



Pharmacy Benefits – Beyond Expectations

Date

Prepared for





Steven T. Boyd, PharmD
EVP Business Development
Co-founder and Owner
steven.boyd@liviniti.com

Agenda

1. About Liviniti
2. Clinical Approach
3. Service Delivery
4. Liviniti Health
5. RxCompass
6. Wrapping it Up



2011

Transparency Matters.

Pioneers in pass-through PBM and clinical management.

750,000

Flexibility Matters.

Plan members served for small, mid-sized and large clients across the country.



Experience Matters.

Serving small, mid-sized and large clients across the country

85_{NPS} <15_{sec ASA}

Service Matters.

Strong Net Promoter Score. Members quickly reach our service team.



Value Matters.

Sourcing the right drug at the best price across multiple pathways.



Client Portal



Innovation Matters.

Technology built and managed by Liviniti to empower our clients.

Liviniti drives powerful savings



Focused on managing the overall pharmacy spend

- Lowest net-cost
- Full data access & visibility
- Flexible PBM services

Driven by our lowest net cost clinical philosophy

- Innovative Clinical Management programs
- Predictable and measurable savings

Our innovative drug procurement program

- Integrated sourcing solution
- Targets specialty & high-cost medications
- Care navigators guide members

**The RIGHT drugs
at the BEST
prices for the
BIGGEST
savings.**

All the services you should expect from a PBM

Utilization management	24/7/365 member service
Formulary options	Implementation specialists
Mail order capabilities	Plan design experts
Specialty pharmacy partnerships	Experienced client services team
National retail network	Detailed plan reporting

What's different?

The flexibility we give clients to tailor our services to meet their needs.

We continually enhance our services

NOOM

- We've partnered with Noom to offer weight loss and diabetes prevention programs.
- Our program include a range of options that can be implemented alongside current plan design for weight loss.



- The Liviniti network now includes Mark Cuban Cost Plus Drug company, an online pharmacy known for its focus on prescription drug affordability.
- Selling mostly generic drugs, this is as an optional network pharmacy for our clients.



- We shop the discount cards for you, searching for lower drug prices available in the market.
- The search happens automatically at the point-of-sale, ensuring the process is fast, accurate and easy.

Liviniti Delivery on Demand Powered by ScriptDrop

- Liviniti Delivery on Demand provides reliable home delivery of prescription medications from local pharmacies.



- Fast, accurate information and functionality, supporting members who prefer to manage their pharmacy benefits on the go.



- National mail order service for prescription delivery.
- Increased convenience and accessibility for members and their families.

Our commitment is deep savings and high value

		SAVINGS
	Pass-Through Savings	8-10%
	Clinical Management Savings	7-10%
	Better Drug Sourcing	10-20%
Total		25-40%

It's typical for a new client to see **average savings up to 40%** for their overall pharmacy spend.

319 lives

5,920 annual claims

\$366,571 total annual savings

Savings analysis: ABC Company

Incumbent PBM Cost Summary

Annual Gross Cost **\$1,109,909**

Liviniti Savings

Pass-Through Savings (additional discounts & rebates) **-\$101,199** **9% Savings**

Clinical Management Savings **-\$102,057** **8% Savings**

Drug Sourcing Savings (RxCompass) **-\$163,315** **15% Savings**

Liviniti Gross Cost **\$743,338**

Annual Savings Opportunity **\$366,571** **32% Total Savings**

*Current Liviniti client

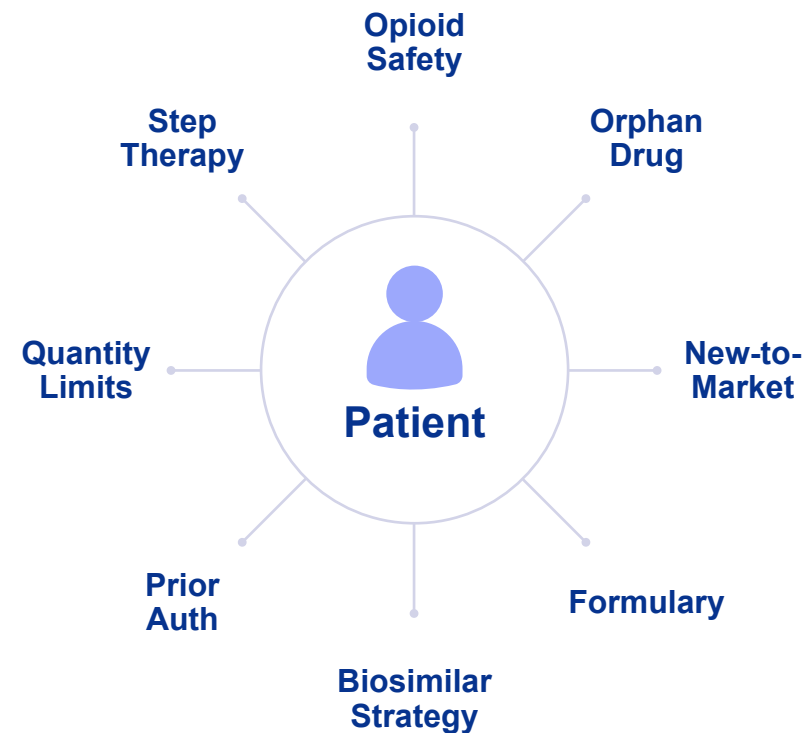
Clinical Approach



Clinical impact: getting patients on the right drug

- Pharmacist driven
- Lowest net cost strategy
- Client controlled
- Limit the plan's exposure to unnecessary high-cost therapy
- Avoid waste and over-utilization
- Clinical and safety edits
- FDA-approved indications only

Clinical Programs – All Included



Our commitment to lowest net cost sets the foundation

- Our PA program has an **unbiased clinical focus**.
- We have no incentive to approve higher cost drugs.

Overview

- Our program includes review for 850+ drugs – far more than the industry standard.
- We recommend treatment changes more often than the industry standard.

Goal

- Ensure lower cost treatments are tried first.
 - Traditional drugs before high-cost specialty
 - Biosimilars when available
 - Lower cost brands in lieu of high-cost brands
 - Lowest cost generics

Results

35-45%
PA approval rate

7-10%
average plan savings
on drug spend

Getting to lowest net cost – treatment example

Case example – Stelara

- A specialty drug to treat psoriasis
- Treatment should start with step 1, not step 3
 - **Step 1: Trial & failure with topical therapy**
 - **Step 2: Trial & failure with non-specialty drug**
- **40.3%** PA approval rate for this 3rd line drug
- A 1,000-life group will have 5-6 psoriasis patients

How many of your psoriasis patients are on a high-cost 3rd line therapy today?

How many first tried a step 1 & 2 drug?

Treatment Cost Comparison*

Drug	Clinical Step	Per Month				Net Cost
		Network Cost	Rebate	Net Cost After Rebate	Coupon Amount	
Non-Specialty						
Topical Therapy	1	\$64-306	\$0	\$0	\$0	\$64-306
Oral Drug	2	\$21-105	\$0	\$0	\$0	\$21-105
Specialty (biologic)						
Stelara	3	\$8,530	\$3,962	\$4,567	\$1,667	\$2,900

\$30-35K savings
per person/year for 1st or 2nd line v. Stelara

Clinical management savings

ABC COMPANY

319 lives

5,920 annual claims

\$366,571 total annual savings

Clinical Program	Rx's	Target Drugs Total Cost	Preferred Drugs Total Cost	Preferred Drugs Total Savings
Biosimilar	57	\$20,328.26	\$3,798.82	\$16,529.44
Generic Equivalent	46	\$18,442.43	\$7,258.82	\$11,183.61
Prior Authorization	193	\$176,433.81	\$121,901.72	\$54,532.09
Step Therapy	30	\$42,543.09	\$22,730.75	\$19,812.35
Total	326	\$257,747.59	\$155,690.10	\$102,057.49

Clinical Savings
\$102,057

319 lives

5,920 annual claims

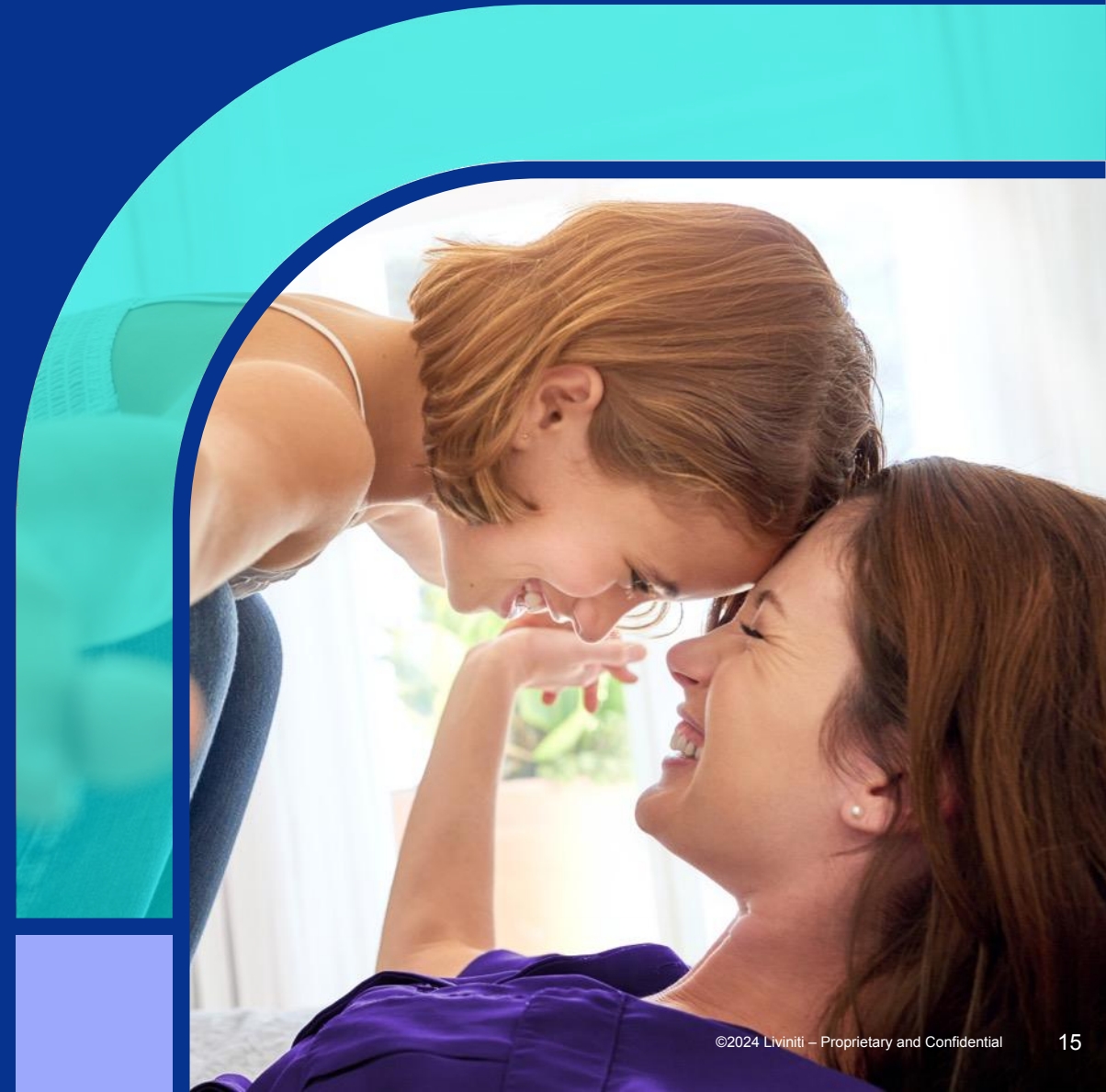
\$366,571 estimated annual savings

Clinical impact: client analysis details

Savings Summarized by Target Drugs

Target Drugs	Clinical Program	Preferred Drugs/Clinical Controls	Rx's	Target Drugs Total Cost	Preferred Drugs Total Cost	Preferred Drugs Total Savings
Lantus SoloStar	Biosimilar	Insulin glargine-yfgn	57	\$20,328.26	\$3,798.82	\$16,529.44
Advair Diskus	Generic Equivalent	fluticasone salmeterol diskus	4	\$1,259.96	\$439.20	\$820.76
Apriso	Generic Equivalent	mesalamine ER 0.375 gram capsules	11	\$5,511.11	\$1,702.80	\$3,808.31
HumaLOG KwikPen	Generic Equivalent	insulin lispro (1-unit dial)	10	\$4,063.00	\$456.30	\$3,606.70
Lialda	Generic Equivalent	mesalamine enteric-coated tablets	6	\$1,923.06	\$1,638.77	\$284.29
Symbicort	Generic Equivalent	budesonide-formoterol	15	\$5,685.30	\$3,021.75	\$2,663.55
Mounjaro	Prior Authorization	Require diagnosis of T2 Diabetes Mellitus, A1c of 6.5% or greater if new start	34	\$33,791.21	\$20,720.77	\$13,070.44
Ozempic	Prior Authorization	Require diagnosis of T2 Diabetes Mellitus, A1c of 6.5% or greater if new start	71	\$62,535.21	\$38,346.59	\$24,188.62
Rybelsus	Prior Authorization	Require diagnosis of T2 Diabetes Mellitus, A1c of 6.5% or greater if new start	31	\$27,690.55	\$20,730.53	\$6,960.02
Trulicity	Prior Authorization	Require diagnosis of T2 Diabetes Mellitus, A1c of 6.5% or greater if new start	57	\$52,416.84	\$42,103.83	\$10,313.01
Nurtec	Step Therapy	sumatriptan, rizatriptan, eletriptan	4	\$4,267.54	\$2,328.33	\$1,939.21
Ubrelvy	Step Therapy	sumatriptan, rizatriptan, eletriptan	26	\$38,275.55	\$20,402.42	\$17,873.14
Total			326	\$257,747.59	\$155,690.10	\$102,057.49

Service Delivery



High member satisfaction

If we can't resolve a member question, **we** initiate the call back within 24 hours.

- Reach a live person every time
- No IVR or telephone prompts
- Based in the U.S. – 24/7/365
- First call resolution
- Our Member Service technology enables fast, accurate answers
- Member portal and mobile app for easy self-service

<15 sec.
average speed
of answer

<24 hrs.
ticket resolution &
member response

<1%
calls abandoned

~5:30 min.
average call
handle time

Self-Service Tools



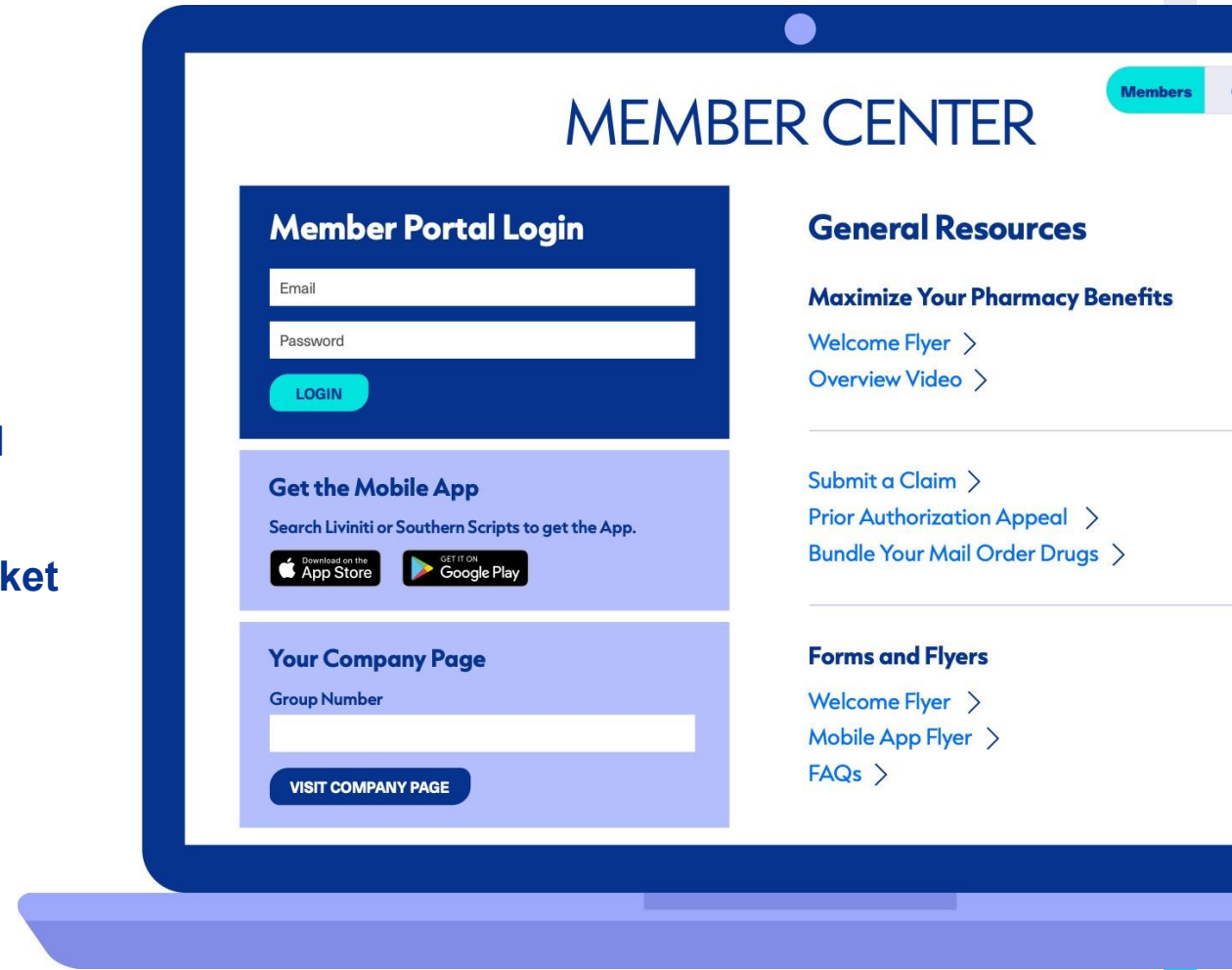
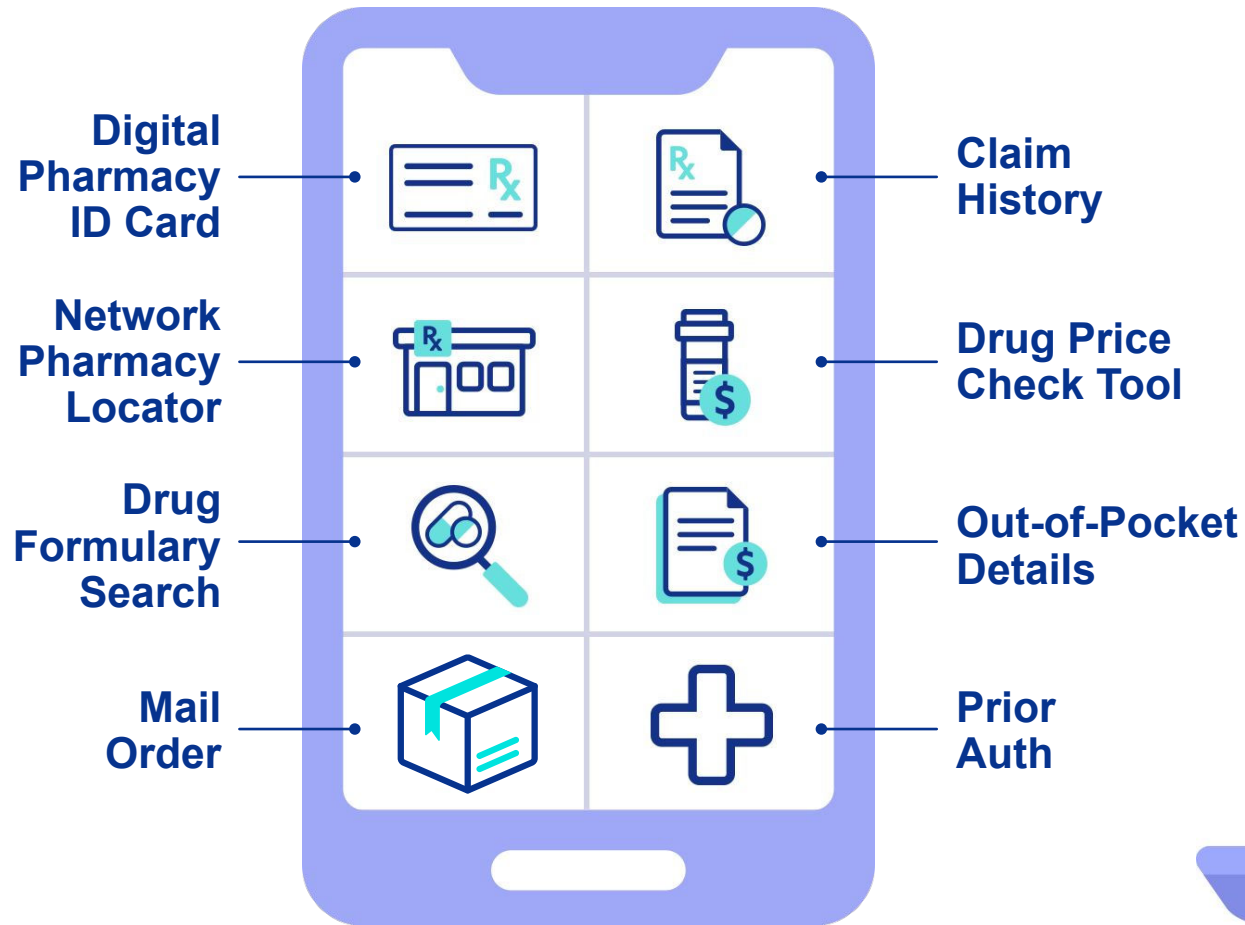
mobile app



member portal

2023 Service Team Data

Digital Member Tools



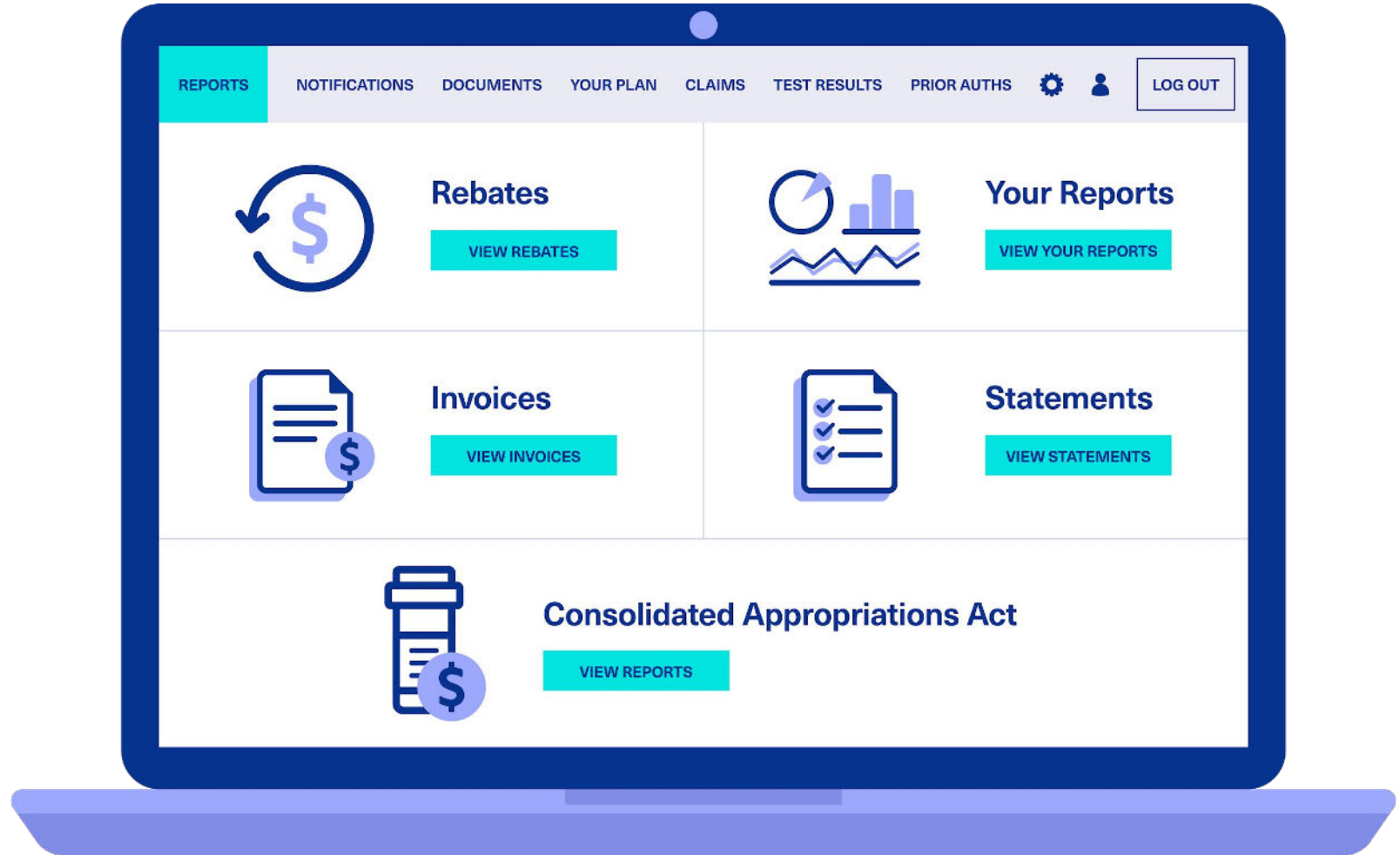
An easy transition for members

- Proactive program to assist member transition to Liviniti
- Actively monitors rejected claims
- Overrides for members on active therapies
 - Letters to members
 - Prior authorization initiated
- Available to clients without claims data from previous PBM
- Drives continuity of care and high member satisfaction



A robust client portal

- Customized client hub activated during implementation
- Easy to share large files and plan documents
- Review plan testing results and provide approval
- View prior auth status
- Find rebate reports, utilization reports and invoices
- Review member documents
- Stay up-to-date with CAA



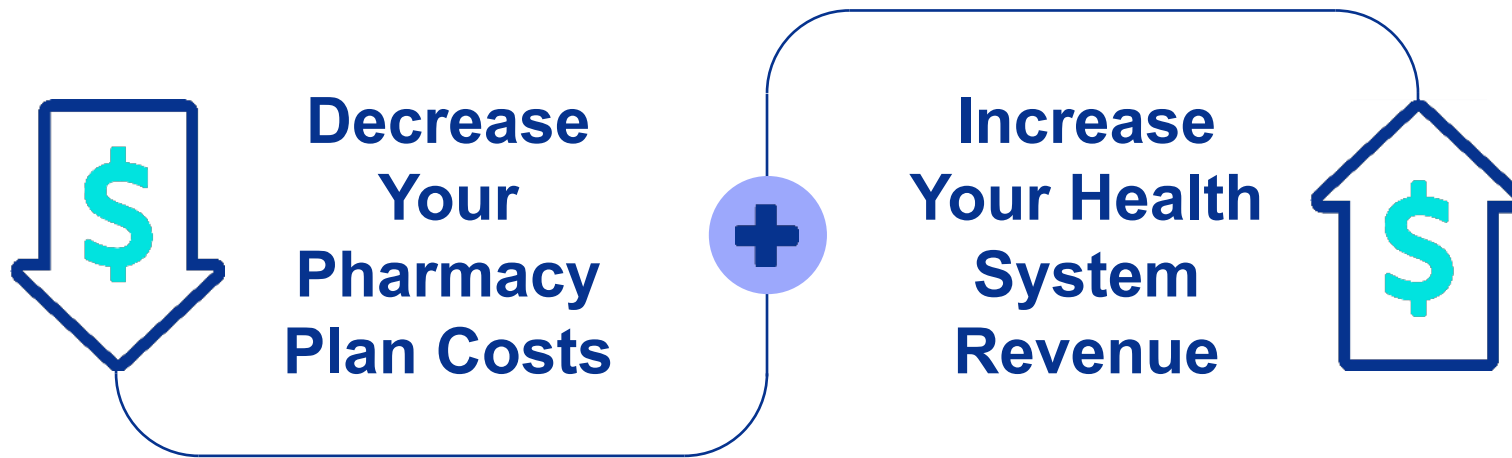
LIVINITI HEALTH

Solutions for Health Systems

LIVINITI™



Working both sides of a high-value equation for your Hospital System



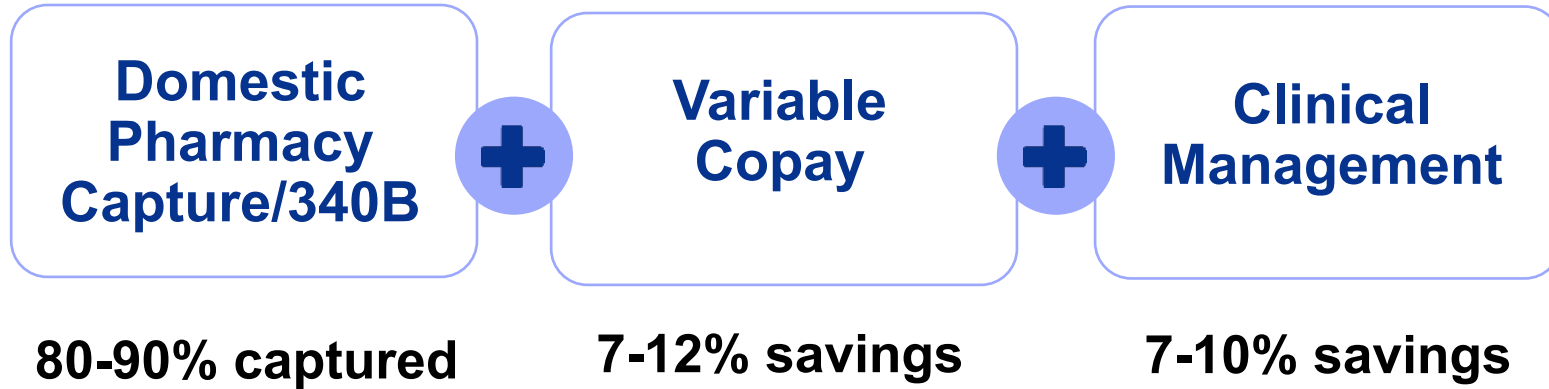
- Reduce your drug spend
- Eliminate unnecessary drug utilization
- Implement Variable Copay in your pharmacy

- Capture more prescriptions in your domestic pharmacies
- Qualify more prescriptions for 340B
- Extend your community reach

Leverage the opportunities within pharmacy services to achieve maximum results across your **entire** health system.

Use this version if we don't have prospect data

Example of Value to Health Systems



Liviniti and Health System work in tandem to deliver maximum revenue for pharmacy operations and savings for your pharmacy benefits.

Our strategy drives results

Minimum Performance Guarantees

- Guaranteed VCP savings
- Guaranteed clinical savings

Health System Strategy Suite

Empowering Health Systems to achieve their full potential through customized solutions.



Pharmacy Benefit Design

- Maximize use of domestic pharmacies and/or contract pharmacies
 - Narrow Networks, Copay incentives
- Liviniti pharmacy network wrap
- PA-directed on high-cost/specialty meds
- Customized formulary based on procurement strategy

Take Back Control

- Real-time access to your data and analytics to inform business decisions
- Control, flexibility and transparency into all PBM operations
 - Member InSites tool, PA access
- Team of experienced PBM experts to guide and collaborate on strategy and execution

Proven Approach

- Guaranteed savings
- Streamlined implementation tools to minimize transition burden on members and benefits team
- Member portal and mobile app aligned with benefit plan
- Dedicated customer service phone line

Maximize revenue in your domestic pharmacies

We work with you to optimize plan design to increase capture rate

- Customized formulary and PA
- Narrow networks
- Copay/coinsurance incentives

We continually work together, using data and insights to fine-tune the program

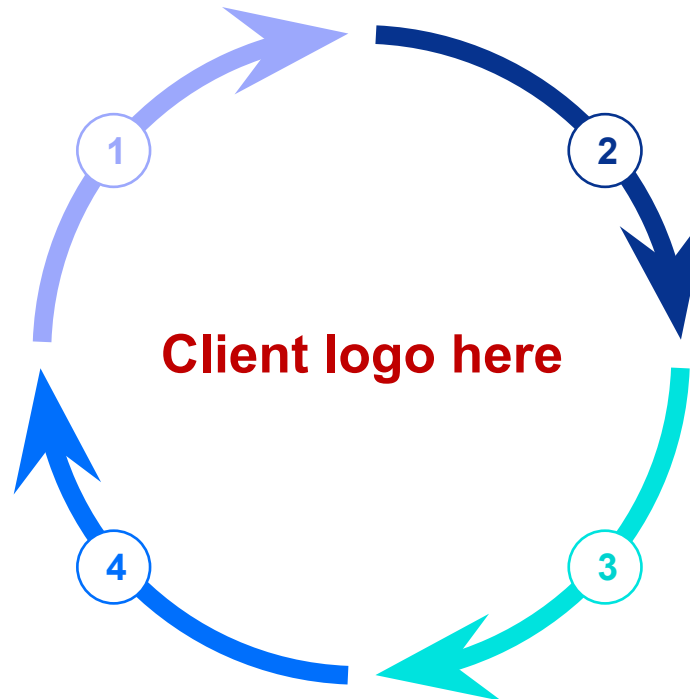
- Vertical integration of HS, pharmacy & PBM
- Guaranteed clinical results
- Direct-to-Employer (D2E) support

We help you increase patient pull through and pharmacy revenue

- Remove barriers to domestic prescriptions
- Implement VCP with your team
- Use real-time data to inform decisions

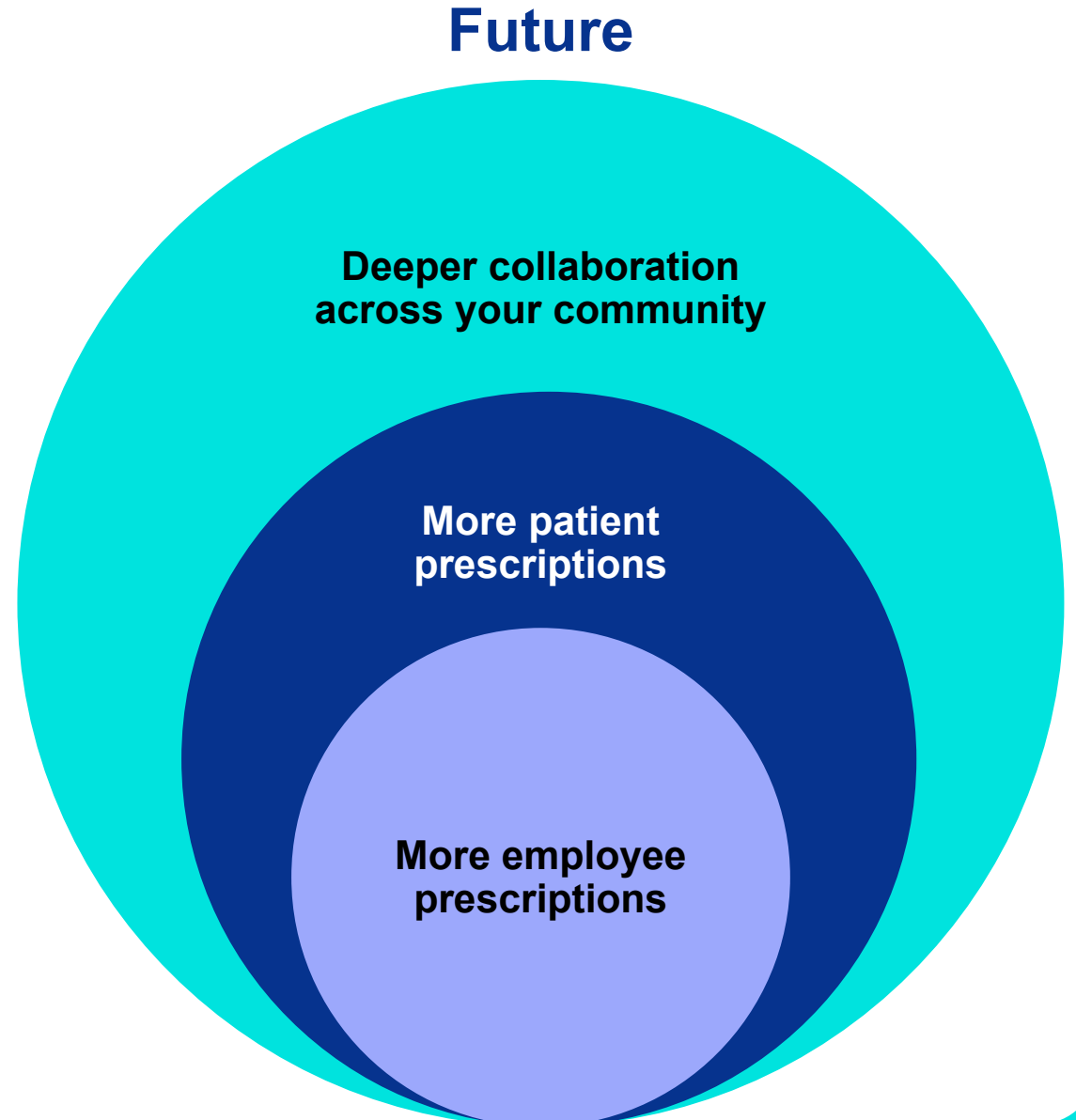
We collaborate to expand the opportunity within your pharmacy

- Increase patient access to H/HS providers
- Qualify more prescriptions for 340B
- Empower better clinical outcomes



Taking advantage of your opportunity to grow

- Increase the breadth and depth of your pharmacy capture rate across key communities:
 - Your employees
 - Patients you serve
 - The broader community



RxCompass



Better drug sourcing

Liviniti and RxCompass work in tandem to deliver maximum client savings.

- Perform clinical review to confirm it's the right drug for the patient
- Evaluate procurement options to find the lowest price



Finding the best price for the drug = deep savings

Our full program includes the following pathways; clients can customize set of pathways.



Pathway savings are significant



- Our RealTime Pricing tool reveals potential savings in seconds.
- View the best price with full rebate transparency.
- Care Navigators advise patients on options and support them throughout the process.
- This tool is available to you today.

View the tool at:
pricing.myrxcompass.com

Cosentyx Sensoready Pen

Est. Price 2024

NDC: 00078063968 Quantity: 1
Strength: 150 MG/ML - SOAJ Days Supply: 28

Program	Est. Price	Est. Price After Rebate
Discounts & Rebates	\$7,559	\$3,236
Variable Copay	\$6,581	\$2,258
Alternative Drug Sourcing - Rebates not available		
Program	Est. Price	
International Mail	\$1,709	
Patient Assistance	\$0	

57% savings

70% savings

77% savings

100% savings

– ACTUAL DRUG PRICING DATA SHOWN –

A proven PBM partner

Reduce your pharmacy costs. **Keep what matters.**

KEEP

Visibility

Get the full rebate picture and know exactly what you pay for PBM services. Transparency equals visibility at Liviniti.

KEEP

Value

Save with our lowest net cost clinical approach. We help patients get treatment with the most cost-effective drug.

KEEP

Service

Make it easy for your members to get answers. Real people, based in the U.S., answer our phones 24/7/365.

KEEP

Flexibility

Tailor your pharmacy benefits exactly how you want them. We find ways to say “yes” to unique client requests.



Thank you!