

Consistently Delivering Lower Pharmacy Benefit Costs

With Excellus BlueCross BlueShield, You Benefit from:

- 1 Increased Safety, Greater Savings with Medical & Rx Integration
- 2 Clinical Programs, Reporting & Member Communications at No Additional Charge
- 3 Flexible Pricing Options with Lower Net Price

AS THE REGION'S LARGEST
Rx ADMINISTRATOR
WE NEGOTIATE
DEEPER DISCOUNTS

Why is Real-Time Medical & Rx Integration Important?

When your medical plan and pharmacy plan are managed together, they both work better.

What's the benefit of integration?

- Increases member safety
- Improves disease management (ID gaps in care)
- Lowers costs

Other Pharmacy Benefit Managers (PBMs) may claim they have integration, but that is often an upload of a claims file, late at night. With Excellus BCBS, you have real-time review and care integration, which can prevent costly complications.

Here's an example of a member with multiple sclerosis.

- Received specialty medication in a physician's office, covered under the medical benefit
- Different doctor prescribed medication for unrelated issue, covered with pharmacy benefit
- Both claims were visible in real-time because of real-time integration
- Excellus BCBS pharmacist identified and prevented potential serious drug interaction
- Averted hospitalization and possibly death

Ultimately, this integration leads to a reduction in health care costs for you and your employees. For all of our employer groups, there is up to a **6% lower overall medical expense** when we manage both medical and pharmacy benefits. National studies show between 4% and 11% overall savings with real-time integration.



Control Your Costs on Specialty Drugs

Specialty drugs are one of the fastest-growing expenses in health care, with some medications costing more than \$3,000 per month per member. To deliver more savings for you, we partner with Accredo[®] and Walgreens Specialty Pharmacy.

Through our negotiated discounts, and integrated strategies, employers insured with Excellus BCBS realized an annual savings of 10% on the treatment of rheumatoid arthritis/psoriasis – more than \$6 million saved in one drug class alone.



Access Tools & Resources Online

You and your members can go online 24/7 and:

- view benefits and check claims
- compare drug costs, find generic equivalents
- locate pharmacies
- ask questions, research illnesses with “Ask a Pharmacist”

Experience Greater Access & the Power of 1.1 Million Rx Members



Your members will have access to more than 63,000 pharmacies nationwide as well as convenient home delivery from PrimeMail[®] and Wegmans Pharmacy. Plus, you will have the power of our 1.1 million Rx members behind you, which results in larger discounts. As a nonprofit organization with very low margin, Excellus BCBS delivers more savings and convenience for you and your members.

Why Choose Excellus BCBS as Your Pharmacy Benefit Manager?

- Greater access through local, national and home delivery pharmacies
- Lower costs through the strength of national partners and our low nonprofit margin
- Increased safety and savings through real-time integration of medical and Rx and the experience of 15 Excellus BCBS in-house pharmacists
- Clinical programs and member communications at no additional charge
- All-inclusive rate, resulting in lower net annual cost