



Keenan[®]

Keenan Pharmacy Services
San Joaquin Valley Insurance Authority (SJVIA)
Medical Spend vs Pharmacy Spend

Summary – Medical Spend vs Pharmacy Spend

- With rising pharmacy costs, especially in the areas of diabetes and weight loss, KPS has been tasked with reviewing both medical and pharmacy expenditures. The goal is to determine if increased utilization and adherence to pharmacy treatments are leading to a reduction in overall medical costs. The expectation is that better adherence to prescribed medications will result in lower medical expenses due to fewer complications and hospitalizations.
- Anthem and EmpiRx provided Claims data in the following categories from January 2020 – July 2024 for this review
 - Diabetes
 - Weight Loss
 - High Cholesterol/Dyslipidemia
 - Hypertension
 - Sleep Apnea
 - Opioid
 - Cirrhosis



Summary – Medical Spend vs Pharmacy Spend

- **Overall medical spending continues to rise, but at a slower pace than in previous years.**
 - 2021 increased (22%), 2022 decreased (-11%), 2023 increased (6%)
 - 2024 estimated annualized data shows a potential increase of 16%
- **Overall pharmacy spending is outpacing medical spend**
 - 2021 increased (3%), 2022 increased (6%), 2023 increased (40%)
 - 2024 estimated annualized data shows a potential increase of 37%
- **Fresno**
 - **Medical:** 2021 increased (28%). However, it decreased in 2022 (-35%) and in 2023 (-23%)
 - 2024 estimated annualized data shows a potential increase of 18%
 - **Pharmacy:** 2021 increased (1%), 2022 (1%) and in 2023 (38%)
 - 2024 estimated annualized data shows a potential increase of 34%
- **Tulare**
 - **Medical:** 2021 increased (22%), 2022 (-10%) and 2023 (7%)
 - 2024 estimated annualized data shows a potential increase of 16%
 - **Pharmacy:** 2021 increased (5%), 2022 (15%) and 2023 (43%)
 - 2024 estimated annualized data shows a potential increase of 40%
- **The overall cost increase is due to several factors:**
 - **Growth in SJVIA membership:** There has been an increase in total members (+920)
 - **Higher number of utilizers:** More members using services has led to an increase in total claims processed (+227 pharmacy, did not have number of medical utilizers)
 - **Pricing inflation:** Rising prices have also contributed to the overall cost increase.



SJVIA Medical Spend vs Pharmacy Spend by Year

SJVIA Medical and Pharmacy Combined Spend

Experience Period May 2019 - July 2024

Annualized						
Year	Plan Paid	Spend Increase/Decrease	Member Count	Member Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	\$6,365,141		10,342		\$51.29	
2021	\$6,704,749	5%	10,169	-2%	\$54.94	7%
2022	\$6,941,779	4%	10,183	0%	\$56.81	3%
2023	\$9,395,619	35%	11,320	11%	\$69.17	22%
2024	\$12,639,987	35%	12,240	8%	\$86.06	24%
Grand Total	\$42,047,275					



SJVIA Medical Spend vs Pharmacy Spend by Year

SJVIA Medical Spend

Experience Period May 2019 - July 2024

Annualized

Year	Plan Paid	Spend Increase/Decrease	Member Count	Member Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	\$910,421		10,342		\$7.34	
2021	\$1,111,160	22%	10,169	-2%	\$9.11	24%
2022	\$990,349	-11%	10,183	0%	\$8.10	-11%
2023	\$1,051,245	6%	11,320	11%	\$7.74	-5%
2024	\$1,215,525	16%	12,240	8%	\$8.28	7%
Grand Total	\$5,278,700					

SJVIA Pharmacy Spend

Experience Period May 2019 - July 2024

Annualized

Year	Plan Paid	Spend Increase/Decrease	Member Count	Member Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	\$5,454,720		10,342		\$43.95	
2021	\$5,593,588	3%	10,169	-2%	\$45.84	4%
2022	\$5,951,431	6%	10,183	0%	\$48.70	6%
2023	\$8,344,374	40%	11,320	11%	\$61.43	26%
2024	\$11,424,462	37%	12,240	8%	\$77.78	27%
Grand Total	\$36,768,575					



SJVA Medical Spend vs Pharmacy Spend by Year and Class

Diabetes

Year	Medical / Pharmacy	Diabetes	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$182,573		10,342		\$1.47	
	Pharmacy	\$4,221,498				\$34.02	
2021	Medical	\$244,961	34%	10,169	-2%	\$2.01	36%
	Pharmacy	\$4,346,089	3%			\$35.62	5%
2022	Medical	\$303,298	24%	10,183	0%	\$2.48	24%
	Pharmacy	\$4,764,092	10%			\$38.99	9%
2023	Medical	\$360,224	19%	11,320	11%	\$2.65	7%
	Pharmacy	\$6,223,900	31%			\$45.82	18%
2024 through July	Medical	\$178,388	-15%	12,240	8%	\$2.08	-21%
	Pharmacy	\$4,661,447	28%			\$54.41	19%



Medical Spend vs Pharmacy Spend by Year and Class

Diabetes

Fresno Year	Medical / Pharmacy	Diabetes	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$7,155		6,295		\$0.09	
	Pharmacy	\$2,614,948				\$34.62	
2021	Medical	\$22,147	210%	6,102	-3%	\$0.30	219%
	Pharmacy	\$2,619,883	0%			\$35.78	3%
2022	Medical	\$9,413	-57%	6,055	-1%	\$0.13	-57%
	Pharmacy	\$2,751,586	5%			\$37.87	6%
2023	Medical	\$6,285	-33%	6,968	15%	\$0.08	-42%
	Pharmacy	\$3,549,586	29%			\$42.45	12%
2024	Medical	\$3,750	2%	7,646	10%	\$0.07	-7%
	Pharmacy	\$2,561,872	24%			\$47.87	13%

Tulare Year	Medical / Pharmacy	Diabetes	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$175,418		4,039		\$3.62	
	Pharmacy	\$1,606,550				\$33.15	
2021	Medical	\$222,814	27%	4,067	1%	\$4.57	26%
	Pharmacy	\$1,726,207	7%			\$35.37	7%
2022	Medical	\$293,885	32%	4,125	1%	\$5.94	30%
	Pharmacy	\$2,012,506	17%			\$40.66	15%
2023	Medical	\$353,939	20%	4,352	6%	\$6.78	14%
	Pharmacy	\$2,674,314	33%			\$51.21	26%
2024	Medical	\$174,638	-15%	4,594	6%	\$5.43	-20%
	Pharmacy	\$2,099,575	35%			\$65.29	27%



SJVA Medical Spend vs Pharmacy Spend by Year and Class

Weight Loss

Year	Medical / Pharmacy	Weight Loss	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$336,723		10,342		\$2.71	
	Pharmacy	\$35,897				\$0.29	
2021	Medical	\$483,873	44%	10,169	-2%	\$3.97	46%
	Pharmacy	\$72,475	102%			\$0.59	105%
2022	Medical	\$327,325	-32%	10,183	0%	\$2.68	-32%
	Pharmacy	\$133,112	84%			\$1.09	83%
2023	Medical	\$220,534	-33%	11,320	11%	\$1.62	-39%
	Pharmacy	\$1,129,786	749%			\$8.32	663%
2024 through July	Medical	\$244,355	90%	12,240	8%	\$2.85	76%
	Pharmacy	\$1,404,972	113%			\$16.40	97%



Medical Spend vs Pharmacy Spend by Year and Class

Weight Loss

Fresno Year	Medical / Pharmacy	Weight Loss	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$442		6,295		\$0.01	
	Pharmacy	\$30,829				\$0.41	
2021	Medical	\$5,057	1044%	6,102	-3%	\$0.07	1080%
	Pharmacy	\$47,066	53%			\$0.64	57%
2022	Medical	\$717	-86%	6,055	-1%	\$0.01	-86%
	Pharmacy	\$51,175	9%			\$0.70	10%
2023	Medical	\$789	10%	6,968	15%	\$0.01	-4%
	Pharmacy	\$593,503	1060%			\$7.10	908%
2024 through July	Medical	\$302	-34%	7,646	10%	\$0.01	-40%
	Pharmacy	\$792,554	129%			\$14.81	109%

Tulare Year	Medical / Pharmacy	Weight Loss	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$336,281		4,039		\$6.94	
	Pharmacy	\$5,068				\$0.10	
2021	Medical	\$478,816	42%	4,067	1%	\$9.81	41%
	Pharmacy	\$25,409	401%			\$0.52	398%
2022	Medical	\$326,607	-32%	4,125	1%	\$6.60	-33%
	Pharmacy	\$81,938	222%			\$1.66	218%
2023	Medical	\$219,745	-33%	4,352	6%	\$4.21	-36%
	Pharmacy	\$536,284	555%			\$10.27	520%
2024 through July	Medical	\$244,054	90%	4,594	6%	\$7.59	80%
	Pharmacy	\$612,418	96%			\$19.04	85%



SJVA Medical Spend vs Pharmacy Spend by Year and Class

High Cholesterol/Dyslipidemia

Year	Medical / Pharmacy	High Cholesterol/Dyslipidemia	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$69,960		10,342		\$0.56	
	Pharmacy	\$511,829				\$4.12	
2021	Medical	\$84,598	21%	10,169	-2%	\$0.69	23%
	Pharmacy	\$501,476	-2%			\$4.11	0%
2022	Medical	\$87,717	4%	10,183	0%	\$0.72	4%
	Pharmacy	\$508,980	1%			\$4.17	1%
2023	Medical	\$103,309	18%	11,320	11%	\$0.76	6%
	Pharmacy	\$539,706	6%			\$3.97	-5%
2024 through July	Medical	\$77,653	29%	12,240	8%	\$0.91	19%
	Pharmacy	\$292,327	-7%			\$3.41	-14%



Medical Spend vs Pharmacy Spend by Year and Class

High Cholesterol/Dyslipidemia

Fresno Year	Medical / Pharmacy	High Cholesterol/Dyslipidemia	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$3,794		6,295		\$0.05	
	Pharmacy	\$329,900				\$4.37	
2021	Medical	\$1,785	-53%	6,102	-3%	\$0.02	-51%
	Pharmacy	\$339,530	3%			\$4.64	6%
2022	Medical	\$2,007	12%	6,055	-1%	\$0.03	13%
	Pharmacy	\$323,809	-5%			\$4.46	-4%
2023	Medical	\$2,792	39%	6,968	15%	\$0.03	21%
	Pharmacy	\$340,071	5%			\$4.07	-9%
2024 through July	Medical	\$1,691	4%	7,646	10%	\$0.03	-5%
	Pharmacy	\$180,909	-9%			\$3.38	-17%

Tulare Year	Medical / Pharmacy	High Cholesterol/Dyslipidemia	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$66,166		4,039		\$1.37	
	Pharmacy	\$181,929				\$3.75	
2021	Medical	\$82,813	25%	4,067	1%	\$1.70	24%
	Pharmacy	\$161,946	-11%			\$3.32	-12%
2022	Medical	\$85,710	3%	4,125	1%	\$1.73	2%
	Pharmacy	\$185,171	14%			\$3.74	13%
2023	Medical	\$100,518	17%	4,352	6%	\$1.92	11%
	Pharmacy	\$199,635	8%			\$3.82	2%
2024 through July	Medical	\$75,962	30%	4,594	6%	\$2.36	23%
	Pharmacy	\$111,419	-4%			\$3.46	-9%



SJVA Medical Spend vs Pharmacy Spend by Year and Class

Hypertension

Year	Medical / Pharmacy	Hypertension	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$158,971		10,342		\$1.28	
	Pharmacy	\$195,113				\$1.57	
2021	Medical	\$148,183	-7%	10,169	-2%	\$1.21	-5%
	Pharmacy	\$220,157	13%			\$1.80	15%
2022	Medical	\$158,621	7%	10,183	0%	\$1.30	7%
	Pharmacy	\$224,016	2%			\$1.83	2%
2023	Medical	\$179,184	13%	11,320	11%	\$1.32	2%
	Pharmacy	\$236,095	5%			\$1.74	-5%
2024 through July	Medical	\$113,345	8%	12,240	8%	\$1.32	0%
	Pharmacy	\$163,344	19%			\$1.91	10%



Medical Spend vs Pharmacy Spend by Year and Class

Hypertension

Fresno Year	Medical / Pharmacy	Hypertension	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$6,159		6,295		\$0.08	
	Pharmacy	\$95,664				\$1.27	
2021	Medical	\$5,840	-5%	6,102	-3%	\$0.08	-2%
	Pharmacy	\$111,390	16%			\$1.52	20%
2022	Medical	\$5,369	-8%	6,055	-1%	\$0.07	-7%
	Pharmacy	\$106,372	-5%			\$1.46	-4%
2023	Medical	\$5,779	8%	6,968	15%	\$0.07	-6%
	Pharmacy	\$125,488	18%			\$1.50	3%
2024 through July	Medical	\$4,817	43%	7,646	10%	\$0.09	30%
	Pharmacy	\$88,664	21%			\$1.66	10%

Tulare Year	Medical / Pharmacy	Hypertension	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$152,811		4,039		\$3.15	
	Pharmacy	\$99,449				\$2.05	
2021	Medical	\$142,343	-7%	4,067	1%	\$2.92	-7%
	Pharmacy	\$108,767	9%			\$2.23	9%
2022	Medical	\$153,252	8%	4,125	1%	\$3.10	6%
	Pharmacy	\$117,644	8%			\$2.38	7%
2023	Medical	\$173,405	13%	4,352	6%	\$3.32	7%
	Pharmacy	\$110,607	-6%			\$2.12	-11%
2024 through July	Medical	\$108,528	7%	4,594	6%	\$3.37	2%
	Pharmacy	\$74,681	16%			\$2.32	10%



SJVIA Medical Spend vs Pharmacy Spend by Year and Class

Sleep Apnea

Year	Medical / Pharmacy	Sleep Apnea	Diiference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$116,113		10,342		\$0.94	
	Pharmacy	\$3,887				\$0.03	
2021	Medical	\$121,863	5%	10,169	-2%	\$1.00	7%
	Pharmacy	\$2,342	-40%			\$0.02	-39%
2022	Medical	\$97,126	-20%	10,183	0%	\$0.79	-20%
	Pharmacy	\$4,501	92%			\$0.04	92%
2023	Medical	\$139,777	44%	11,320	11%	\$1.03	29%
	Pharmacy	\$14,449	221%			\$0.11	189%
2024 through July	Medical	\$80,302	-2%	12,240	8%	\$0.94	-9%
	Pharmacy	\$10,487	24%			\$0.12	15%



Medical Spend vs Pharmacy Spend by Year and Class

Sleep Apnea

Fresno Year	Medical / Pharmacy	Sleep Apnea	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$13,491		6,295		\$0.18	
	Pharmacy	\$2,695				\$0.04	
2021	Medical	\$10,880	-19%	6,102	-3%	\$0.15	-17%
	Pharmacy	\$512	-81%			\$0.01	-80%
2022	Medical	\$7,222	-34%	6,055	-1%	\$0.10	-33%
	Pharmacy	\$2,482	385%			\$0.03	388%
2023	Medical	\$7,008	-3%	6,968	15%	\$0.08	-16%
	Pharmacy	\$5,495	121%			\$0.07	92%
2024 through July	Medical	\$5,079	24%	7,646	10%	\$0.09	13%
	Pharmacy	\$2,970	-7%			\$0.06	-16%

Tulare Year	Medical / Pharmacy	Sleep Apnea	Diifference	Member Count	Member Count Increase/Decrease	PMPM Spend	PMPM Increase/Decrease
2020	Medical	\$102,622		4,039		\$2.12	
	Pharmacy	\$1,192				\$0.02	
2021	Medical	\$110,983	8%	4,067	1%	\$2.27	7%
	Pharmacy	\$1,830	53%			\$0.04	52%
2022	Medical	\$89,904	-19%	4,125	1%	\$1.82	-20%
	Pharmacy	\$2,019	10%			\$0.04	9%
2023	Medical	\$132,769	48%	4,352	6%	\$2.54	40%
	Pharmacy	\$8,954	344%			\$0.17	320%
2024 through July	Medical	\$75,223	-3%	4,594	6%	\$2.34	-8%
	Pharmacy	\$7,517	44%			\$0.23	36%



SJVA Medical Spend vs Pharmacy Spend by Year and Class

Opioid

Year	Medical / Pharmacy	Opioid	Diiference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$40,412		10,342		\$0.33	
	Pharmacy	\$416,852				\$3.36	
2021	Medical	\$24,983	-38%	10,169	-2%	\$0.20	-37%
	Pharmacy	\$349,065	-16%			\$2.86	-15%
2022	Medical	\$15,931	-36%	10,183	0%	\$0.13	-36%
	Pharmacy	\$281,762	-19%			\$2.31	-19%
2023	Medical	\$43,590	174%	11,320	11%	\$0.32	146%
	Pharmacy	\$178,827	-37%			\$1.32	-43%
2024 through July	Medical	\$14,846	-42%	12,240	8%	\$0.17	-46%
	Pharmacy	\$116,843	12%			\$1.36	4%



Medical Spend vs Pharmacy Spend by Year and Class

Opioid

Fresno Year	Medical / Pharmacy	Opioid	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$4,776		6,295		\$0.06	
	Pharmacy	\$263,791				\$3.49	
2021	Medical	\$0	-100%	6,102	-3%	\$0.00	-100%
	Pharmacy	\$228,404	-13%			\$3.12	-11%
2022	Medical	\$4,800	100%	6,055	-1%	\$0.07	100%
	Pharmacy	\$175,469	-23%			\$2.41	-23%
2023	Medical	\$0	-100%	6,968	15%	\$0.00	-100%
	Pharmacy	\$107,925	-38%			\$1.29	-47%
2024 through July	Medical		100%	7,646	10%	\$0.00	100%
	Pharmacy	\$71,844	14%			\$1.34	4%

Tulare Year	Medical / Pharmacy	Opioid	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$35,636		4,039		\$0.74	
	Pharmacy	\$153,062				\$3.16	
2021	Medical	\$24,983	-30%	4,067	1%	\$0.51	-30%
	Pharmacy	\$120,661	-21%			\$2.47	-22%
2022	Medical	\$11,131	-55%	4,125	1%	\$0.22	-56%
	Pharmacy	\$106,293	-12%			\$2.15	-13%
2023	Medical	\$43,590	292%	4,352	6%	\$0.83	271%
	Pharmacy	\$70,901	-33%			\$1.36	-37%
2024 through July	Medical	\$14,846	-42%	4,594	6%	\$0.46	-45%
	Pharmacy	\$45,000	9%			\$1.40	3%



SJVIA Medical Spend vs Pharmacy Spend by Year and Class

Cirrhosis

Year	Medical / Pharmacy	Cirrhosis	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$5,670		10,342		\$0.05	
	Pharmacy	\$69,644				\$0.56	
2021	Medical	\$2,700	-52%	10,169	-2%	\$0.02	-52%
	Pharmacy	\$101,984	46%			\$0.84	49%
2022	Medical	\$331	-88%	10,183	0%	\$0.00	-88%
	Pharmacy	\$34,968	-66%			\$0.29	-66%
2023	Medical	\$4,627	1296%	11,320	11%	\$0.03	1156%
	Pharmacy	\$21,610	-38%			\$0.16	-44%
2024 through July	Medical	\$166	-94%	12,240	8%	\$0.00	-94%
	Pharmacy	\$14,848	18%			\$0.17	9%



SJVIA Medical Spend vs Pharmacy Spend by Year and Class

Cirrhosis

Fresno Year	Medical / Pharmacy	Cirrhosis	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$0		6,295		\$0.00	
	Pharmacy	\$27,957				\$0.37	
2021	Medical	\$0	0%	6,102	-3%	\$0.00	0%
	Pharmacy	\$60,778	117%			\$0.83	124%
2022	Medical	\$0	0%	6,055	-1%	\$0.00	0%
	Pharmacy	\$20,042	-67%			\$0.28	-67%
2023	Medical	\$0	0%	6,968	15%	\$0.00	0%
	Pharmacy	\$9,602	-52%			\$0.11	-58%
2024 through July	Medical	\$0	0%	7,646	10%	\$0.00	0%
	Pharmacy	\$9,896	77%			\$0.18	61%

Tulare Year	Medical / Pharmacy	Cirrhosis	Diifference	Member Count	Member Count Increase/ Decrease	PMPM Spend	PMPM Increase/ Decrease
2020	Medical	\$5,670		4,039		\$0.12	
	Pharmacy	\$41,687				\$0.86	
2021	Medical	\$2,700	-52%	4,067	1%	\$0.06	-53%
	Pharmacy	\$41,206	-1%			\$0.84	-2%
2022	Medical	\$331	-88%	4,125	1%	\$0.01	-88%
	Pharmacy	\$14,926	-64%			\$0.30	-64%
2023	Medical	\$4,627	1296%	4,352	6%	\$0.09	1223%
	Pharmacy	\$12,008	-20%			\$0.23	-24%
2024 through July	Medical	\$166	-94%	4,594	6%	\$0.01	-94%
	Pharmacy	\$4,953	-29%			\$0.15	-33%

