

**MagellanRx**  
MANAGEMENT<sup>SM</sup>



**ParetoHealth.** 



Our Purpose:

Leading  
humanity  
to healthy,  
vibrant lives



Our Values:



### **OWN IT**

If it is to be  
done, it's up to  
us to do it



### **DELIVER**

We are relentless in  
the pursuit of value  
and results for our  
customers



### **WIN TOGETHER**

We believe in the  
collective genius of  
our people and the  
magic of teamwork



### **CARE**

We care deeply  
about each other,  
our customers and  
the communities  
we serve



### **STAND TALL**

We always  
do the  
right thing



### **EVOLVE**

We embrace  
learning as a  
means to  
reinvention – in  
all that we do

# Solving Complex Pharmacy Challenges



We serve customers and members through...



Employers  
and Health  
Plans



Coalitions



Unions



State and Local  
Governments



Medicare and  
Medicaid



by providing exceptional, evidence-based services...



Core PBM  
Capabilities



Targeted  
Clinical  
Programs



Traditional &  
Specialty Drug  
Management



Insights &  
Analytics



Member  
Engagement  
Programs

## OUR EXPERTISE

**40+ years**  
In Medicaid  
pharmacy

**30+ years**  
In self-funded  
employers

**16+ years**  
In specialty  
management

## OUR COVERAGE

**16 M**  
Medical pharmacy  
lives

**1.9 M**  
Commercial  
PBM lives

**53**  
Health plan  
clients

## OUR PRESENCE

**50**  
States & D.C. w/  
commercial PBM

**25**  
States & D.C. w/ FFS  
Medicaid PBA

**5**  
States  
w/ Medicare



... and innovative solutions

## MRX INDUSTRY REPORTS



## MRX EVENTS



## CUTTING EDGE PILOTS



# We've got your PBM needs covered!



Headquartered in  
Phoenix, Arizona



68,000+ pharmacies  
in our network  
(all major chains)



URAC- and ACHC-  
accredited home  
delivery and specialty  
pharmacies

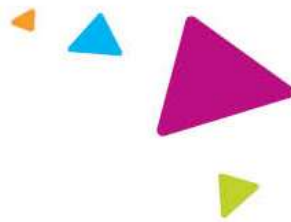


24/7 member and  
pharmacy customer  
service

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Our flexible approach, commitment to best-in-class service and innovative solutions enable true alignment with our customers, setting us apart from the competition to deliver meaningful outcomes.

# Magellan Rx/Pareto Rx Consortium Highlights



Pareto Volume  
(as of January 2022)

= **101K+**  
MEMBERS



Total Pareto Groups  
(as of January 2022)

= **465**

Preferred Pareto partner since **2016**

- ✓ Preferred pricing (pass through)
- ✓ 100% rebates earned passed back to the client
- ✓ Pareto customized formulary options
- ✓ Alternative funding and copay assistance programs available
- ✓ International sourcing
- ✓ Complimentary savings and formulary analysis
- ✓ State-of-the-art reporting and analytics
- ✓ Dedicated account management and concierge team for Pareto clients

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# Clinical Programs

# The MRx Clinical Difference

We challenge the status-quo and *integrate* the healthcare experience





# Formulary Options



## Standard Formulary

Our Standard Formulary identifies and promotes the most clinically-appropriate, and cost-effective products in a given therapeutic class.

- Open - Almost all FDA-approved medications are included
- Able to be modified - To a certain degree, our Standard Formulary can be adapted to meet client specifications



## Precision & Precision Plus+

Our Precision Formularies leverage exclusion strategies to drive the usage of alternatives to reduce costs while maintaining clinically appropriate medication access in select drug categories.

- Robust with a few exclusions
- No modifications within targeted drug classes

Formulary Features



Lowest net-cost management



Optional include/exclude benefit categories



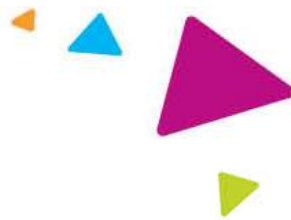
Indication based strategy for autoimmune drugs



Six month new drug entity moratorium



Specialty designation list with preferred drug management





# Formulary Clinical Programs

Available at no additional cost

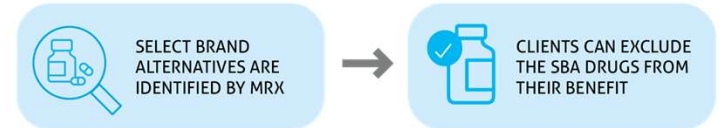


**BRAND**

## MINIMUM VALUE BRAND (MVB)

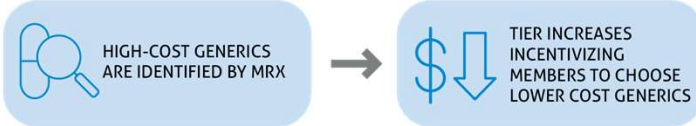


## SELECT BRAND ALTERNATIVE (SBA)



**GENERIC**

## HIGH COST GENERICS (HCG)



## MINIMUM VALUE GENERICS (MVG)



**OTC**

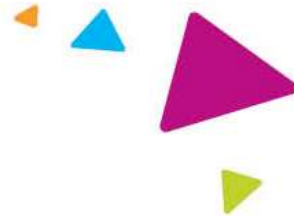
## TIER ZERO



## OTC DIRECT



# What is MRx Cares?



Personalized coaching to improve health through engagement, motivational interviewing, and targeted education.

## Patients receive:



Welcome flyer



Comprehensive initial patient assessment



Monthly health coaching



Motivational interviewing to set personalized goals



Educational tools and videos



Improved care coordination



Community resources and assistance programs

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# Specialty Financial Solutions

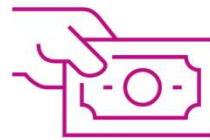
## CAPs vs. PAPs



**PAP**

### **Patient Assistance Program or Specialty Alternative Funding**

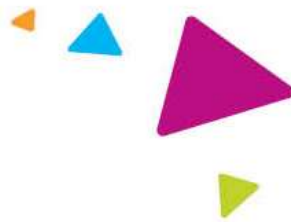
- Specialty Cost Containment version 2.0 – avoiding the specialty claim by seeking an alternative source of funding.
- These programs have been around since 2006 after the Medicare Modernization Act.



**CAP**

### **Copay Assistance Program or Variable Copay Maximization Program**

- Specialty Cost Containment version 1.0 – leverages manufacturers coupons to reduce cost to the employer.
- Maximizes the total value of the coupon by adjusting the copay or coinsurance for a given specialty drug.





# MRx Select Savings

Helps lower overall plan and member amounts on specialty drugs



Can produce savings of 50% or more—helps our customers reduce the economic burden for their members



Benefits members with chronic conditions by providing access to care under the normal process they use today



With the help of industry experts in disease state funding, can extend financial assistance on some high-cost specialty drugs



Includes plan document language that does not reduce the value of the benefit and maintains ACA compliance

**2021 Pareto Client Savings: \$6.3 Million**

**2022 Pareto Client Savings (through February): \$1.3 Million**

# Value Max



## Maximizing copay assistance for more affordable care

The Value Max program is designed for benefit plans that use Magellan Rx as their exclusive specialty provider and have members who take high-cost specialty medications.

## How does Value Max work?

**2021 Pareto Client Savings: \$2 Million**

**2022 Pareto Client Savings (through February): \$475K**



Identify the most common and costly drugs for which there is available assistance



Raise member cost share to maximize manufacturer copay assistance—the plan gets the savings



Exclude member assistance dollars from the deductible and out-of-pocket maximum

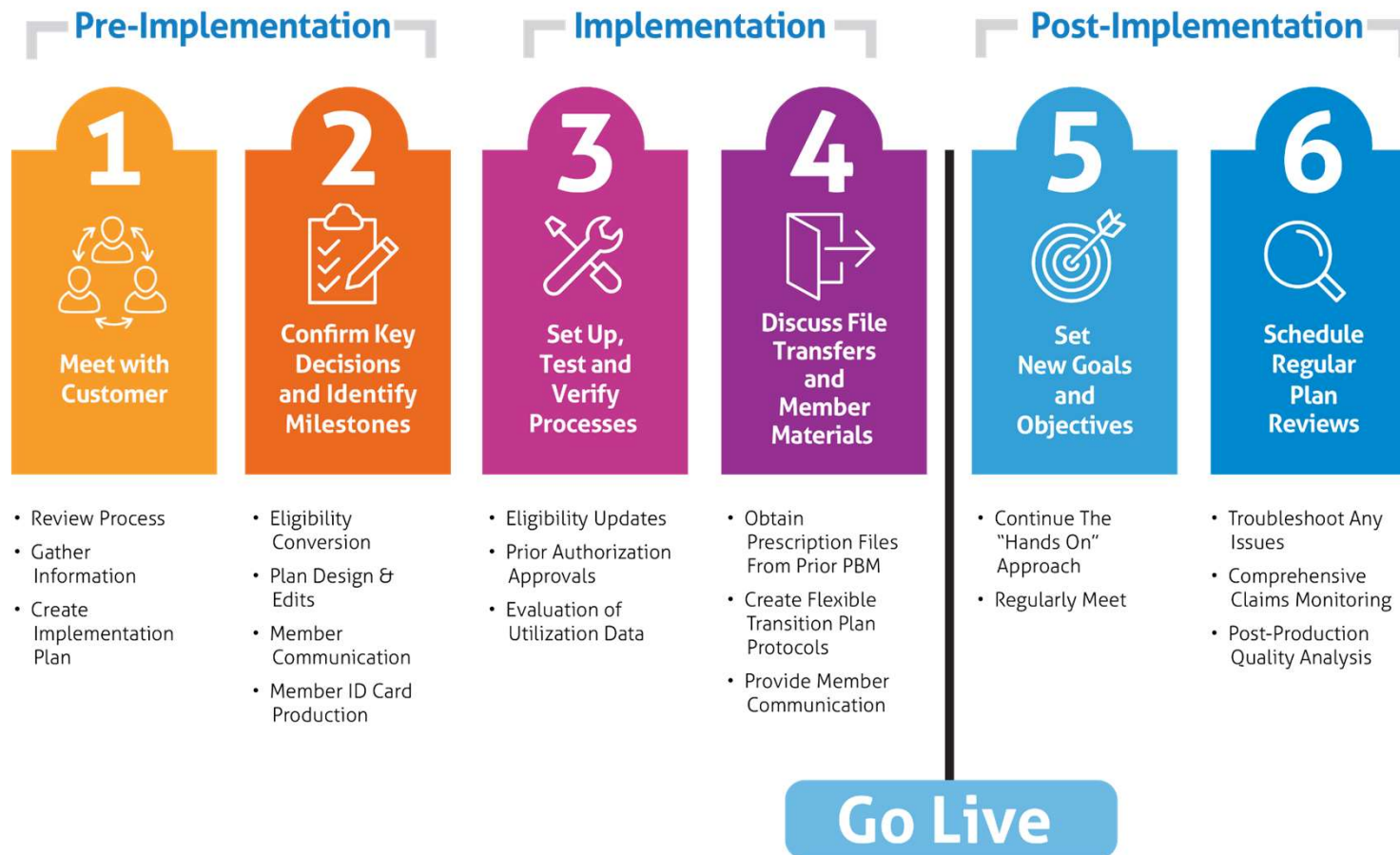
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# Onboarding New Accounts



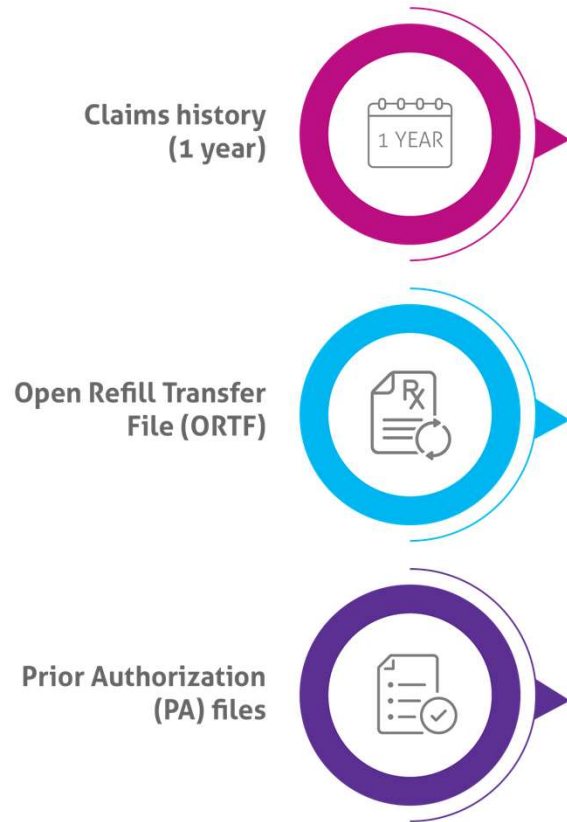
# Implementation Process

## Timeline



# File Transfer Needs

## File types we need



## What we do with the information

Load data into our claims processing system and it's used for retrospective adjudication  
Identify members who will potentially qualify for the alternative funding program

Any prescriptions at the previous PBM's mail order pharmacy will be transferred to Magellan Rx Pharmacy for home delivery

- Certain drugs are not allowed to be transferred
- Prescriptions with no refills will not be transferred

Allow members with existing prior authorizations to continue to fill prescriptions for those medications



# Post-Implementation Phase

Continued collaboration



**Consistently setting  
new goals and  
objectives**



**Regularly scheduled  
plan reviews and  
recommendations**

QUOTE

Our team has truly appreciated the diligence, flexibility and professionalism which the Magellan Rx professionals have displayed at every step of the way. The best demonstration of this is how well the account implementation worked despite the short timeframe.

MAGELLAN RX CUSTOMER

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# Member Support/Tools/Communications

# Member Experience

## Proactive Customer Service

- 24/7 customer service telephone support
- Digital member tools
- Helpful initial and ongoing member communications

## Member Tools

- Member web portal
- Mobile-responsive website
- Member education videos



## Specialty

- Delivers quality service and personalized care
- Includes services and programs to support member needs
- Encourages appropriate utilization

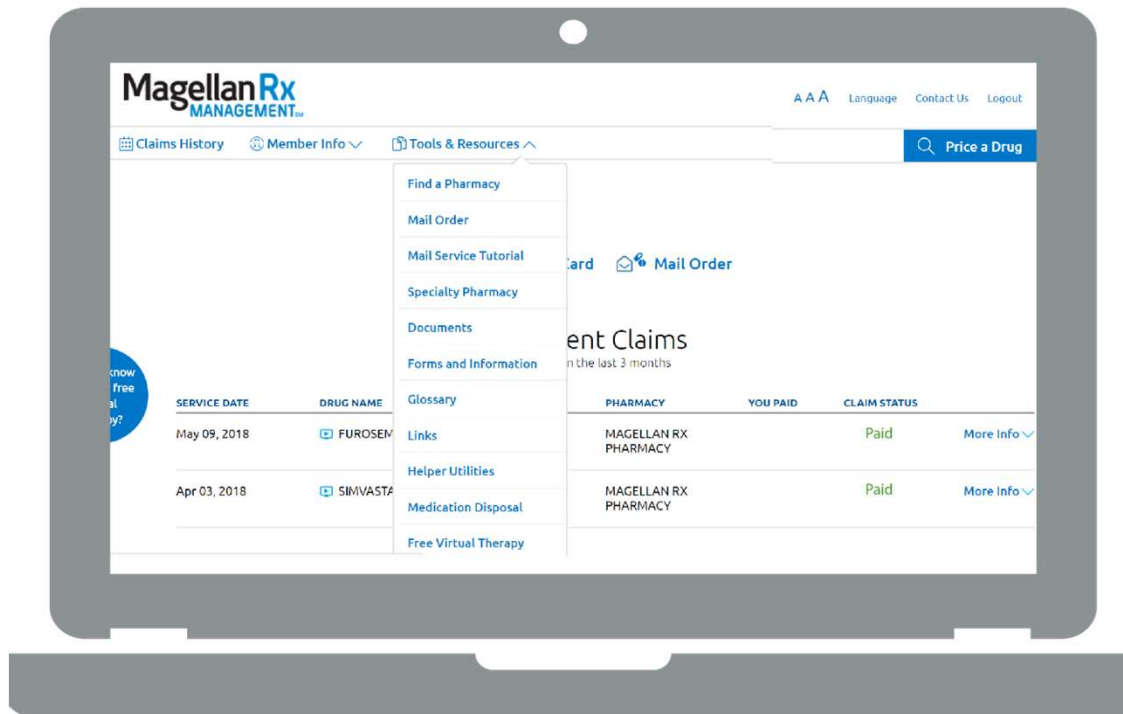
## Home Delivery

- Helps members save money
- Is easy and convenient to use
- Provides peace of mind



# Digital Member Portal

Helpful online resources



# Magellan Rx Mobile App

On-hand prescription drug management tools for members

Members will have access to real-time prescription updates, critical clinical information and cost management tools all in the palm of their hand.



**Check the status  
of prescriptions**



**Price a drug**



**Get detailed  
clinical content  
for prescriptions**



**Receive refill  
reminders**

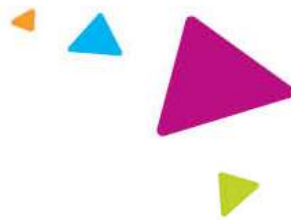
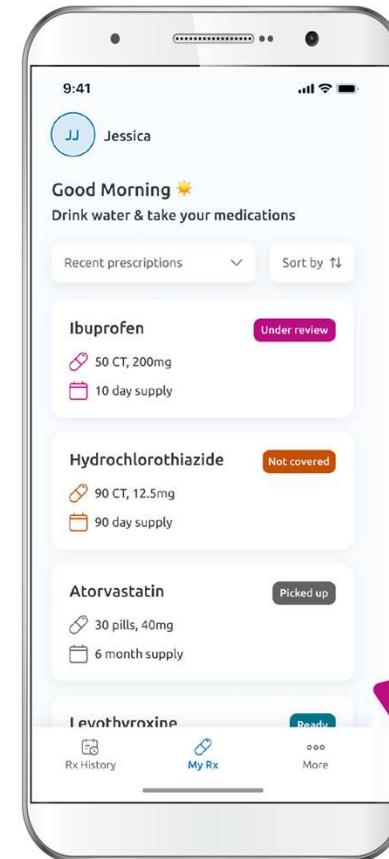
**Coming in 2022!**



**Live chat with  
a customer  
service agent**



**Schedule home  
delivery for  
prescriptions**



**MagellanRx**  
MANAGEMENT<sup>SM</sup>



# Member Materials

**Member ID Card**

**MagellanRx**  
MANAGEMENT

**Member**

Member: JOHN SAMPLE  
Member ID: SMPLO001  
Coverage Type: Family  
Group #: 123

**Pharmacy**

ABC Manufacturing  
RxBIN: 017449  
RxPCN: 6792C00  
RxGRP: PRXABC  
ISSUER (80840): 9151C14609  
Pharmacy Help Desk: (800) 424-0472

MAGELLAN RX MANAGEMENT  
4801 E Washington St., Suite 100  
Phoenix, AZ 85034

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**Welcome Materials**

**Welcome to Magellan Rx Management**

Magellan Rx Management provides a wide range of prescription benefit programs that emphasize quality and cost-effective healthcare solutions, chosen to help you and your family live healthy, vibrant lives. To fill your prescription needs, we offer a robust pharmacy network with no copays. To locate a network pharmacy, you can visit our website.

Please present your identification card along with your prescription. If you have any questions regarding your plan, please contact our Customer Service at the Rx Customer Service phone number for 24 hours a day, 7 days a week.

We encourage you to review these materials and visit our website pharmacy benefit program. Understanding how your program works.

**Maximizing Your Benefits**

**Generic Medications**

Generic medications provide quality, cost-effective alternatives. Whenever possible, in order to reduce costs to you, your plan will select the generic version of a brand-name medication. The brand-name product may be subject to a higher cost or copay.

**Over-the-Counter (OTC) Products**

Some brand-name drugs previously available by prescription (e.g., Tylenol, Advil, Zyrtec, etc.) are now available over-the-counter. It may be a lower cost option to treat your condition. If you're unsure, ask your doctor or pharmacist.

**Online Tools at magellanrx.com**

- Secure online connection, protecting your confidentiality and privacy
- Easy-to-use tools that allow you to view, refill, renew and track your prescriptions
- Drug formulary and lookup tools
- Trusted drug and health condition information and education
- Real-time benefit information
- Access to view and download pharmacy claims
- A participating pharmacy location tool
- Downloadable claim and mail service forms on card

**Magellan Rx Management Contact Information**

Departments/Services for members	Website
Customer Service	Please refer to the Rx Customer Service phone number located on your identification card
Customer Service (for the hearing impaired)	National TDD (Toll Free) (Voice: 800-424-0472)

Departments/Services for physicians	Website
Physician Authentication	Please refer to the Rx Customer Service phone number located on your identification card
Electronic Refills	magellanrx.com

**Department hours**

Customer Service	24 hours a day, seven days a week
Physician Authentication	24 hours a day, seven days a week

**In case of emergency**

- In the event of an emergency or natural disaster, contact Customer Service for assistance. We will help you obtain an immediate refill at a local pharmacy if needed.

**Reporting Medication Errors**

If you believe you are experiencing or have experienced a medication error, please contact your doctor and then email the details to [RxSafety@magellanrx.com](mailto:RxSafety@magellanrx.com).

**How to Get Information about your plan**

For the most up-to-date information about your prescription benefit program, visit us online at [magellanrx.com](http://magellanrx.com) or call Customer Service at the Rx Customer Service phone number located on your identification card.

**Reducing Medication Costs**

**Patient Education**

**Reducing Medication Costs**

Trying to make some changes in your lifestyle might help reduce your need for medicines. Many chronic conditions, high blood pressure, and low back pain, require fewer medicines if you can increase your exercise and improve your diet. Also, increasing support groups, and other therapies may help with disease.

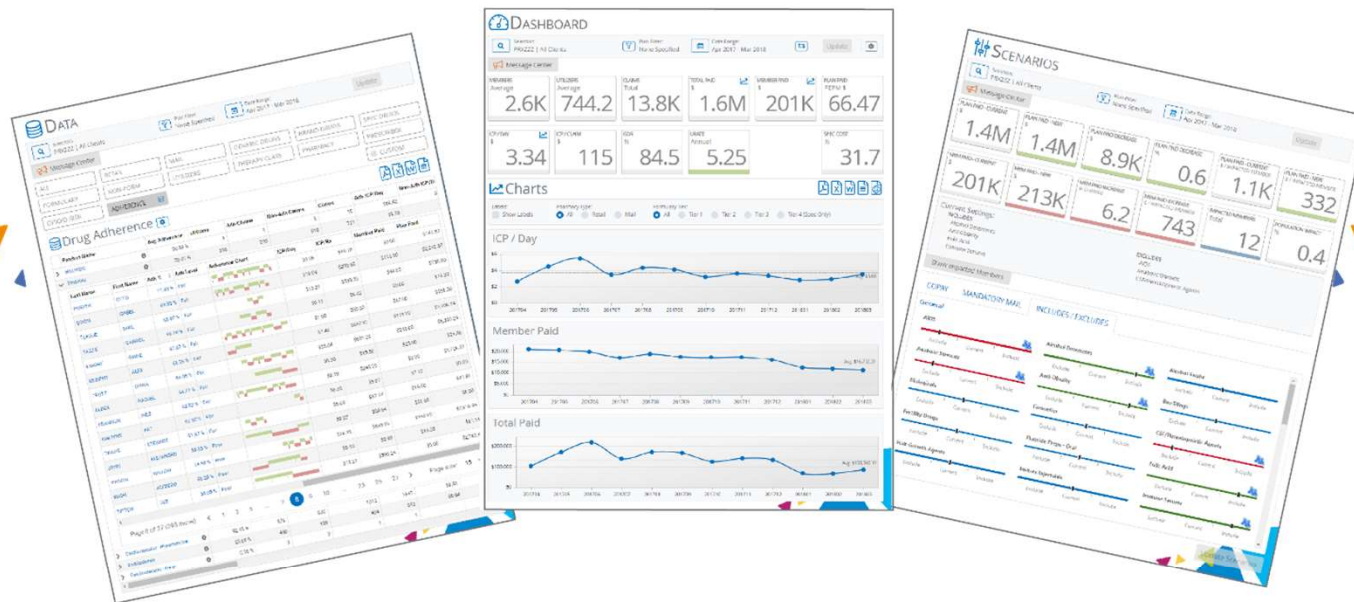
**How can you save money on prescriptions?**

- CHOOSE GENERICS**  
Generic medicines are less expensive. Generics have the same quality, strength, purity, and stability as their more expensive brand names.
- SPUT PILLS**  
Sputting pills in a pillbox with an effervescent or effervescent-like medicine can help you remember to take your medicine as directed.
- SHOP AROUND**  
Shop around for the best deal on medicines. The most cost can vary widely from pharmacy to pharmacy. Some pharmacies match the price that other pharmacies charge.
- BUY IN BULK**  
Buying prescriptions you always take, 3-month supply, 6-month supply, 12-month supply, 18-month supply, 24-month supply, 36-month supply, 48-month supply, 60-month supply, 72-month supply, 84-month supply, 96-month supply, 108-month supply, 120-month supply, 132-month supply, 144-month supply, 156-month supply, 168-month supply, 180-month supply, 192-month supply, 204-month supply, 216-month supply, 228-month supply, 240-month supply, 252-month supply, 264-month supply, 276-month supply, 288-month supply, 300-month supply, 312-month supply, 324-month supply, 336-month supply, 348-month supply, 360-month supply, 372-month supply, 384-month supply, 396-month supply, 408-month supply, 420-month supply, 432-month supply, 444-month supply, 456-month supply, 468-month supply, 480-month supply, 492-month supply, 504-month supply, 516-month supply, 528-month supply, 540-month supply, 552-month supply, 564-month supply, 576-month supply, 588-month supply, 600-month supply, 612-month supply, 624-month supply, 636-month supply, 648-month supply, 660-month supply, 672-month supply, 684-month supply, 696-month supply, 708-month supply, 720-month supply, 732-month supply, 744-month supply, 756-month supply, 768-month supply, 780-month supply, 792-month supply, 804-month supply, 816-month supply, 828-month supply, 840-month supply, 852-month supply, 864-month supply, 876-month supply, 888-month supply, 900-month supply, 912-month supply, 924-month supply, 936-month supply, 948-month supply, 960-month supply, 972-month supply, 984-month supply, 996-month supply, 1008-month supply, 1020-month supply, 1032-month supply, 1044-month supply, 1056-month supply, 1068-month supply, 1080-month supply, 1092-month supply, 1104-month supply, 1116-month supply, 1128-month supply, 1140-month supply, 1152-month supply, 1164-month supply, 1176-month supply, 1188-month supply, 1200-month supply, 1212-month supply, 1224-month supply, 1236-month supply, 1248-month supply, 1260-month supply, 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The slide features a light blue horizontal band across the middle. Above and below this band are several triangles in shades of blue, purple, and magenta, some pointing left and some right, creating a modern, abstract design.

## Efficient & Effective Reporting Capabilities

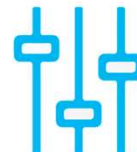
# MRxView



**Dashboard**  
Executive View  
Custom Views  
Visual Graphics



**Data Reports**  
Summary Reports  
Claim Level Detail  
Custom/Filters



**Scenarios**  
Copoly Modeling  
Program Impacts  
Estimated Savings



**RxMonitor**  
Automated Reports  
Custom Criteria  
Emailed Alerts



**Proactive  
Insights**



**Key  
Statistics**



**Trends and  
Recommendations**



Instant and simple access to key functions for better population management

Easy and intuitive guided screen navigation

Mobile-friendly and scalable to tablet size

Password management within the system – no help desk needed!

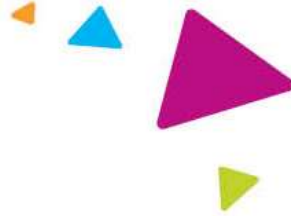


Leading  
humanity to  
healthy, vibrant  
lives

The graphic features a central composition of overlapping triangles. A large magenta triangle is the primary focus, with a cyan triangle layered behind it. To the left, a lime green triangle is positioned. Several smaller triangles in orange, teal, and dark purple are scattered around the central elements. The text 'Leading humanity to healthy, vibrant lives' is centered within the magenta triangle in a white, sans-serif font.



# Legal



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