



The Value-Based PBM Alternative.

PRECISION. PERFORMANCE. DECISION.

Client Success Case Studies

It's Time for Real Value from Your PBM.



Volume-based discounts. Manufacturer rebates. Arbitrage (buy for X and sell for Y). These phrases all conjure up images of a retail business model.

Yet this is exactly how PBMs operate—like retail, not healthcare. Whether traditional or pass-through, most models use volume as the revenue lever. This creates misaligned incentives between PBMs and their self-funded clients. It's why pharmacy spend continues its uncontrolled rise. And why plan sponsors consistently lose while PBMs win.

We believe PBMs should win only when the plan sponsor wins. It's time for plan sponsors to break the tired old cycle and buy a solution based on value, not volume.

EmpiRx Health is the industry's only value-based PBM. Our value-based relationships are 100% about aligned incentives. We consistently lower PMPM costs and improve health outcomes through a powerful combination of clinical, financial and service value.

As you'll see in this eBook, we never forget that we're in the business of healthcare. We believe delivering better health outcomes ultimately leads to deep, sustainable savings. The following success stories prove that real value can be achieved by driving to the lowest cost and the most appropriate clinical outcomes.

Warm regards,

Karthik Ganesh

CEO, EmpiRx Health

Who We Are & What We Do.

Who We Are:

The Value-Based PBM

You deserve real value — for your business and for your members.

EpiRx Health is the industry's only value-based, pay-for-performance pharmacy benefit manager. We fight back against the status quo with an innovative "clinical-first" philosophy. What makes us different is our focus on improving health outcomes for your members while delivering deep and sustainable savings for your company.

What We Do:

Guarantee, Innovate and Serve

Volume-based discounts and rebates aren't the answer you're looking for. To hold down costs *and* satisfy your members, you need strategies that improve health outcomes. Unlike any other PBM, we do that through:



PAY FOR PERFORMANCE

We make guarantees — and we stand behind them. We analyze your member population to generate a clinical savings guarantee. If we don't hit it, we pay you the difference dollar-for-dollar.

CLINICAL INNOVATION

We tailor clinically appropriate strategies by empowering pharmacist/physician partnerships with our industry-leading, AI-backed population health management solution. We uncover therapies that optimize utilization, improve outcomes and bend the pharmacy cost curve.

WHITE-GLOVE SERVICE

We wrap our clinical innovation and savings guarantees in white-glove service you won't experience elsewhere. Our unrelenting aim is to deliver outstanding results — simple and stress-free.

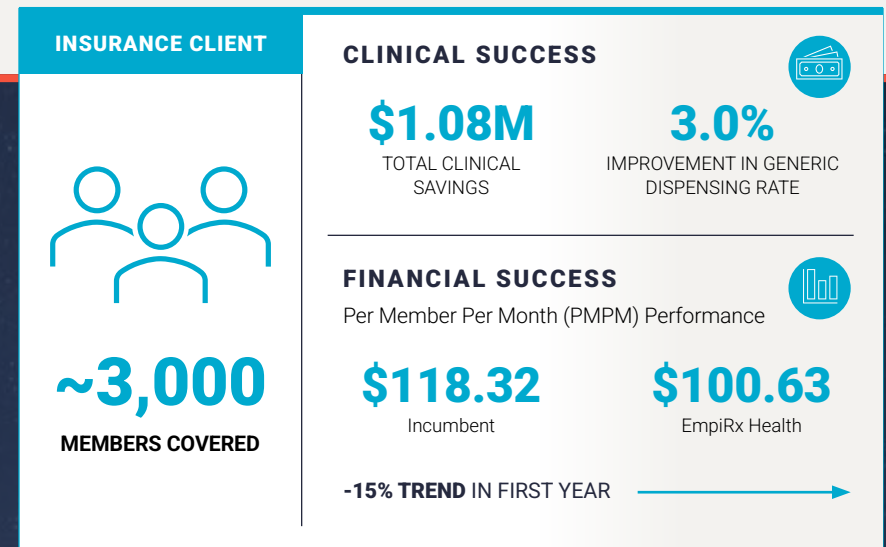
Financial Success with EmpiRx Health.



Labor and Insurance Industry Case Studies

We can talk all day about who we are and what we do. But you want proof that it works. Real-life examples.

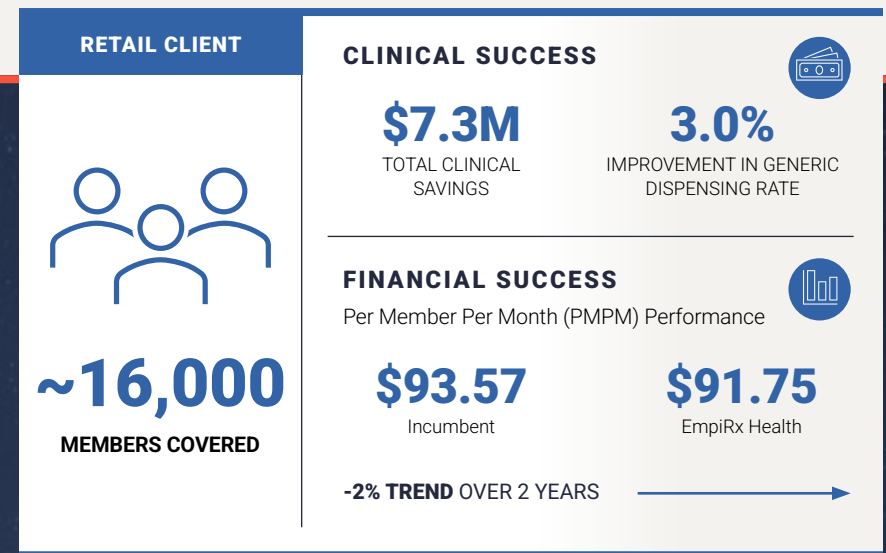
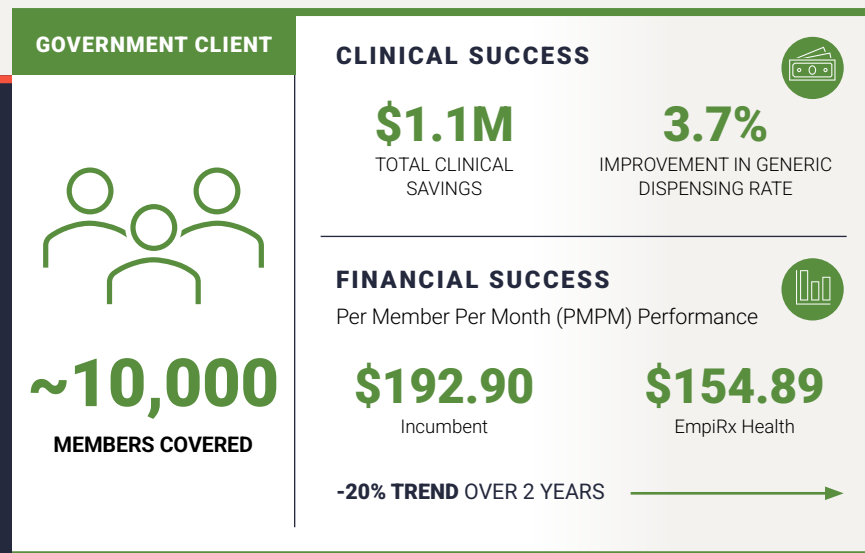
The next two pages illustrate the stories of four clients who were unhappy with rising plan costs and lackluster customer service from their former PBMs. We stepped in, identified appropriate clinical interventions and launched new programs to drive financial success.



Financial Success with EmpiRx Health.



Government and Retail Industry Case Studies



Empowered Partnerships. Superior Outcomes.

Behind every diagnosis and prescription is a human being. That should go without saying.

EmpiRx Health takes a personal approach to population health by looking deeper than just NDC and ICD-10 codes. Our pharmacists partner with your members' physicians, sharing data and initiating conversations to optimize medication therapies.


All members can benefit, but those with complex or costly chronic conditions benefit even more from our tailored strategies. The next two pages illustrate how our personal, clinical-first approach reduces member risk, optimizes outcomes and increases value for all.



Clinical-first Approach in Action.

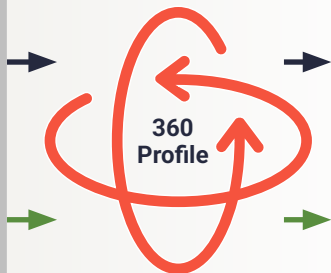


Two members, same diagnosis, same prescription. But EmpiRx Health uncovered factors unique to each individual for enhanced results.



Diagnosis:
Chronic migraine

Prescription:
Emgality®
120 mg injection
once/month



Findings:

- 43-year-old woman
- newly diagnosed with chronic migraines
- no previous visits, procedures or medications for chronic migraines

Partnership approach:

In conversation with the woman's physician, our clinical pharmacist suggested it would be better to start with a preventive oral medication — one topiramate 50 mg tablet twice daily. The woman's physician agreed.

MORE CLINICALLY APPROPRIATE PRESCRIPTION

Findings:

- 65-year-old woman
- numerous trips to specialists and emergency departments for chronic migraines
- several other preventive and rescue medications already failed to work

Partnership approach:

Our pharmacist learned from the woman's physician that she suffered migraines daily. Emgality is indicated for adults with ≥15 headache days/month with ≥8 migraine days/month. The data and discussion confirmed Emgality as a clinically appropriate choice.

BETTER QUALITY OF LIFE FOR THE MEMBER

EmpiRx Health uncovers “small” details with big impacts on quality outcomes and care costs.

Comorbidities

CASE EXAMPLE

Prescription: Humira® 40 mg injection

Diagnosis: Psoriatic arthritis



Background:

Records showed the patient had numerous office visits and procedures for psoriatic arthritis (PsA) as well as chronic sinus infections. Since no other medications were prescribed for the PsA, the physician prescribed 2 injections/month of Humira 40 mg.

Intervention:

Our clinical pharmacist spotted the diagnosis of chronic sinus infections in the patient’s profile. Humira isn’t recommended for use in people with chronic infections. So, the pharmacist contacted the prescribing physician to recommend a clinically appropriate alternative: Otezla® 30 mg, 1 tablet twice daily.

Results:



Reduced risk related to patient comorbidities



Enhanced quality of life for the patient

ACHIEVED A PLAN SAVINGS OF \$16,457/YEAR

Drug interaction

CASE EXAMPLE

Prescription: Stelara® 45 mg injection

Diagnosis: Psoriatic arthritis



Background:

Records showed the patient’s psoriatic arthritis (PsA) hadn’t responded to other medications, so the physician prescribed Stelara 45 mg, 1 injection every 12 weeks. But our pharmacy data noted another prescription for once-weekly injections of Orenzia® 125 mg. Orenzia, like Stelara, dampens the immune system. Dual therapy with both medications is not appropriate.

Intervention:

When the dual therapy concern was flagged by our population health engine, our clinical pharmacist contacted the prescriber to review the findings and discuss clinically appropriate treatments. The provider changed to a Stelara-exclusive injection regimen that involved 1 injection at weeks 0 and 4, then 1 injection every 12 weeks.

Results:



Avoided redundant therapy and reduced risk of serious side effects



Enhanced quality of life for the patient

ACHIEVED A PLAN SAVINGS OF \$34,115/YEAR

Making Life Better, One Person at a Time.

A therapy optimization success story

Imagine being a 9-year-old boy who has to endure weekly Humira® injections to manage Crohn's disease. The treatment may seem as unpleasant as the diagnosis! But that was the situation when EmpiRx Health became his family's PBM.

Fortunately, our AI-enabled population health solution flagged that the prescribed drug dosage and frequency were unusually high for someone the boy's age. Thus alerted, one of our pharmacists quickly called the child's doctor. During a consultative discussion, EmpiRx Health's pharmacist suggested that lab testing might be a good way to see how well the treatment was working—and the child's doctor agreed.

The result: Humira was not working, despite the weekly regimen and \$128,000 annual plan cost.

So, our pharmacist researched other clinically appropriate therapies and again spoke with the boy's physician to offer another recommendation: changing the prescription to Remicade®. After three starter doses, the child would need maintenance infusions only once every eight weeks.

After discussing the new treatment option with the child's parents, the doctor moved forward with the plan.

Within three months, the child and his parents were experiencing significant benefits. Not only did lab tests confirm the boy was responding well, but his parents noticed he was enjoying a higher quality of life with fewer treatments.

And alongside the clinical improvements came a \$102,720 annual savings.

This child's success story epitomizes what EmpiRx Health is all about:

- A clinical-first approach to improved outcomes
- Deep and sustainable savings
- White-glove service



Let our exceptional model
deliver real value to your business
and your members. Contact
EmpiRx Health at **201-777-6971**
or **info@empirxhealth.com**.



**Precision.
Performance.
Delivered.**

empirxhealth.com