



VSBA

Strategic Benefit Partner

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BPA BestLife Team

Third Party Administrator

30 +
Years as a TPA

Roanoke, VA

Extensive Team of Insurance Professionals



Industry Competence

Past Superintendent Schools
Health Insurance Executive

Insurance Executive
Business & Insurance
Consultant

BPA Leadership Team
TPA Infrastructure
Innovative Tools

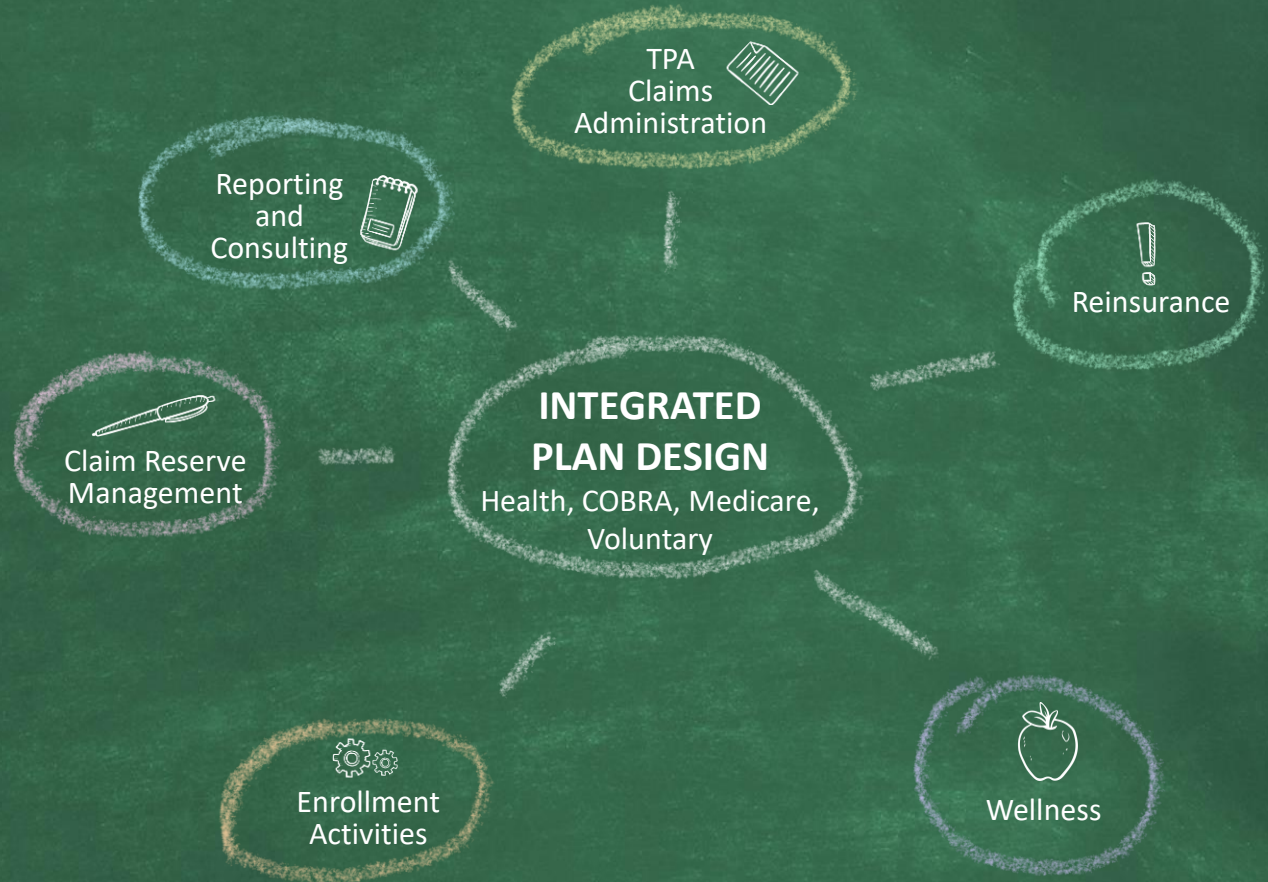


Innovation



Patented Wellness Model
Healthy Lifestyle
Behavior = Decreased
Out-of-Pocket Costs

- Broker Consulting Services Included Complimentary
- Fees are Derived from Administrative & Commissionable Products
- Turnkey Implementation, Resources and Support
- CIGNA Network
- Typically Lower Administrative Costs



Prescription Benefits Managed Through BPA's ABCs

ADVANCED UTILIZATION MANAGEMENT

- Prior Authorization
- Step Therapy
- Drug Quantity Management

BETTER PHARMACY OPTIONS

- Smart90

CONTROL OVER SPECIALTY DRUG SPEND

- Accredo
- SafeGuardRx

With the BPA ABCs of managing prescription benefits your school can:

- Promote employee safety and positive health outcomes
- Increase generic fill rate and formulary compliance
- Reduce overall drug spend

You Gain:

- 100% of rebates returned to each school district
- Dedicated 800 number & Account Manager
- Annual pricing audit of PBM's contract



UTILIZATION MANAGEMENT

Advanced Utilization Management (UM) guides patients to safer, more cost-effective drug choices using clinically based criteria, designed to ensure that each choice reflects the right patient, right drug and right amount.

PROJECTED SAVINGS

PRIOR
AUTHORIZATION

3-5%

STEP
THERAPY

4-6%

DRUG QUANTITY
MANAGEMENT

1-2%

ADVANCED UTILIZATION MANAGEMENT

Step 1: Prior Authorization

What does this mean?


- That means we need more information to make sure the prescribed medicine will work well for you and your condition and that it's covered by your pharmacy benefit.
- Only your physician can provide this information and request a prior authorization for this medicine.
 - Prior authorization phone lines are open 24/7 – so a determination can be made right away.

ADVANCED UTILIZATION MANAGEMENT

Step 2: Step Therapy

Step therapy simply means making sure you get safe and proven-effective medicine for your condition – at the lowest possible cost to you and your plan sponsor.

- **First-Line Medicines**
 - Generic brand and lower-cost brand-name medicines
 - Most cases offer same health benefits as more expensive Brand name Drugs
- **Second-Line Medicines**
 - **Brand Name Medicines** - offered if first-line medicines are not responsive



On average,
the cost of a
generic drug is

80-85% LOWER

than the brand-name
product.

ADVANCED UTILIZATION MANAGEMENT

Step 3: Drug Quantity Management

- Express Scripts fills prescriptions based on guidelines and regulations set forth by the U.S. Food & Drug Administration (FDA).
- Medical Researches after review can determine what is the proper quantity of drug based on individual cases.
- DQM can save you money by offering alternatives of 1 pill of higher dosage, rather than taking multiple pills to of equal dosage value.

BETTER PHARMACY OPTIONS

Smart 90

Smart90 is a money-saving feature of your prescription benefit. It makes it easy for you to fill prescriptions for your maintenance medications (those drugs you take regularly for ongoing conditions) at a lower cost.

- You may fill a 90-day supply of your maintenance medications at a nearby CVS or Target CVS and will **pay less** for each 90-day supply than you would pay for three 30-day supplies at a nonpreferred retail pharmacy.
- Or take advantage of home delivery from the Express Scripts Pharmacy. Get 90-day supplies of your medications delivered direct to you, safely and securely, with free standard shipping.

CONTROL OVER SPECIALTY DRUG SPEND

Accredo

- Accredo, an Express Scripts specialty pharmacy, has been working exclusively with specialty medications for more than 25 years.
 - People on specialty medications benefit from enhanced care and monitoring of their medications to help maximize effectiveness and manage side effects.



8 Steps for Care

STEP 1 Training

You'll benefit from the care and attention of specialty-trained professionals to help you and your doctor manage your therapy.

STEP 2 24/7 Access

The service and support that Accredo provides includes 24/7 access to pharmacists and nurses.

STEP 3 Supplies

Accredo provides all necessary ancillary supplies—such as syringes and sharps containers.

STEP 8 Nursing

Accredo can coordinate with your doctor's office or your infusion center and provide in-home infusion services.



8 Steps for Care

STEP 5 Delivery

Medications that need refrigeration or other special handling receive extra care.

We arrange a delivery time frame that works with your schedule.

STEP 6 Teamwork

The pharmacists and nurses at Accredo work as a team with you and your doctor to monitor your overall drug therapy.

STEP 7 Continuity

Your Accredo care team will stay in touch with you to help make sure that you have what you need, when you need it.

STEP 8 Convenience

We'll guide you through the process and coordinate with your doctor.

CONTROL OVER SPECIALTY DRUG SPEND

EXPRESS SCRIPTS SAFEGUARD Rx

Express Scripts SafeGuardRx is a suite of industry-first solutions designed to safeguard your interests by combining rising drug costs and helping ensure that important treatments and specialized care are available for your members.





References

Dr. John Keeler – Superintendent
Buena Vista City Public Schools

Dr. Wendy Gonzalez – Superintendent
Page County Public Schools



Questions?



Managing Pharmacy Benefits doesn't have to be complex - just remember the ABCs. Partner with BPA and Innovative Rx Strategies today and take control of your school's prescription benefit spend.



**Call Paul LaPradd at <540-795-5692> to
get started or visit www.bpatpa.com.**