



Keenan[®]

Keenan Pharmacy Services
San Joaquin Valley Insurance Authority
(SJVIA)
Consultants Report: Q1 2025

SJVIA- EmpiRx Health – Q1 2025 Highlights

- SJVIA's total plan cost increased by 2% in Q1 2025

	Q4 2024	Q1 2025	QoQ Change
SJVIA	\$8,004,962	\$8,191,247	2%
Tulare	\$3,468,350	\$3,505,469	1%
Fresno	\$4,536,612	\$4,685,776	3%

- This increase is primarily due to a higher number of prescriptions filled

Category	SJVIA Q4 2024	SJVIA Q1 2025	QoQ Change	Tulare Q4 2024	Tulare Q1 2025	QoQ Change	Fresno Q4 2024	Fresno Q1 2025	QoQ Change
Retail Brand	4,562	4,074	(488)	1,922	1,762	(160)	2,640	2,312	(328)
Retail Generic	17,008	20,740	3,732	6,964	8,202	1,238	10,044	12,538	2,494
Retail 90 Brand	1,007	1,049	42	370	384	14	637	665	28
Retail 90 Generic	8,585	8,838	253	3,425	3,453	28	5,160	5,385	225
Mail Brand	94	85	(9)	43	36	(7)	51	49	(2)
Mail Generic	287	227	(60)	135	77	(58)	152	150	(2)
Speciaty	633	607	(26)	226	221	(5)	407	386	(21)
TOTAL	32,176	35,620	3,444	13,085	14,135	1,050	19,091	21,485	2,394

- Specialty claims plan cost decreased in Q1 2025

Category	SJVIA Q4 2024	SJVIA Q1 2025	QoQ Change	Tulare Q4 2024	Tulare Q1 2025	QoQ Change	Fresno Q4 2024	Fresno Q1 2025	QoQ Change
Retail Brand	\$2,971,403	\$3,323,880	\$352,477	\$1,350,569	\$1,515,481	\$164,912	\$1,620,834	\$1,808,399	\$187,565
Retail Generic	\$567,332	\$654,613	\$87,281	\$218,766	\$258,208	\$39,442	\$348,566	\$396,404	\$47,838
Retail 90 Brand	\$1,269,022	\$1,240,063	(\$28,959)	\$465,349	\$452,297	(\$13,052)	\$803,673	\$787,765	(\$15,908)
Retail 90 Generic	\$514,681	\$529,693	\$15,012	\$213,192	\$216,035	\$2,843	\$301,489	\$313,658	\$12,169
Mail Brand	\$153,170	\$157,014	\$3,844	\$66,170	\$58,646	(\$7,524)	\$87,000	\$98,368	\$11,368
Mail Generic	\$21,668	\$19,874	(\$1,794)	\$7,681	\$5,541	(\$2,140)	\$13,987	\$14,332	\$345
Speciaty	\$2,507,686	\$2,266,110	(\$241,576)	\$1,146,623	\$999,261	(\$147,362)	\$1,361,063	\$1,266,850	(\$94,213)



SJVIA- EmpiRx Health – Q1 2025 Highlights

- Enrollment Changes

	Dec-24	Mar-24	QoQ Change
SJVIA	12,425	13,604	1,179
Tulare	4,455	4,791	336
Fresno	7,970	8,813	843

- Patient Saver Plus Program Savings *(formerly known as Variable Copay Assistance (VCAP) aka bWell)*

	May 2024 - March 2025
SJVIA	\$521,121
Tulare	\$241,376
Fresno	\$279,745

- Rebates

Q1 - 2025	\$1,755,770
Q2 - 2025	Pending
Q3 - 2025	Pending
Q4 - 2025	Pending

- Estimated Clinical Savings: Annual Guarantee is \$1,800,000

Q1 - 2025	\$1,051,335
Q2 - 2025	Pending
Q3 - 2025	Pending
Q4 - 2025	Pending



Top Clinical Cost Drivers by Drug Q1 2025

Top Drugs by Ingredient Cost

Based on Paid Date: 01/01/2025-03/31/2025

Drug Label Name	Drug Group	Brand Generic Indicator	Formulary Tier	Speciality Indicator	Claim Count	Utilizers	Ingredient Cost
WEGOVY	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	B	3	N	680	292	\$967,691.34
MOUNJARO	ANTIDIABETICS	B	2	N	471	212	\$606,865.66
ZEPBOUND	ADHD/ANTI-NARCOLEPSY/ANTI-OBESITY/ANOREXIANTS	B	3	N	452	218	\$521,374.82
OZEMPIC (2 MG/DOSE)	ANTIDIABETICS	B	2	N	304	161	\$406,426.37
DUPIXENT	DERMATOLOGICALS	B	2	Y	65	29	\$276,785.64
OZEMPIC (1 MG/DOSE)	ANTIDIABETICS	B	2	N	204	122	\$274,717.34
JARDIANCE	ANTIDIABETICS	B	2	N	134	119	\$201,186.51
OZEMPIC (0.25 OR 0.5 MG/DOSE)	ANTIDIABETICS	B	2	N	175	113	\$192,662.41
HUMIRA (2 PEN)	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	17	10	\$127,099.29
EMPAVELI	HEMATOLOGICAL AGENTS - MISC.	B	2	Y	3	1	\$121,748.16
SKYRIZI PEN	DERMATOLOGICALS	B	2	Y	5	5	\$114,155.80
JYNARQUE	ENDOCRINE AND METABOLIC AGENTS - MISC.	B	3	Y	5	2	\$112,600.30
ELIQUIS	ANTICOAGULANTS	B	2	N	87	64	\$104,166.51
TREMFYA	DERMATOLOGICALS	B	2	Y	7	6	\$102,589.37
BIKTARVY	ANTIVIRALS	B	2	Y	23	10	\$99,516.80
TRULICITY	ANTIDIABETICS	B	2	N	63	35	\$94,367.54
RYBELSUS	ANTIDIABETICS	B	2	N	56	35	\$94,044.40
RINVOQ	ANALGESICS - ANTI-INFLAMMATORY	B	2	Y	13	7	\$89,541.66
STELARA	DERMATOLOGICALS	B	2	Y	4	4	\$89,203.50
SPRYCEL	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	3	Y	6	2	\$86,812.47
FARXIGA	ANTIDIABETICS	B	2	N	53	55	\$80,184.39
INLYTA	ANTINEOPLASTICS AND ADJUNCTIVE THERAPIES	B	2	Y	3	1	\$66,279.39
TALTZ	DERMATOLOGICALS	B	2	Y	8	3	\$59,776.76
TRELEGY ELLIPTA	ANTIASTHMATIC AND BRONCHODILATOR AGENTS	B	2	N	70	49	\$58,570.29
VUMERITY	PSYCHOTHERAPEUTIC AND NEUROLOGICAL AGENTS - MISC.	B	2	Y	6	3	\$56,729.10

Medi-Span which is a comprehensive drug database and decision support solution used in healthcare. They are the source that reports drug information and drug pricing data to EmpiRx. Medi-Span has changed their format for how certain medications are listed like Ozempic being reported by dosage but not other GLP-1's. We have reached out to Medi-Span directly to understand their data and reasoning behind this specific breakout.



Update on Stelara Biosimilar's

- Starting 7/1/25, the EmpiRx Health P&T Committee is designating the following 3 preferred biosimilars—Steqeyma, Yesintek, and Selarsdi— to be placed at parity on the formulary with Stelara
 - This will allow for monitoring of any supply chain, distribution channel, or access issues to Stelara biosimilars- ensuring members still have access to Stelara if needed during this time.
 - This strategy will be re-evaluated by the EmpiRx P&T Committee for 1/1/26
- Current Stelara utilization**
 - SJVIA Tulare: 2 members currently on Stelara (4 claims since 1/1/25)
 - No Stelara biosimilar utilization currently.
 - SJVIA Fresno: 1 member currently on Stelara (3 claims since 1/1/25)
 - No Stelara biosimilar utilization currently.

Drug Name	Annual Therapy Cost
Stelara SC Ustekinumab	\$189,484
Selarsdi SC Ustekinumab	\$27,147
Steqeyma SC Ustekinumab	\$27,147
Yesintek SC Ustekinumab	\$19,500



New Medications Available in the Market

New to Market Brands -

Brand (generic)	Indication	Approval Date	Projected Utilizers	Projected Annual Impact
OmvoH (Mirikizumab)	Ulcerative colitis	12/2/2024	22	\$8,426,857
Aucatzyl (Obecabtagene Autoleucl)	Acute lymphocytic leukemia	11/8/2024	3	\$583,357
Revuforj (Revumenib)	Acute myeloid leukemia*	11/15/2024	1	\$567,148

- Omvoh has the largest potential to increase costs for SJVIA Tulare and Fresno, since Ulcerative Colitis utilization is very prevalent in the current drug mix. This will require a Clinical Review to ensure clinical efficacy and safety. The 22 projected utilizers would likely be switching to Omvoh from an existing high cost therapy.
- The new agents for Leukemia are less of a concern for SJVIA, since most patients stable on current leukemia therapy are unlikely to change therapy.

New Drug Indications -

Brand (generic)	Indication	Approval Date	Projected Utilizers	Projected Annual Impact
Nubeqa (Darolutamide)	Prostate cancer*	7/1/2025	5	\$864,718
Opdivo (Nivolumab)	Colorectal cancer*	6/23/2025	3	\$607,410
Keytruda (Pembrolizumab)	Squamous cell carcinoma*	6/23/2025	3	\$601,567

- These high cost specialty brands are already on the market, they are just receiving expanded indications for their use.
- This represents areas of additional high-cost specialty utilization.

New to Market Brands -

Brand (generic)	Indication	Approval Date	Projected Utilizers	Projected Annual Impact
Jynarque (tolvaptan)	Autosomal dominant polycystic kidney disease	1/1/2025	1	(\$177,965)
Entresto (sacubitril; valsartan)	Chronic heart failure	7/16/2025	27	(\$105,662)
Brilinta 90-mg Tablets (ticagrelor)	Reduce risk of myocardial infarction, stroke	5/1/2025	12	(\$85,667)

- This represents an area of significant potential cost avoidance for SJVIA. EmpiRx Health will direct to the generic when appropriate, we will likely see prescribing patterns favor the generic as prescriber awareness increases for these medications.
- This is an area of cost savings for the plan, and the patient (dependent on plan design).

Note: Financial impacts are estimated based on the assumption that ALL eligible members, according to current utilization trends, switch to the new medications.



SJVIA- KPS – 2024 Audit Results

- **2024 Pharmacy Audit Results**

- Based on the final adjusted annual results, there was a net overperformance of \$2,222,305.
- Per the contract terms, any clinical savings achieved over the clinical guarantee can be used to offset any shortfalls in the performance of AWP discounts and dispensing fees.
- The clinical audit conducted by KPS resulted in a variance of \$113 higher reported on final EmpiRx report vs audit.
- KPS audit determined an additional guaranteed reconciliation amount of \$12.9k not reported. However, KPS did not request an adjustment, as EmpiRx's clinical savings offset the calculated shortfall.
- Rebate audit found that EmpiRx reported a lower reconciliation value of \$9,900.
- KPS requested an adjustment, which will result in an additional \$9,900 included in SJVIA's 2025 Q2 rebate payment.
- EmpiRx provided the below 12-month contract period reconciliation summary, which includes adjusted rebate numbers based on KPS audit findings.
- EmpiRx met their annual reconciliation obligations for contracting period 1/1/2024 – 12/31/2024

KPS Reconciliation Audit Summary Jan 2024 – Dec 2024

Net Clinical Savings	\$6,939,481
Less Clinical Guarantee	\$1,800,000
Clinical Guarantee Overage/Shortfall	\$5,139,481
Discount Performance Overage/Shortfall	(\$2,917,176)
Total Guarantee Overage/Shortfall	\$2,222,305

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. 2025 Audit is expected to be completed by 5/30/26



SJVIA- KPS – 2024 Audit Results

AWP Discount Audit Result for 12-month period 01/01/2024 – 12/31/2024.

- ◆ During the AWP Audit, KPS calculated a shortfall in guarantee of \$2,917,176 vs EmpiRx reported shortfall of \$2,904,257. KPS audit determined the difference is due to EmpiRx classifying brand claims as generic resulting in variance of guaranteed reconciliation amount of \$12.9k not reported.

Channel	Type	Claims	AWP	Ingredient Cost	Discount Achieved	Guaranteed Discount	Guarantee Overage/Shortfall \$	EmpiRx Reported \$	KPS vs. EmpiRx
Mail	Brand	375	\$869,570	\$685,046	21.22%	25.50%	(\$37,216)	(\$37,243)	\$27
Mail	Generic	982	\$410,223	\$129,666	68.39%	90.00%	(\$88,644)	(\$88,186)	(\$458)
Retail 90	Brand	2618	\$5,694,673	\$4,669,129	18.01%	23.00%	(\$284,231)	(\$284,012)	(\$219)
Retail 90	Generic	27516	\$10,320,304	\$1,981,922	80.80%	86.00%	(\$537,079)	(\$532,373)	(\$4,706)
Retail	Brand	9291	\$10,357,031	\$8,907,961	13.99%	20.00%	(\$622,336)	(\$617,294)	(\$5,042)
Retail	Generic	49771	\$6,141,236	\$1,959,882	68.09%	85.00%	(\$1,038,697)	(\$1,029,260)	(\$9,437)
Specialty	Mail	1920	\$8,600,067	\$6,930,509	19.41%	23.00%	(\$308,457)	(\$315,619)	\$7,162
Specialty	Retail	267	\$933,254	\$751,784	19.44%	19.50%	(\$515)	(\$268)	(\$247)
Grand Total		92,740	\$43,326,359	\$26,015,900			(\$2,917,176)	(\$2,904,257)	(\$12,919)

EmpiRx AWP Audit Adjustment:

- ◆ KPS did not request an adjustment due to EmpiRx clinical savings offsetting KPS calculated guarantee shortfall amount.

