

# Finding a Better Specialty Pharmacy Solution



## Addressing What's On Your Mind

With specialty making up over 55 percent of drug spend by 2021, it's easy to understand why plan sponsors are focused on reducing costs and improving care within this costly segment.

In addition to the growing costs, patient care is a top concern. About 1-2 percent of individuals suffering from a chronic condition require a specialty medication. However, this small number of patients can drive almost half of drug spending. Plus, chronic conditions require ongoing management to slow disease progression, control symptoms and reduce complications that can drive additional health care expenses such as emergency room visits and hospital stays.

## Managing More of Your Costs

With specialty pharmacy's skyrocketing growth, it's a bigger slice of drug spend than ever before. The good news is that we apply our same passion for affordability and commitment to transparency to specialty. So we can help you get the clarity and guidance you need to better manage your spend.

Our full-service specialty pharmacy, Lumicera Health Services, a subsidiary of Navitus, combines high-touch care and

clinical support with a stringent cost management model. Our pharmacists and clinical experts provide a personalized approach to care, guiding members every step of the way to improve health and quality of life. Our unique acquisition cost-plus pricing model combined with first-in, first-out (FIFO) methodology, works to keep costs in check.

## Getting More From Your Specialty Pharmacy Management

Lumicera provides the right balance between high-touch support to meet your members' needs and cost management to control expenses.

### Providing high-touch care and clinical support

Improving health and quality of life is a key part of the Lumicera solution. We take a proactive approach focused on patient education, empathic communication, and establishing a relationship of trust with the patient. Each patient receives a tailored care plan with outcome goals to help them through every treatment step. Our advanced adherence programs—steeped in behavioral

science and motivational interviewing techniques— work to encourage patients to take medications correctly and help to slow disease progression, minimize complications and reduce additional health expenditures, such as emergency room visits. Proactive communication and collaboration with prescribers keeps physicians informed of patient status following scheduled refill consultations and other touch points.

Lumicera offers medication and support for the following conditions:

- ▶ Oncology
- ▶ Hepatitis
- ▶ Rheumatoid Arthritis
- ▶ Ulcerative Colitis
- ▶ Crohn's Disease
- ▶ Psoriasis
- ▶ Psoriatic Arthritis
- ▶ Ankylosing Spondylitis
- ▶ Pulmonary Arterial Hypertension
- ▶ Multiple Sclerosis
- ▶ Growth Deficiency
- ▶ Osteoporosis
- ▶ And other rare or chronic conditions

### Controlling specialty pharmacy costs

We are the first pass through, fee-for-services specialty pharmacy, that passes through 100% of wholesale and GPO purchase discounts to our clients. We also use a first-in, first-out (FIFO) accounting methodology to ensure fair pricing and keep costs lower over time. Clients also enjoy full disclosure and audit rights to confirm the savings.

To further manage costs, we continually monitor the growing drug pipeline. By leveraging our relationships with manufacturers, we gain insight into new to market therapies and the impact they have on health care costs.

## Delivering Results

This costly medication segment can easily make up more than half of a plan sponsor's drug spend. The good news is that with Lumicera we can help you reduce specialty costs by two percent or more. In addition, we can help you offer better care to your members to optimize medication adherence and reduce the likelihood of additional health expenditures that may lead to complications and ER visits. For example, Lumicera patients have high rates of medication adherence. In 2019, the average proportion of days covered (PDC) for Lumicera patients was 91% compared to the industry benchmark of 80% or greater to be considered adherent to therapy. Helping patients take their medications correctly can prevent waste and improve therapeutic outcomes.

## Getting Started

To learn more, simply visit our website at [www.navitus.com](http://www.navitus.com) or email us at [sales@navitus.com](mailto:sales@navitus.com).