

# **Solution Spotlight: ArchimedesRx**

**Transforming the Specialty Drug Benefit** 



A full carve-out PBM option for managing specialty drug costs:

- 100% pass-through of rebates
- Integrated alternative funding
- High-touch clinical management
- No conflicts of interest

## THE PROBLEM:

Prescription drugs commonly drive 20-25% of an employer's healthcare spend, with rates rising faster than any other part of healthcare. As the price of prescription drugs continues to rise steeply year over year, those percentages could easily increase to 40-50% in the next three to five years.

Specialty Rx costs—now increasing by as much as 20% annually—are a primary contributor to this alarming trend. Real-time data adds new urgency to an existing challenge: a wholly untenable trajectory for small and mid-sized employers.



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#### THE SOLUTION:

With ArchimedesRx, ParetoHealth is able to provide a full carve-out PBM option exclusively for specialty medications.

Captive members using PRxC PBMs Magellan Rx or SmithRx can partner with ArchimedesRx to:

Take advantage of a pass-through pricing model with PMPM admin fee and integrated alternative funding programs	Gain visibility into their specialty drug program's economics and clinical performance
Access high-touch clinical management designed for the unique needs of patients taking complex and costly medications while driving spend towards the lowest net cost	Eliminate PBM conflicts of interest

We're excited to add Archimedes' unique expertise to ParetoHealth's turnkey employee health benefit solution with multi-year protection. In addition to being the industry leader in specialty drug management solutions, Archimedes is on a mission to transform the PBM industry and make the prescription drug benefit sustainable for the long-term.

Archimedes' Market Differentiators		
Component	PBM Market	Archimedes
Business Model	Conflicted	Aligned-Drug Cost Manager
	Own mail and specialty pharmacies	No pharmacy ownership
	<ul> <li>Multiple pharma revenues</li> </ul>	• 100% of revenue from client fees
	Promote greater utilization	Employer controls the benefit
Coverage Model	Revenue Maximization	Value-Based and Integrated
	• Formularies maximize rebates at the	Value-based coverage
	expense of lowest next cost	<ul> <li>Robust prior authorization</li> </ul>
	<ul> <li>Ineffective and conflicted prior authorization</li> </ul>	<ul> <li>High cost case management</li> </ul>
		Manage across Rx and medical
	Self-Serving	Consultative and Actionable
Reporting Model	Spend and trend basics	Full disclosure
	<ul> <li>Program recommendations that</li> </ul>	• Rebates, discounts, clinical performance
	promote PBM's financial interest	Pharmacy and medical

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## THE IMPACT:

Captive members using ArchimedesRx's specialty carve-out are already seeing significant savings and more effective clinical management.

## **Results by the Numbers**

Specialty Pharmacy Plan Savings

(within the first 90 days of adoption):

47%

**Utilization:** 

9,700 lives, 52 clients, 97 claims processed YTD Clinical:

64 cases reviewed; 39% change rate (includes administrative denials)

# Why Enhanced Clinical Review Matters | Savings Showcase

## **Prior Authorization Example**

# **Dupixent**

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# **Drug profile:**

- Dupixent is an injectable drug used to treat conditions like asthma, atopic dermatitis, and nasal polyps
- It costs around \$3,200 per monthly injection and \$6,400 for the initial dose
- Before a ParetoHealth member is approved for Dupixent, Archimedes requires the patient try and fail lower cost therapies

#### **Context:**

- ullet In this example, we're talking about a patient with nasal polyps caused by a previous nasal surgery
- Although the member had seen a specialist for nasal polyps, there was no evidence the member was having any symptoms
- The member had not tried and failed the lower cost therapies

#### **Actions taken:**

- Archimedes' clinician could not find a reason the member required treatment with Dupixent—so the prior authorization case was denied
- The prescriber and patient were educated on what therapy was more appropriate therapy

# **Cost savings:**

Approximately \$3,200 per month

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