

## Sample Client

### Pharmacy Renewal Options

	Current	Negotiated Renewal	Alternate 1	Alternate 2
PBM	Current PBM	Current PBM	PBM 2	PBM 2
Annual Drug Cost	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
Annual Cost with Discounts	\$1,200,000	\$850,000	\$786,580	\$745,634
Rebate Guarantee	\$90,000	\$144,000	\$352,532	\$378,860
Rebate Credit	Yes	Yes	No	No
Copay Assistance Program	No	No	Yes	Yes
Preferred TPA Partner	Yes	Yes	Yes	Yes
Drug Spend after Discount and Rebates	\$1,110,000	\$706,000	\$434,048	\$366,774
TPA Admin Fee	\$0.00	\$0.00	\$2.00	\$2.00
# Enrolled	300	300	300	300
Monthly Cost	\$0	\$0	\$600	\$600
Loss of Rebate Credit	\$0.00	\$0.00	\$25.00	\$25.00
# Enrolled	300	300	300	300
Monthly Cost	\$0	\$0	\$8,100	\$8,100
Monthly Admin Cost	\$0	\$0	\$8,700	\$8,700
Annual Admin Cost Change	\$0	\$0	\$104,400	\$104,400
Annual Total Cost (Estimated)	\$1,110,000	\$706,000	\$441,248	\$373,974
<i>Increase from Current</i>	-	-36%	-60%	-66%
Implementation fee	No	No	Yes	Yes

Alternate two represents Formulary and Rx network variances to drive savings via discounts and rebates.