



Case Study

# Broker Partners with Innovative to Create Over \$2.2M in Savings

Pharmacy expertise uncovers savings opportunities through contract negotiations and the RFP process

COVERED LIVES	INITIAL SPEND	REALIZED SAVINGS
2,000	\$5,337,343	\$2,235,000 (42%)

## Broker Partnership

The pharmacy benefit space is full of complexity. Innovative Rx Strategies partnered with a benefits broker in South Carolina to provide objective, dynamic pharmacy benefits consulting services. The broker partnered with Innovative to provide cutting-edge solutions and unmatched expertise to help lower pharmacy benefits costs for its clients. By partnering with an independent pharmacy benefit consultant with no preferred PBM relationships, coalition or conflicts of interest, Innovative guarantees the best possible value on pharmacy benefits plans while minimizing employee disruption.

In 2023, Innovative’s broker partnership has produced transformative results for South Carolina businesses — no matter their appetite for change. Innovative deploys strategies that range from contract renegotiation to a full-scale RFP process to create substantial savings without significant disruption.



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## Multiple Savings Approaches

### CLIENT

Two automotive dealers, each with 200 eligible lives on the pharmacy plan

### CHALLENGE

For both organizations, pharmacy costs were outpacing medical spend and driving increases to overall health plan costs. However, each dealership had a different tolerance for plan changes that required our team to create custom solutions.

### SOLUTION 1: RENEGOTIATION

The first dealer wanted to minimize change and engaged our team to renegotiate their current contracts to create savings. Innovative's negotiating power and understanding of complex pricing variables allowed the dealership to remain carved in with their current PBM while improving rebates, discounts and spread pricing.

### RESULTS

The dealership's initial pharmacy spend was **\$592,042**. The contract changes created savings of **\$120,000, or 20%** of total pharmacy spend.

### SOLUTION 2: RFP

The second dealership engaged the Innovative team and elected to conduct a full RFP. Innovative identified significant savings opportunities by carving out to a new PBM and improving pharmacy management, copay assistance and case management. Our team also ensured that 100% of rebates were passed through appropriately.

### RESULTS

As a result of these strategic changes, the dealership was able to save nearly **\$315,000** on an initial spend of \$875,343 — **a savings of 36%**.

## Savings at Any Size

### CLIENT

A banking association with 1600 covered lives on the plan

### CHALLENGE

The association engaged Innovative hoping to identify opportunities to reduce their pharmacy spend, which hit \$3,870,000 in 2022. They needed strategies to ensure the cost to provide pharmacy benefits could be sustained in the future.

### SOLUTION

Innovative implemented an RFP process that identified upfront savings from rebates and discounts, as well as long-term cost-savings strategies such as implementing a copay assistance program that the incumbent broker had left underutilized.

### RESULTS

At the end of the RFP process, our comprehensive approach saved the banking association **\$1,800,000** — a **46.5% decrease** from their initial pharmacy spend of \$3,870,000.

### TAKE ACTION – CREATE SAVINGS

To learn more about Innovative Rx Strategies solutions email [info@innovativerxstrategies.com](mailto:info@innovativerxstrategies.com) or call **803-386-8955**.

