



# MAXCARE

THE RESULTS ARE CLEAR

October 11, 2016

Webb County Finalist Meeting

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# Agenda

Introductions

Brief History

Goals

- Benefit Design
- Cost Management
- Transparency
  - Why Should We Care?

Why MaxCare?

- Local Partner keeping the business local
- Willingness to be Transparent
- Adaptable



# Brief History

## MaxCare

- Founded in 1985
- Headquarters in Oklahoma City, OK
- Owned by independent pharmacy
- Mission is to keep business in the local economies
  - 90 day at local retail pharmacy instead mail order vendor
  - Focus on one on one interaction between member and pharmacist: improving member care and outcomes



# PBM Core Services & Adaptability

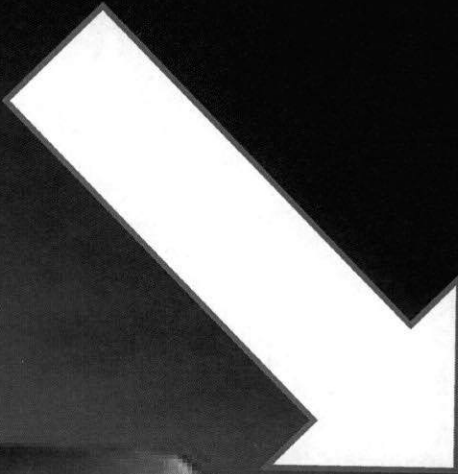
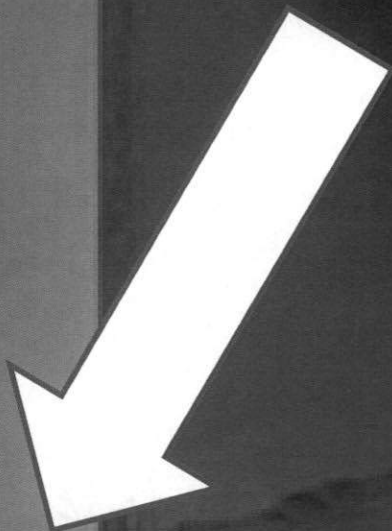
Core PBM Services	Adaptability That Our Clients Expect
67,000+ Pharmacies	Full Transparency
Plan and Member Services	Limited Network Management
Clinical Programs; DUR,	Benefit Design Flexibility
Specialty Pharmacy	MaxOutcomes
Home Delivery (Mail)	MaxProtect MaxIntel
Reporting-Standard and Ad Hoc	Data Integration and Management



Traditional Pricing



Transparent

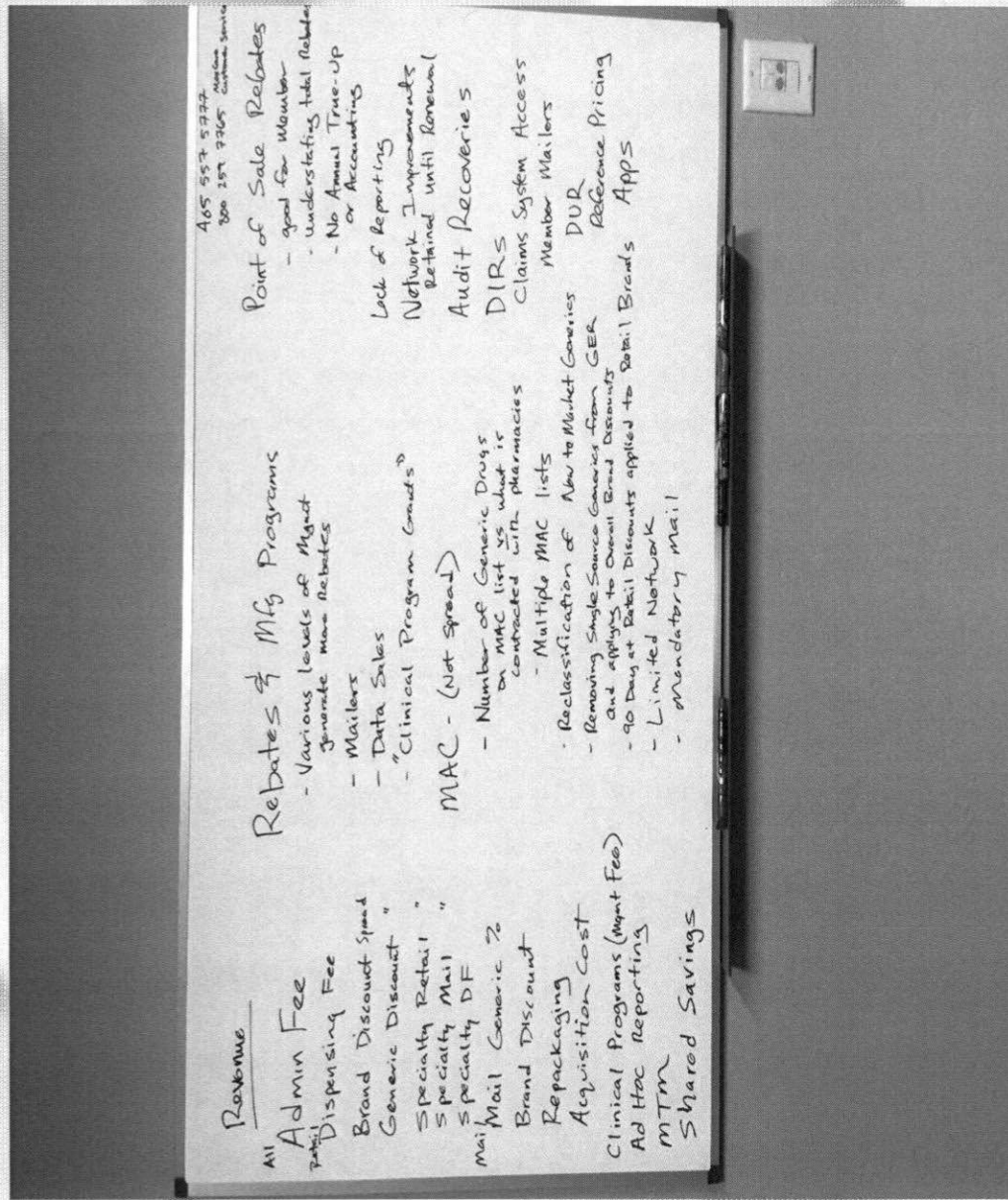


# Which PBM Deal Would You Pick?

Plan	Brand Discount	Generic Discount	Dispensing Fee	Admin Fee	Rebate
A	AWP – 19%	MAC OR U&C OR 16.67%	\$1.00	\$0.00	Offset Admin fees
B	AWP – 18%	MAC OR U&C OR 16.67%	\$1.25	\$0.50	Lower TPA/ASO Fee
C	AWP – 17%	MAC OR U&C OR 16.67%	\$1.50	\$2.00	Invoice Credit
D	AWP – 16%	MAC OR U&C OR 16.67%	\$1.75	\$3.50	80%
E	AWP – 15%	MAC OR U&C OR 16.67%	\$2.00	\$5.00	100%



# Transparency Revealed



# Why Should We Care?

## Transparent Pricing Model

- MaxCare is paid an administrative fee
- Contracted pharmacy discount is passed thru to Webb County
  - Network contract improvements are passed thru
  - Rebates are passed thru
  - All manufacturer revenues are passed thru
  - MAC is MAC
- Complete disclosure
- Aligned interests



## Why MaxCare?

- Keeping the business local
- Independent. We don't own any pharmacies and not owned by a health plan: no "self-referrals" or "serving two masters"
- Focus – Reducing County's Overall Drug Spend By:
  - Increasing generic utilization
  - Managing factors that influence cost: specialty, et al.
  - Educating members
- Willingness to integrate with any medical provider
- Transparent, really.

**Simple.**







# MAXCAREX

THE BENEFITS ARE CLEAR

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