



**ZywaveRx™**

**An Introduction to  
ZywaveRx**



# Pharmacy Benefits in Focus

- Pharmacy benefits one of biggest contributors to rising health care costs
  - Drug benefit costs rising 15 – 20% per year
  - Drug benefits account for 10 – 12% of total health care expenditures
- Need to keep drug benefits costs under control
- Highly utilized, popular benefit; can't just slash or eliminate



# Pharmacy Benefits in Focus

You need a better solution.

ZywaveRx, exclusively from  
IPG Employee Benefits .





# What is ZywaveRx?

- Formed by leveraging buying power of nationwide network of benefits brokers
- Lets us determine most favorable and cost-effective drug program for you
- Compare your current PBM to two recognized national PBMs:
  - Express Scripts
  - Systemed





# Program Highlights

- Zero-dollar administrative fees
- Low dispensing fees
- Deep pharmacy discounts
- Aggressive rebates



# Savings Calculators

- Exclusive online savings calculators
  - Snap-shot comparison of your current PBM, Express Scripts, and System to determine most cost-effective program
  - Based on annual brand and generic utilization and ingredient cost
  - Also based on current PBM pricing including
    - Pharmacy rates
    - Administrative fees
    - Rebate amount per claim
    - (information obtained from your current PBM)
  - Projects 5 year savings estimate for each PBM



# Savings Calculators

**PARTNER**

### PBM VENDOR COMPARISON WORKSHEET

Caution: Disclosing the details of the rates agreed upon with Partner Scripts and Systemed to other PBMs currently used by your clinic in an effort to negotiate a lower rate is detrimental to the arrangement we've secured with Partner Scripts and Systemed. Abuse by the Partner could result in termination of your rights to the arrangement and your rights to Zynwaver products and services.

	Express Scripts PERxSelect Network	Express Scripts PERxCare Network	Systemed	Systemed Select	Your PBM
Number of pharmacists in network	66,200	60,240	68,946	60,216	
Zynwaver Partner commission per paid claim	\$0.00	\$0.00	\$0.00	\$0.00	
Retail paid claim administration fee	\$0.00	\$0.00	\$0.00	\$0.00	
Mail service paid claim administration fee	\$0.00	\$0.00	\$0.00	\$0.00	
Rejected claim administration fee (Retail & Mail)	\$0.00	\$0.00	\$0.00	\$0.00	
Claim rework (Revo)	\$0.00	\$0.00	\$0.00	\$0.00	
Standard two tier formulary rebate guarantee per retail claim (brand and generic)	\$1.00	\$1.00	\$1.00	\$1.00	
Standard two tier formulary rebate guarantee per mail claim	\$0.00	\$0.00	\$0.00	\$0.00	

**PARTNER**  
PBM Pricing Questionnaire

- In order for us to accurately analyze prescription costs please complete this questionnaire.
- Any pharmacy pricing information should be applicable to the **GENERIC/BRAND/CLINIC**.
- You are able to provide a detailed summary report for the last 12 months and a copy of the PBM contract if it does not necessarily.

Broker Name:     Contact Name:   
 Client Name:

**Prescription Drug Utilization Data**  
This information needs to be based off of the most recent:

1. Retail Pharmacy
  - Number of retail claims:
  - Average brand to generic conversion per prescription:
  - Brand to generic conversion rate:
  - Number of generic claims:
  - Average generic to generic conversion per prescription:
  - Brand to generic conversion rate:
2. Mail Pharmacy
  - Number of retail claims:
  - Average brand to generic conversion per prescription:
  - Brand to generic conversion rate:
  - Number of generic claims:
  - Average generic to generic conversion per prescription:
  - Brand to generic conversion rate:

**Current Pricing Components**

1. Retail Pharmacy Network
  - Brand ANP discount:
  - Generic ANP discount over all generic discount:
  - Brand dispensing fee:
  - Generic dispensing fee:
2. Mail Pharmacy Network
  - Brand ANP discount:
  - Generic ANP discount over all generic discount:
  - Brand dispensing fee:
  - Generic dispensing fee:
3. Claims Processing Fees
  - Retail per paid claim:
  - Mail service per paid claim:
4. Formulary Rebates
  - Retail per paid claim:
  - Mail service per paid claim:

**PARTNER**

### EXISTING PBM VENDOR COMPARISON WORKSHEET

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Number of pharmacists in network:

Zynwaver Partner commission per paid claim:

Retail paid claim administration fee:

Mail service paid claim administration fee:

Rejected claim administration fee (Retail & Mail):

Claim rework (Revo):

Standard two tier formulary rebate guarantee per retail claim (brand and generic):

Standard two tier formulary rebate guarantee per mail claim (brand and generic):

Retail formulary rebate guarantee per retail claim (brand and generic):

Retail formulary rebate guarantee per mail claim (brand and generic):

Retail network discount of ANP (brand drug):

Retail network dispensing fee:

Retail network discount of ANP (generic drug):

Level of usual individualism (LUC) for retail network:

Expected Overall Generic Discount of ANP (generic drug):

MVC discount of ANP guarantee:

Difference paid amount of between the amount billed to the client and the amount paid to the pharmacy for brand drug:

Difference paid amount of between the amount billed to the client and the amount paid to the pharmacy for generic drug:

Mail service discount of ANP (brand drug):

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**PARTNER** Prescription Drug Program Savings Analysis

Prepared For:  Client Name  
Date:

Current Plan with Current PBM		Utilization Data	
<b>Pricing Components</b>		Total Number of Paid Claims: 10,224	
Retail Pharmacy Network		Brand	
Brand ANP Discount	12%	Generic	
Generic ANP (MAC) Discount	45%	Average Retail Brand	
Brand Dispensing Fee	\$ 2.50	Inpatient Cost	
Generic Dispensing Fee	\$ 2.50	Inpatient Cost	
Mail Service Pharmacy		Average Mail Service Brand	
Brand ANP Discount	17%	Inpatient Cost	
Generic ANP Discount	50%	Inpatient Cost	
Brand Dispensing Fee	\$ 1.20	Average Mail Service Generic	
Generic Dispensing Fee	\$ 1.20	Inpatient Cost	
Claim Processing Fee		Trends	
Retail	\$ 0.55	Inflation	
Mail Service	\$ 0.55	Pharmacy Mix	
Formulary Rebate		Utilization	
Retail Per Paid Claim	\$ 0.55	5.8%	
Mail Service Per Paid Claim	\$ 1.95	4.5%	
		6.9%	

Proposed Plan with Systemed	Year 1	Year 2	Year 3	Year 4	Year 5	
<b>Pricing Components</b>						
Retail Pharmacy Network						
Brand ANP Discount	14%	\$ 7,247.72	\$ 9,224.92	\$ 10,707.36	\$ 12,428.03	\$ 14,225.22
Generic ANP (MAC) Discount	45%					
Brand Dispensing Fee	\$ 1.95	\$ 3,036.41	\$ 3,249.34	\$ 3,444.30	\$ 3,650.96	\$ 3,870.01
Generic Dispensing Fee	\$ 1.95	\$ 2,274.22	\$ 2,411.33	\$ 2,566.04	\$ 2,738.40	\$ 2,927.19
Mail Service Pharmacy						
Brand ANP Discount	23%	\$ 5,537.24	\$ 6,421.33	\$ 7,495.91	\$ 8,662.12	\$ 9,920.17
Generic ANP Discount	50%					
Brand Dispensing Fee	\$ -	\$ 1,000.43	\$ 1,060.46	\$ 1,124.08	\$ 1,191.53	\$ 1,263.02
Generic Dispensing Fee	\$ -	\$ 456.76	\$ 493.71	\$ 533.03	\$ 574.73	\$ 618.02
Claim Processing Fee						
Retail	\$ -	\$ 5,340.28	\$ 5,960.70	\$ 6,700.36	\$ 7,470.36	\$ 8,274.96
Mail Service	\$ -	\$ 620.31	\$ 657.53	\$ 696.68	\$ 738.00	\$ 783.13
Formulary Rebate						
Retail Per Paid Claim	\$ 1.90	\$ 3,362.35	\$ 3,612.35	\$ 3,882.40	\$ 4,174.50	\$ 4,490.35
Mail Service Per Paid Claim	\$ 3.00	\$ 1,844.23	\$ 1,756.29	\$ 1,600.60	\$ 1,410.44	\$ 1,456.07
Utilization						
<b>Total Savings:</b>		\$ 30,834.62	\$ 34,042.63	\$ 37,661.35	\$ 41,750.47	\$ 46,378.94

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# Critical Objectives

- Choice
  - Evaluate and choose between two of nation's leading PBMs
- Accountability
  - We expect the highest level of service from participating PBMs





# Critical Objectives

- **Support**
  - Express Scripts and Systemed dedicated to helping you understand their organizations, products, and ZywaveRx terms
- **Favorable Terms**
  - Let you retain a cost-effective pharmacy benefits program for your employees for years to come





# Relationship & Dedication

- IPG, ZywaveRx, Express Scripts, and Systemed have forged a strong relationship designed to help you manage and control your pharmacy benefits costs
- We are dedicated to helping you retain your employee drug benefit for the long term





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