 Key Pharmacy Benefit Metrics

## Top Drugs By Cost: SJVIA

### Top Drugs By Ingredient Cost

Based on Paid Date: 01/01/2020-12/31/2020

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	133	17	\$928,313.24	3,724	\$6,979.80	\$249.28
TRULICITY	ANTIDIABETICS	B	2	N	605	108	\$721,785.44	25,718	\$1,193.03	\$28.07
JANUVIA	ANTIDIABETICS	B	2	N	443	107	\$414,040.47	26,894	\$934.63	\$15.40
JARDIANCE	ANTIDIABETICS	B	2	N	369	89	\$368,209.49	21,660	\$997.86	\$17.00
OZEMPIC	ANTIDIABETICS	B	2	N	295	61	\$360,334.00	12,800	\$1,221.47	\$28.15
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	24	2	\$346,799.28	720	\$14,449.97	\$481.67
ENBREL SURECLICK	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	59	7	\$346,123.69	1,652	\$5,866.50	\$209.52
TRIKAFTA	RESPIRATORY AGENTS - MISC.	B	2	Y	13	1	\$324,318.28	364	\$24,947.56	\$890.98
COSENTYX SENSOREADY PEN	DERMATOLOGICALS	B	2	Y	47	8	\$312,404.01	1,316	\$6,646.89	\$237.39
FARXIGA	ANTIDIABETICS	B	2	N	315	75	\$297,634.02	17,819	\$944.87	\$16.70
DUPIXENT	DERMATOLOGICALS	B	2	Y	92	13	\$285,820.48	2,506	\$3,106.74	\$114.05
LATUDA	ANTIPSYCHOTICS/ANTIMANIC AGENTS	B	2	N	164	30	\$281,146.55	6,022	\$1,714.31	\$46.69
XELJANZ XR	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	52	8	\$243,657.37	1,560	\$4,685.72	\$156.19
TREMFYA	DERMATOLOGICALS	B	2	Y	20	4	\$226,936.82	1,092	\$11,346.84	\$207.82
ELIQUIS	ANTICOAGULANTS	B	2	N	312	71	\$221,004.34	14,493	\$708.35	\$15.25
HUMALOG	ANTIDIABETICS	B	2	N	155	39	\$209,776.17	7,382	\$1,353.39	\$28.42
LANTUS SOLOSTAR	ANTIDIABETICS	B	2	N	340	86	\$204,035.24	16,471	\$600.10	\$12.39
WIXELA INHUB	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	G	1	N	379	148	\$197,738.85	17,070	\$521.74	\$11.58
STELARA	DERMATOLOGICALS	B	2	Y	8	2	\$185,032.06	616	\$23,129.01	\$300.38
HUMALOG KWIKPEN	ANTIDIABETICS	B	2	N	189	55	\$179,313.06	8,423	\$948.75	\$21.29
TRINTELLIX	ANTIDEPRESSANTS	B	3	N	304	64	\$174,791.19	12,764	\$574.97	\$13.69
HUMATROPE	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	2	Y	49	4	\$172,867.12	1,440	\$3,527.90	\$120.05
CREON	DIGESTIVE AIDS	B	2	N	47	13	\$170,210.26	1,461	\$3,621.49	\$116.50
VASCEPA	ANTIHYPERTENSIVES	B	2	N	253	90	\$166,024.88	16,218	\$656.22	\$10.24
OTEZLA	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	45	5	\$160,786.49	1,350	\$3,573.03	\$119.10

# 2020 Key Pharmacy Benefit Metrics

## Top Drugs By Claim Count: SJVIA

### Top Drugs By Claim Count

Based on Paid Date: 01/01/2020-12/31/2020

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	ANTIHYPERTENSIVES	G	1	N	3,023	875	\$99,576.86	213,483	\$32.94	\$0.47
LISINAPRIL	ANTIHYPERTENSIVES	G	1	N	2,695	719	\$29,653.10	180,941	\$11.00	\$0.16
LEVOTHYROXINE SODIUM	THYROID AGENTS	G	1	N	2,606	608	\$67,822.12	176,586	\$26.03	\$0.38
ALBUTEROL SULFATE HFA	ASTHMA AND BRONCHODILATOR AGENTS	G	1	N	2,440	1355	\$127,903.54	58,145	\$52.42	\$2.20
METFORMIN HYDROCHLORIDE	ANTIDIABETICS	G	1	N	1,999	574	\$40,085.57	127,754	\$20.05	\$0.31
HYDROCODONE/ACETAMINOPHEN	ANALGESICS - OPIOID	G	1	N	1,922	737	\$89,349.61	37,590	\$46.49	\$2.38
OMEPRAZOLE	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	1,756	605	\$39,787.03	104,544	\$22.66	\$0.38
AMLODIPINE BESYLATE	CALCIUM CHANNEL BLOCKERS	G	1	N	1,636	435	\$21,152.48	105,013	\$12.93	\$0.20
IBUPROFEN	ANALGESICS - ANTI-INFLAMMATORY	G	1	N	1,570	1123	\$37,367.27	30,735	\$23.80	\$1.22
BUPROPION HYDROCHLORIDE E	ANTIDEPRESSANTS	G	1	N	1,535	330	\$116,371.27	74,278	\$75.81	\$1.57
GABAPENTIN	ANTICONVULSANTS	G	1	N	1,455	437	\$57,393.98	61,220	\$39.45	\$0.94
LOSARTAN POTASSIUM	ANTIHYPERTENSIVES	G	1	N	1,422	395	\$49,183.07	94,822	\$34.59	\$0.52
METOPROLOL SUCCINATE ER	BETA BLOCKERS	G	1	N	1,323	329	\$68,379.94	89,095	\$51.69	\$0.77
MONTELUKAST SODIUM	ASTHMA AND BRONCHODILATOR AGENTS	G	1	N	1,215	444	\$31,198.51	65,947	\$25.68	\$0.47
HYDROCHLOROTHIAZIDE	DIURETICS	G	1	N	1,211	345	\$12,151.56	79,352	\$10.03	\$0.15
AZITHROMYCIN	MACROLIDES	G	1	N	1,206	1010	\$25,512.70	7,627	\$21.15	\$3.35
ALPRAZOLAM	ANTI-ANXIETY AGENTS	G	1	N	1,148	326	\$11,749.85	30,100	\$10.24	\$0.39
AMOXICILLIN	PENICILLINS	G	1	N	1,136	960	\$9,777.75	9,795	\$8.61	\$1.00
FLUTICASONE PROPIONATE	NASAL AGENTS - SYSTEMIC AND TOPICAL	G	1	N	1,114	645	\$39,100.00	46,019	\$35.10	\$0.85
ESCITALOPRAM OXALATE	ANTIDEPRESSANTS	G	1	N	1,055	297	\$20,213.54	55,403	\$19.16	\$0.36
PREDNISONE	CORTICOSTEROIDS	G	1	N	1,021	693	\$8,071.72	15,289	\$7.91	\$0.53
ROSUVASTATIN CALCIUM	ANTIHYPERTENSIVES	G	1	N	1,002	280	\$37,235.54	67,604	\$37.16	\$0.55
VITAMIN D	VITAMINS	G	1	N	937	388	\$6,807.98	52,689	\$7.27	\$0.13
PANTOPRAZOLE SODIUM	ULCER DRUGS/ANTISPASMODICS/ANTICHOLINERGICS	G	1	N	901	295	\$21,742.73	55,898	\$24.13	\$0.39
AMOXICILLIN/CLAVULANATE P	PENICILLINS	G	1	N	868	738	\$33,295.19	8,506	\$38.36	\$3.91

# 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

# 2020 Key Pharmacy Benefit Metrics

## KPS/EmpiRx Recommendations – Starter Dose Programs

- At no cost, the SJVIA can elect to enroll in Starter Dose Programs to reduce waste, control costs and ensure appropriate use of newly prescribed medications
  - Already enrolled in the Opioid Starter Dose Program
- Other available Starter Dose Programs available to SJVIA to enroll in are Oncology, Benzodiazepines, Sleep Aids and Contraceptives
  - **Oncology (Cancer medications) Starter Dose Program** requires members to fill two 14-day supplies before getting a 30-day supply. This helps keep costs down for members who may not respond favorably to the treatment.
  - **Benzodiazepines (Anxiety medications) Starter Dose Program** requires members to fill two 14-day supplies before getting a 30-day supply. Benzodiazepines (Valium, Xanax) have a high potential for abuse and addiction. This program helps mitigate or reduce that risk altogether.
  - **Sleep Aids Starter Dose Program** requires members to fill two 10-day supplies before they can get a 30-day supply. Most sleep aid medications indicate they should be used for no longer than 10 days, as patients often grow dependent on them to sleep so this helps control and evaluate the need for the patient.
  - **Contraceptives Starter Dose Program** requires members to fill one 28-day supply before they can get an 84-day supply. This helps control costs associated with a patient not responding well to the first brand of contraceptive and needing to switch to another.

# Annual Key Pharmacy Benefit Metrics

## Rebates & Clinical Management Savings

- Rebates:
  - Q1 net rebate amount is \$546,922 total
  - Q2 net rebate amount is \$578,620
  - Q3 **estimated** 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 (Q1-Q2)- \$370,00
  - Clinical Savings Performance (Q1-Q2)- \$2,102,574

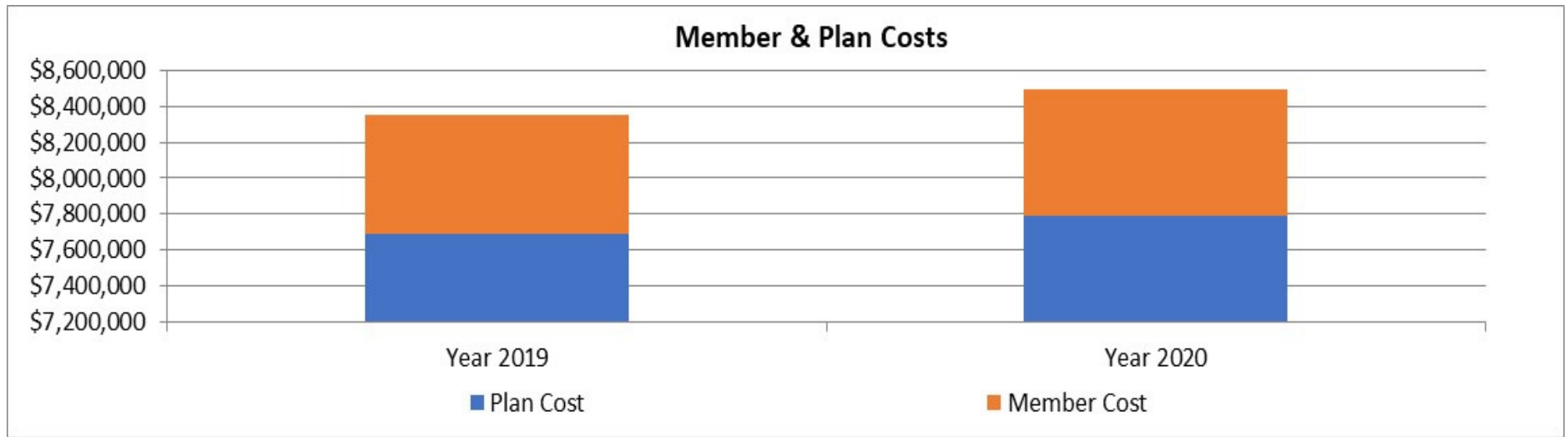
\*Keenan performs a clinical savings financial audit and presents the final report to the SJVIA upon completion of the end of the plan year.

# Appendix

# Annual Key Pharmacy Benefit Metrics

## SJVIA Cost Trend (Tulare)

Category	Year 2019	Year 2020
<b>Gross Cost</b>	\$8,353,235	\$8,491,985
<b>Plan Cost</b>	\$7,688,962	\$7,792,272
<b>Member Cost</b>	\$664,273	\$699,713



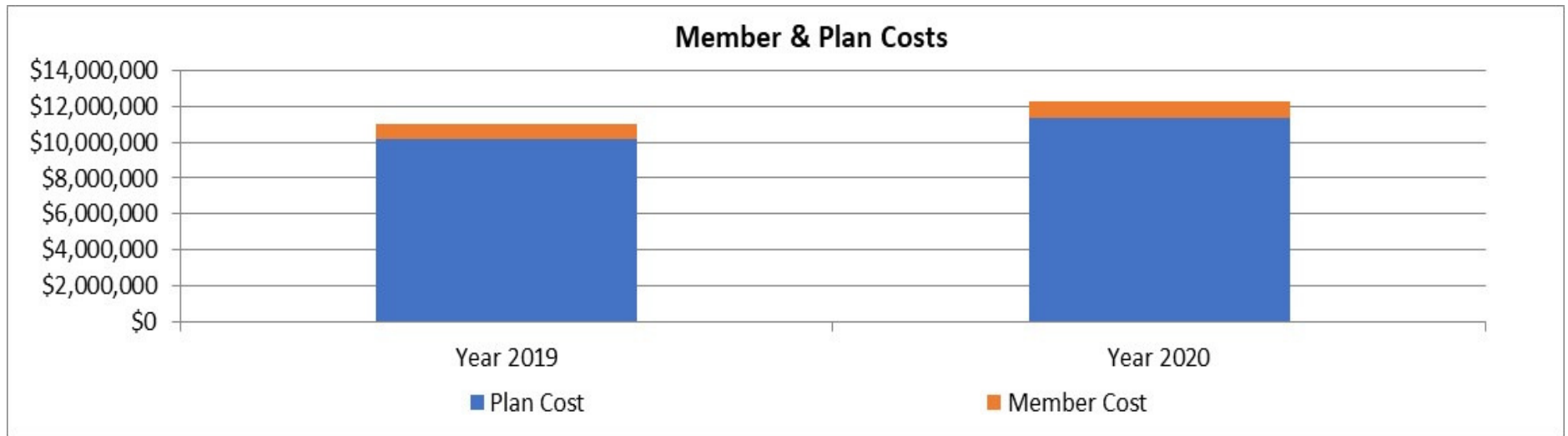
These represent total dollars spent for all products, including specialty drugs



# Annual Key Pharmacy Benefit Metrics

## SJVIA Cost Trend (Fresno)

Category	Year 2019	Year 2020
<b>Gross Cost</b>	\$11,026,388	\$12,274,720
<b>Plan Cost</b>	\$10,186,719	\$11,393,036
<b>Member Cost</b>	\$839,668	\$881,684

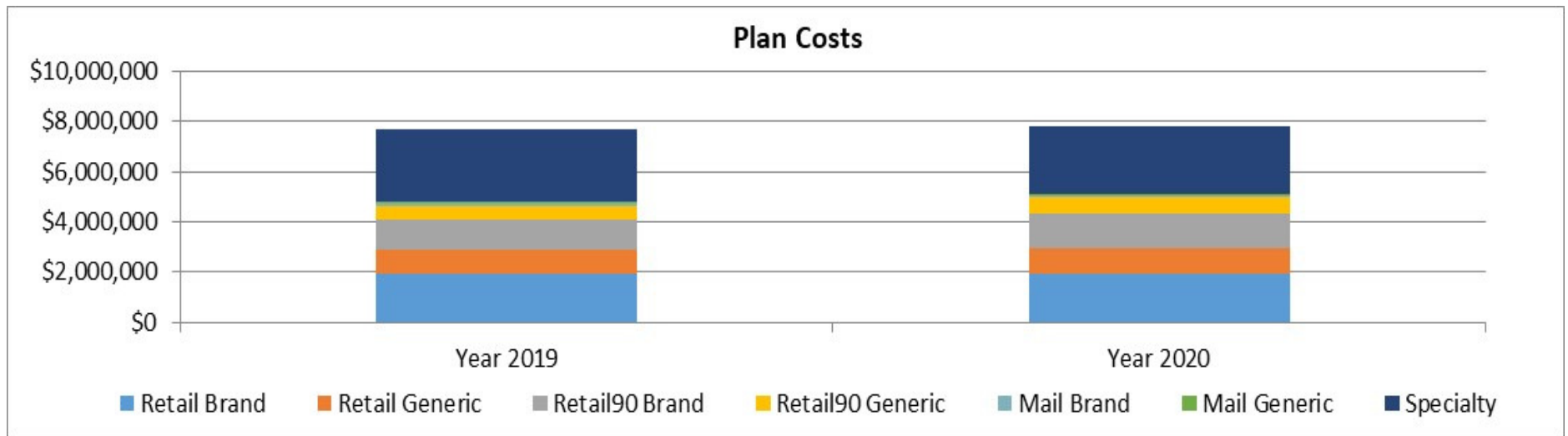


These represent total dollars spent for all products, including specialty drugs

# Annual Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Tulare)

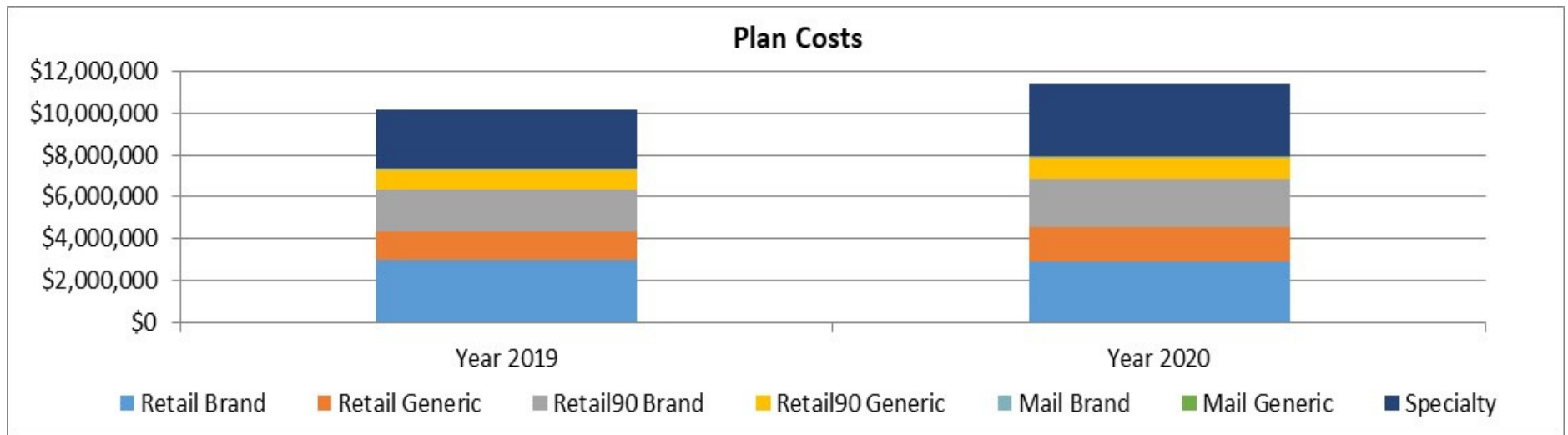
Category	Year 2019	Year 2020
Retail Brand	\$1,957,196	\$1,931,456
Retail Generic	\$953,141	\$1,031,896
Retail90 Brand	\$1,177,755	\$1,369,667
Retail90 Generic	\$561,404	\$648,896
Mail Brand	\$88,453	\$78,101
Mail Generic	\$51,386	\$44,954
Specialty	\$2,899,627	\$2,687,302



# Annual Key Pharmacy Benefit Metrics

## Plan Cost by Channel (Fresno)

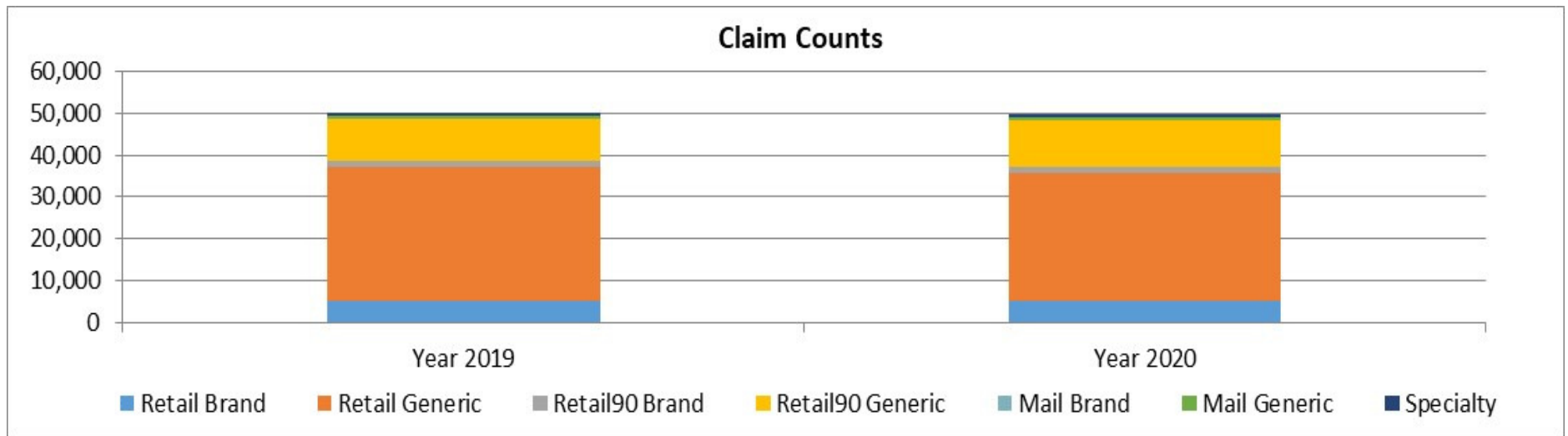
Category	Year 2019	Year 2020
Retail Brand	\$2,928,244	\$2,924,824
Retail Generic	\$1,435,025	\$1,640,137
Retail90 Brand	\$1,986,830	\$2,261,518
Retail90 Generic	\$950,151	\$1,067,549
Mail Brand	\$56,207	\$34,831
Mail Generic	\$22,692	\$24,431
Specialty	\$2,807,571	\$3,439,748



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Tulare)

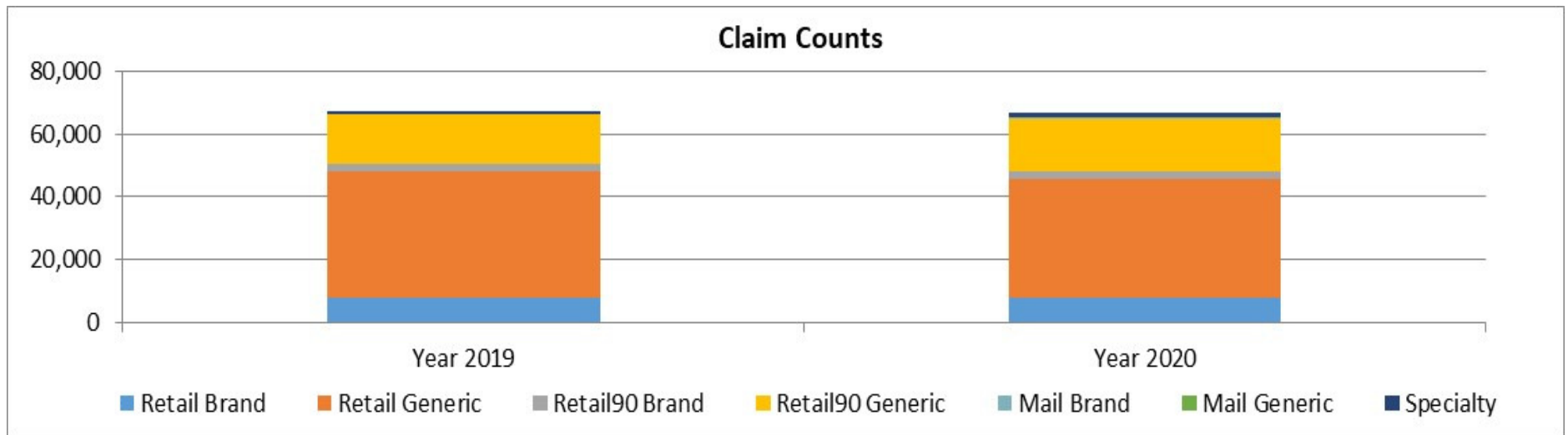
Category	Year 2019	Year 2020
Retail Brand	5,201	4,975
Retail Generic	32,023	30,600
Retail90 Brand	1,327	1,402
Retail90 Generic	10,132	11,388
Mail Brand	87	88
Mail Generic	500	495
Specialty	797	783



# Annual Key Pharmacy Benefit Metrics

## Total Claims Volume by Channel (Fresno)

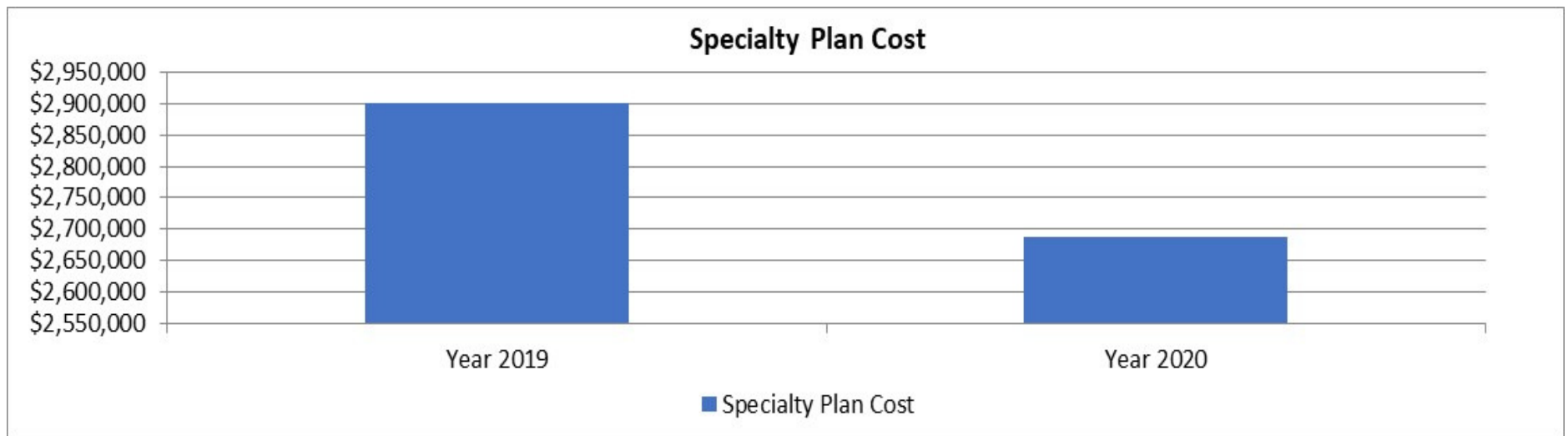
Category	Year 2019	Year 2020
Retail Brand	7,929	7,605
Retail Generic	40,390	37,904
Retail90 Brand	2,285	2,405
Retail90 Generic	15,548	17,202
Mail Brand	56	57
Mail Generic	216	246
Specialty	1,041	1,230



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Tulare)

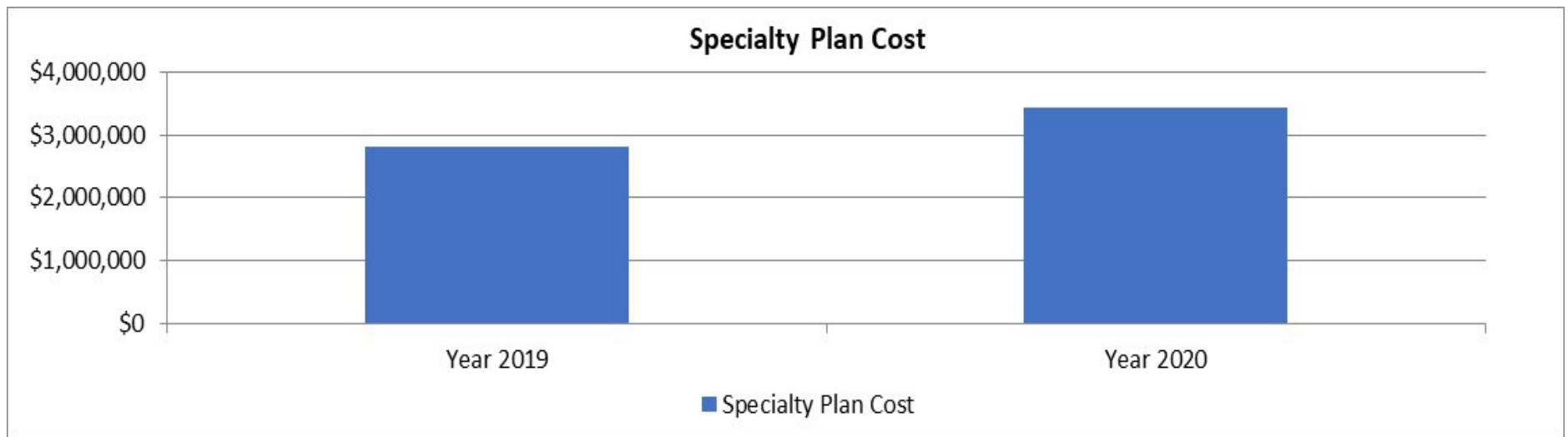
Category	Year 2019	Year 2020
<b>Specialty Plan Cost</b>	\$2,899,627	\$2,687,302
<b>Total Plan Cost</b>	\$7,688,962	\$7,792,272
<b>Specialty Plan Cost %</b>	37.71%	34.49%



# Annual Key Pharmacy Benefit Metrics

## Specialty Plan Cost (Fresno)

Category	Year 2019	Year 2020
Specialty Plan Cost	\$2,807,571	\$3,439,748
Total Plan Cost	\$10,186,719	\$11,393,036
Specialty Plan Cost %	27.56%	30.19%

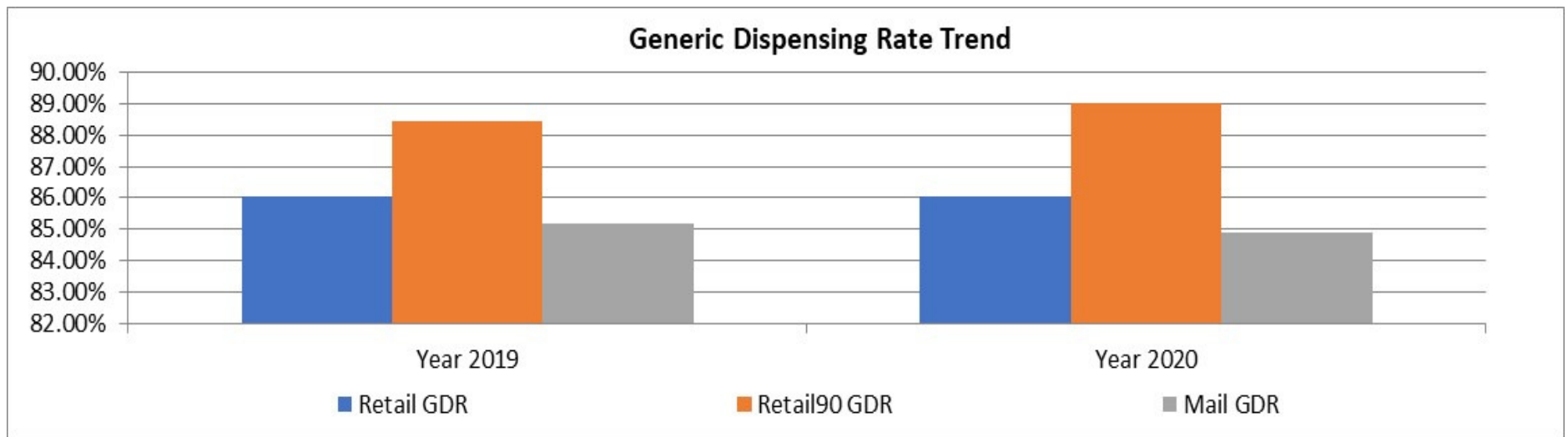




# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Tulare)

Category	Year 2019	Year 2020
Retail GDR	86.03%	86.02%
Retail90 GDR	88.42%	89.04%
Mail GDR	85.18%	84.91%

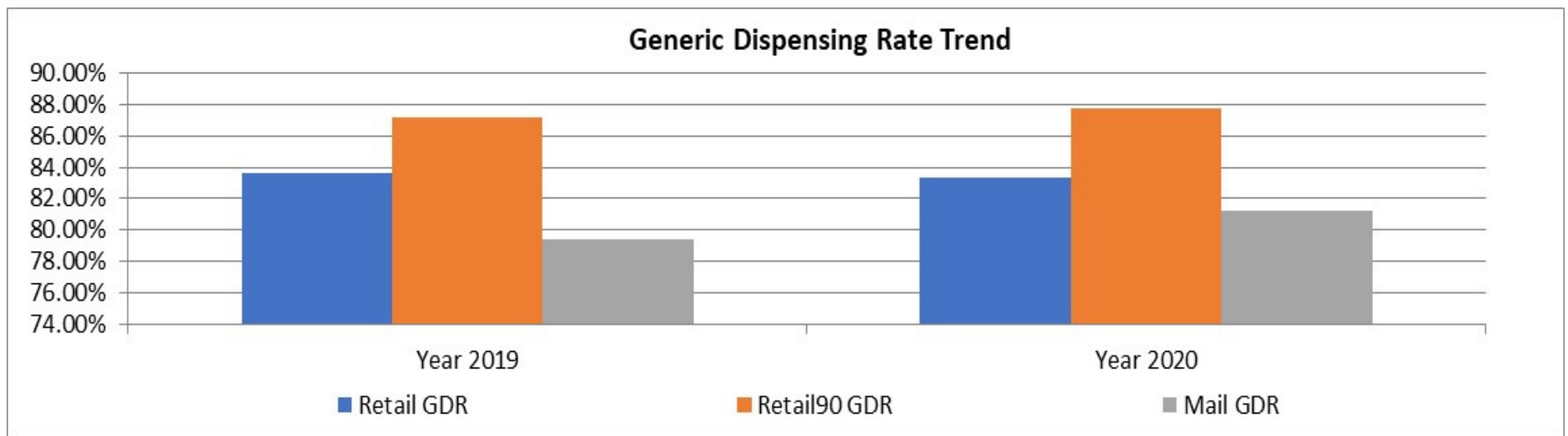


Excludes Specialty

# Annual Key Pharmacy Benefit Metrics

## Generic Dispensing Rate (Fresno)

Category	Year 2019	Year 2020
Retail GDR	83.59%	83.29%
Retail90 GDR	87.19%	87.73%
Mail GDR	79.41%	81.19%

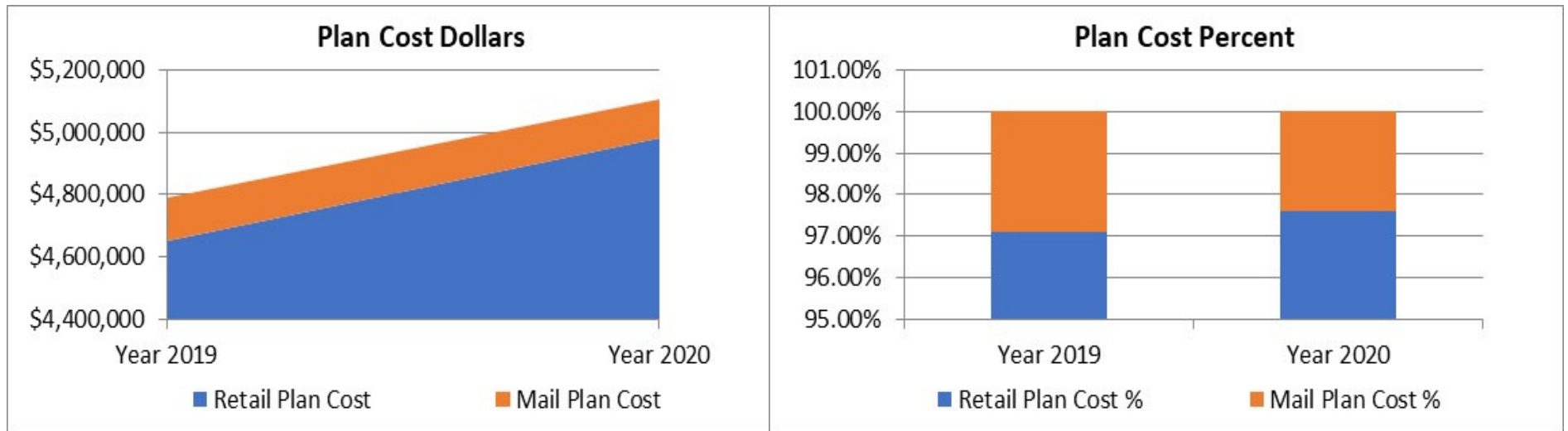


Excludes Specialty

# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Tulare)

Category	Year 2019	Year 2020
<b>Retail Plan Cost</b>	\$4,649,496	\$4,981,915
<b>Mail Plan Cost</b>	\$139,839	\$123,055
<b>Retail Plan Cost %</b>	97.08%	97.59%
<b>Mail Plan Cost %</b>	2.92%	2.41%

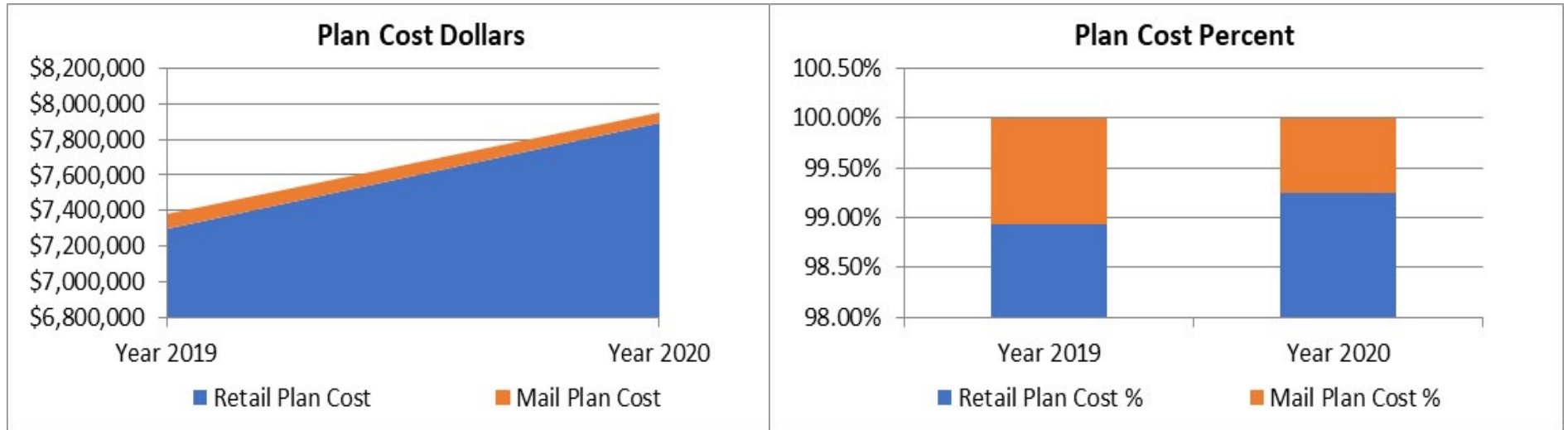


Excludes Specialty

# Annual Key Pharmacy Benefit Metrics

## Retail vs Mail Service Cost Trend (Fresno)

Category	Year 2019	Year 2020
<b>Retail Plan Cost</b>	\$7,300,249	\$7,894,027
<b>Mail Plan Cost</b>	\$78,899	\$59,261
<b>Retail Plan Cost %</b>	98.93%	99.25%
<b>Mail Plan Cost %</b>	1.07%	0.75%



Excludes Specialty