

MacroHealth Transforms Pharmacy Spend for an Ohio Employer Group

Case Study

Background

An employer group was facing increasing pharmacy costs and was limited in their visibility into the drivers. A lack of transparency with their traditional PBM was making it difficult to understand where their rising expenses were coming from, preventing them from putting containment strategies in place. Minimal oversight on specialty and medical pharmacy spend was also creating clinical gaps, contributing to problems with medication adherence and cost leakage.

- Escalating PMPM Costs
- Limited Transparency
- Clinical Gaps from Lack of Plan Management by PBM

Client Info

- Employer Group
- ~1,200 Total Covered Lives
- Leveraging Traditional PBM Model

Resolution

MacroHealth analyzed this Payer's pharmacy spend then compared multiple PBMs to find their best-fit partner, ultimately helping them put a solution in place that included:

- **Pass-Through Pricing:** Pass-through pricing and rebates eliminates spread and hidden fees, reducing overall pharmacy spend.
- **Transparent Data:** Access to transparent, real-time reporting and actionable insights unlocking visibility into true net pharmacy spend to evaluate performance.

- **Clinical Oversight:** Enhanced utilization management and specialty drug review for better clinical outcomes, increased adherence and improved member management.
- **Medical Pharmaceutical Program:** Management of high-cost drugs billed under the medical benefit to understand and address the full impact of pharmacy spend across the plan.



Key Outcomes



32%

Reduction in Plan's Cost
(inclusive of fees)



\$171 ▶ \$117

PMPM in Year One



74%

Decrease in Specialty Drug Spend

Outcomes

By adopting a transparent PBM pricing model and clinical improvement strategies, the Payer saw a 32% decrease in their overall pharmacy spend. A significant portion of these savings came through the adoption of clinical oversight, with the Payer seeing a 74% reduction in PMPM spend on specialty drugs, highlighting the importance of these strategies for long-term sustainability. Data-driven clinical programs enhance both financial performance and patient outcomes.

- Significant Reduction in PMPM Costs
- Improved Clinical Outcomes
- The Ability to Continue to Offer Cost-Effective Benefits to Employees