



Keenan[®]

Keenan Pharmacy Services
San Joaquin Valley Insurance Authority
(SJVIA)
Consultants Report: Q2 and Q3 2024

SJVIA- EmpiRx Health – Q2 and Q3 2024 Highlights

- SJVIA's total plan cost increased in Q2 and Q3 2024 by 13% to \$16,031,560
 - **Q2:** \$7,763,580 **Q3:** \$8,267,980
 - Tulare: **Q2** - \$3,309,035 **Q3** - \$3,678,957
 - Fresno: **Q2** - \$4,454,502 **Q3** - \$ 4,589,024
 - The increase in plan spend can be attributed to an increase in Total Rx count.
- Specialty claims plan cost Q2 and Q3 2024 with a decrease in Plan Cost during Q3
 - **Q2 2024 \$2,898,804**
 - Tulare: \$1,317,303
 - Fresno: \$1,581,500
 - **Q3 2024 \$2,555,064**
 - Tulare: \$1,241,195
 - Fresno: \$1,313,869
 - **1,280 Scripts filled in Q2 and Q3 2024 (1,355 Q2 and Q3 2023)**
 - Tulare: 481
 - Fresno: 799
- Patient Saver Plus Program Savings (*formerly known as Variable Copay Assistance (VCAP) aka bWell*)
 - SJVIA Total Savings May – October: \$406,523
 - Tulare: \$174,180
 - Fresno: \$232,343
- Rebates:
 - Q1-2024 net rebate amount is \$1,618,600 (includes \$382,745 true up payment in August)
 - Q2 -2024 net rebate amount is \$1,730,100
 - Q3 – 2024 net rebate amount is \$1,766,350
- Clinical Savings: January – 2024: \$3,902,675 (original estimate number was \$1,100,000)
 - SJVIA Tulare: Jan-Jun 2024, **\$1,444,411**
 - SJVIA Fresno: Jan-Jun 2024, **\$2,458,264**



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Performance Guarantee

- Under the EmpiRx Contract For SJVIA, EmpiRx has \$250,000 at risk per year spread out evenly over 13 categories and if any are not met EmpiRx would pay those out within 90 days of the end of the contract year.
- We recognized that there were challenges affecting SJVIA and members in 2024. Specifically in the areas of Eligibility, Accumulators, Average Speed of Answer, and Mail Order Pharmacy Service TAT that happened since the 7/1 platform migration
- KPS discussed with EmpiRx leadership the issues and in good faith and to demonstrate their ongoing commitment to SJVIA and its members, EmpiRx paid performance guarantees out on the above four metrics earlier than the standard payout per the contract.
- EmpiRx original assessment of these Performance guarantees was \$38,500. KPS negotiated this with EmpiRx and they agreed to an additional \$38,500 which brought the total payment to SJVIA to \$77,000.
- This was paid out to SJVIA via ACH on January 7,2025

KPS Audit

KPS conducts a yearly financial audit of EmpiRx clinical savings, Average Wholesale Price (AWP) discounts and rebate performance against the client's aggregate contractual guarantees.



Top Clinical Cost Drivers by Drug Q1 – Q3 2024

2023 Plan Rank	2024 Plan Rank	Drug Label Name	Drug Group	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost
3	1	WEGOVY	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	N	1,165	297	\$1,754,667.74
1	2	OZEMPIC	ANTIDIABETICS	N	1,056	327	\$1,439,213.88
11	3	MOUNJARO	ANTIDIABETICS	N	826	180	\$1,042,438.83
4	4	DUPIXENT	DERMATOLOGICALS	Y	181	40	\$690,949.05
6	5	JARDIANCE	ANTIDIABETICS	N	429	156	\$592,203.23
2	6	HUMIRA PEN	ANALGESICS - ANTI-INFLAMMATORY	Y	71	22	\$569,205.60
7	7	EMPAVELI	HEMATOLOGICAL AGENTS - MISC.	Y	10	1	\$392,102.70
9	8	TREMFYA	DERMATOLOGICALS	Y	28	10	\$369,460.49
n/a	9	OZEMPIC (2 MG/DOSE)	ANTIDIABETICS	N	246	128	\$347,208.35
n/a	10	ZEPBOUND	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	N	292	99	\$334,677.70
23	11	SKYRIZI PEN	DERMATOLOGICALS	Y	16	7	\$329,888.48
10	12	RYBELSUS	ANTIDIABETICS	N	178	66	\$323,097.15
5	13	TRULICITY	ANTIDIABETICS	N	242	81	\$321,646.52
8	14	FARXIGA	ANTIDIABETICS	N	217	95	\$318,272.09
12	15	STELARA	DERMATOLOGICALS	Y	12	6	\$315,904.99
n/a	16	OZEMPIC (1 MG/DOSE)	ANTIDIABETICS	N	193	119	\$278,034.89
21	17	BIKTARVY	ANTIVIRALS	Y	66	11	\$260,294.65
16	18	JANUVIA	ANTIDIABETICS	N	195	72	\$255,493.97
13	19	RINVOQ	ANALGESICS - ANTI-INFLAMMATORY	Y	39	8	\$249,663.15
n/a	20	KORLYM	ANTIDIABETICS	Y	6	1	\$247,742.05
15	21	ELIQUIS	ANTICOAGULANTS	N	228	73	\$242,653.89
n/a	22	HUMIRA (2 PEN)	ANALGESICS - ANTI-INFLAMMATORY	Y	32	16	\$242,402.42
n/a	23	PAXLOVID (300/100)	ANTIVIRALS	N	161	183	\$241,343.83
n/a	24	OZEMPIC (0.25 OR 0.5 MG/DOSE)	ANTIDIABETICS	N	198	122	\$226,818.99
19	25	SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	Y	15	2	\$222,097.42



New Medications Available in the Market

- **Update on Humira Biosimilar**

- EmpiRx added the below Humira biosimilar's as preferred products to the formulary alongside Humira in 2023
 - Hadlima (adalimumab-bwwd)
 - Unbranded-Hulio (adalimumab-fkjp)
- As of 1/1/2025 - Humira moved to a 2nd line treatment under Step Therapy.
 - The biosimilars will be 1st line.
 - Existing utilizers will be left on Humira for the duration of the existing PA.
 - New utilizers will have to try a 1st line agent starting 1/1/25.

- **New Stelara Biosimilar's**

- As of July 2024, several biosimilars have been approved by the FDA but are not expected to be available until late February 2025, due to settlements and licensing agreements with Janssen Biotech, the manufacturer of Stelara.
 - Wezlana (ustekinumab-auub) was FDA approved on Oct. 31, 2023, as an interchangeable biosimilar to Stelara. It is made by the pharmaceutical company Amgen, Inc.
 - This bio-similar is Exclusive to OptumRx
 - In April of 2024, the FDA approved Selarsdi (ustekinumab-aekn), a Stelara biosimilar made by the pharmaceutical companies Alvotech and Teva Pharmaceuticals. It is not an interchangeable biosimilar.
 - Pricing TBD
 - In July of 2024, the FDA approved Pyzchiva (ustekinumab-ttwe) as an interchangeable biosimilar to Stelara. Pyzchiva is made by Samsung Bioepis.
 - Pricing TBD
- EmpiRx will be reviewing Formulary placement of the Stelara biosimilar's once they become available.

