

CITY OF EULESS PBM QUOTE ANALYSIS - COSTS

Name of Vendor/Contact	2 Year Price Guarantee	Pricing - Retail Network			Pricing - 100-Day Retail Network		
		Guaranteed Minimum Brand Discount off AWP	Minimum Generic Overall Discount off AWP	Guaranteed Minimum Generic Effective Rate Discount	Guaranteed Minimum Brand Discount off AWP	Minimum Generic Overall Discount off AWP	Guaranteed Minimum Generic Effective Rate Discount
IdealScripts	Yes	AWP -15.25% (old AWP) AWP -11.72% (new AWP)	AWP - 64%	AWP - 60%	AWP- 20%	AWP - 64%	AWP - 60%
Partners RX	No	AWP -17%	AWP - 60% (an overall effective rate)	AWP - 60% (an overall effective rate)	AWP -19%	AWP - 60% (an overall effective rate)	AWP - 60% (an overall effective rate)
MaxorPlus	Yes	Pass Through Pricing; AWP -15% to -15.5% (old); AWP -11.7% to -12.04% (new); Client will receive benefit of U&C, which is not reflected above.	Actual estimate: AWP -71%; Guarantee will be based on the contract details with the preferred pharmacy with \$0 copay for 100 day supply of generic drug.	Actual estimate: AWP -71%; Guarantee will be based on the contract details with the preferred pharmacy with \$0 copay for 100 day supply of generic drug.	Pass Through Pricing; AWP - 21% (old); AWP -17.54% (new); Client will receive benefit of U&C, which is not reflected above.	Actual estimate: AWP -71%; Guarantee will be based on the contract details with the preferred pharmacy with \$0 copay for 100 day supply of generic drug.	Actual estimate: AWP -71%; Guarantee will be based on the contract details with the preferred pharmacy with \$0 copays for 100 day supplies of generic drug.
LDI	Yes	AWP - 17%	AWP - 71%	AWP - 71%	AWP - 21%	AWP -71%	AWP - 71%

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Name of Vendor/Contact	Pricing - Mail Service			Pricing - Specialty Drug		Brand Dispensing Fee	Generic Dispensing Fee	Lower of AWP Discount or MAC (Generic Drugs)?
	Guaranteed Minimum Brand Discount off AWP	Minimum Generic Overall Discount off AWP	Guaranteed Minimum Generic Effective Rate Discount	Brand Drug	Generic Drug			
IdealScripts	AWP -23% (old AWP); AWP -19.79% (new AWP)	AWP - 60%	AWP - 60%	AWP -17% (old AWP) AWP -13.54% (new AWP)	N/A	Retail: \$1.90 100 Day Retail: \$1.00 Mail Order: \$0.00 Specialty Drug: \$2.50	Retail: \$2.10 100 Day Retail: \$1.00 Mail Order: \$0.00 Specialty Drug: N/A	Retail: Yes Mail Order: No
Partners RX	AWP - 23.25%	AWP - 60% (an overall effective rate)	AWP - 60% (an overall effective rate)	AWP -17% (an average discount)	AWP -17% (an average discount)	Retail: \$1.65 100 Day Retail: \$2.00 Mail Order: \$0.00 Specialty Drug: \$2.95	Retail: \$1.65 100 Day Retail: \$2.00 Mail Order: \$0.00 Specialty Drug: \$2.95	Retail: Yes Mail Order: Yes
MaxorPlus	Acquisition Cost	Acquisition Cost	Acquisition Cost	<u>OLD:</u> Tier 1 AWP -17% Tier 2 AWP - 19% Tier 3 AWP -21% Tier 4 AWP - 24% <u>NEW:</u> Tier 1 AWP -13.65% Tier 2 AWP -15.65% Tier 3 AWP -17.65%	The lesser of MAC or: <u>OLD:</u> Tier 1 AWP -17% Tier 2 AWP - 19% Tier 3 AWP -21% Tier 4 AWP - 24% <u>NEW:</u> Tier 1 AWP -13.65% Tier 2 AWP -15.65%	Retail: \$2.10 - \$2.29 (Pass Thru) 100 Day Retail: \$0.00 Mail Order: \$12.50 Specialty Drug: \$0.00	Retail: \$2.10 - \$2.29 (Pass Thru) 100 Day Retail: \$0.00 Mail Order: \$12.50 Specialty Drug: \$0.00	Retail: Yes Mail Order: No
LDI	AWP - 24% (35-90 day supply)	AWP - 72%	AWP - 72%	AWP -17%	Lower of MAC or AWP -17%	Retail: \$1.65 100 Day Retail: \$1.00 Mail Order: \$0.00 Specialty Drug: \$0.00	Retail: \$1.65 100 Day Retail: \$1.00 Mail Order: \$0.00 Specialty Drug: \$0.00	Retail: Yes Mail Order: Yes

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Name of Vendor/Contact	Adm Fee/Manual; Adm Fee Electronic	MAC Methodology	Is an administrative fee charged each time a claim is rejected?	Pricing Guideline for Brand AWP	Generic Utilization Guarantee?	Rebates - Three Tier		
						Retail	Mail	100 Day Retail
IdealScripts	Paper: \$1.50 Electronic: \$5.00	Medi-Span Dose Check Data and DACON Information	No.	First Data Bank Updated Weekly	Guarantee percentage for 3 years.	\$9.45	\$29.30	\$26.30
Partners RX	Paper: \$2.00 Electronic: \$0.00	Developed with assistance from Network Pharmacists, Data and Business Analysts and implemented contractually with Partners Rx Network Partners.	Yes.	Medi-Span Updated Weekly	Does not include guarantee. Partners Rx is willing to discuss the option once they have 12 months of claims experience for the City.	\$2.50 per paid claim	\$2.50 per paid claim	\$2.50 per paid claim
MaxorPlus	Paper: \$3.75 Electronic: \$3.75	WAC, AWP, Federal MAC and Actual Cost	No.	Medi-Span Updated Weekly	No. MaxorPlus will provide recommendations and implement plan design changes that will increase generic utilization.	100% pass through; Estimate \$7.00 per paid claim	100% pass through; Estimate \$7.00 per paid claim	100% pass through; Estimate \$7.00 per paid claim
LDI	Paper: \$1.50 Electronic: \$4.25	Combination of Medi-Span Database and LDI MAC	No.	Medi-Span	Yes. Upon request, LDI can guarantee a utilization percentage for 3 years.	100% pass through; \$10 minimum guarantee per script	100% pass through; \$25 (35-90 day supply) minimum guarantee per script	100% pass through; \$10 minimum guarantee per script

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Name of Vendor/Contact	Trend Management Programs	Step Therapy	Member Communication Mailings	ID Cards	Additional Services and costs
IdealScripts	\$0.00	\$20.00 per intervention	\$1.25 + Postage Per Letter Per Mailing	Initial Cards: \$0.00 (2) Replacements: \$1.50 per cardholder	<p>Ad Hoc Reporting: \$150 per report Prior Authorizations: Level 1: \$15 per PA Level 2: \$25 per PA Additional ID Card: \$1.50 per subscriber Manual Eligibility: \$1.50 per subscriber Manual Claims: \$1.50 COB: \$0.04 per claim Step Therapy: \$20 per intervention Member Communications: \$1.25 plus postage per letter, per mailing Pharmacy Audits: 20% of the recovery</p>
Partners RX	Drug Quality Management: \$0.00 Prior Auth./Clinical Overrides: Basic List \$30.00; Pharmacist Mediated and Specialty Pas: \$55.00	Uncertain	\$1.25 per member address + Postage	Initial Cards: \$0.25 Rx Only; \$0.50 Rx + Medical Replacements: \$0.25 per card	<p>Member Packets: Mailed Directly to Members: \$1.25/member address and postage ID Cards: \$0.25/card Rx Only; \$0.50 Rx + Medical Customized Materials: Priced upon request Prior Authorization: Basic List: \$30 per pharmacist-mediated PA Specialty Drug Products: \$55 per pharmacist-mediated PA Customized Ad Hoc Reporting: \$150 per hour Grievances & Appeals: Pricing by pages of records</p>
MaxorPlus	\$0.00	\$0.00	\$0.00	Initial Cards: \$0.00 (2) Replacements: \$0.00 per card	Ad Hoc Reporting: \$125 per report.
LDI	\$0.00	\$0.00	Postage Only	Initial Cards: \$0.00 (2) Replacements: \$1.50 per card	Ad Hoc Reporting: \$125 Replacement ID Cards: \$1.50/card