



**Validation**Institute

# 2022 Validation Report

**Review for: WithMe Health**  
**Validation Achieved: Savings**  
**Valid through: July 2023**



# Company Profile



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<b>Category:</b>	<b>Pharmacy Benefit Management</b>
<b>Website:</b>	<a href="https://www.withmehealth.com/">https://www.withmehealth.com/</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2018
<b>CEO:</b>	Joe Murad
<b>Company contact:</b>	1-866-840-1877
<b>Description:</b>	

WithMe Health (“WithMe” for short) is a modern transparent & pass-through PBM, differentiated by how it:

A) aligns incentives with plan sponsors by using a single, all-inclusive admin fee that covers all utilization management, clinical, and cost savings programs,

B) delivers a highly proactive member engagement model enabled by its pharmacist-led Medication Guide Team and proprietary CRM technology, and

C) offers clients confidence and control with PMPM savings guarantees.

WithMe’s mission is to create a significantly better medication experience for all its members, putting their health and needs first as they navigate the complexity of medications.

WithMe is unsatisfied with the status quo in pharmacy benefits management and medication guidance and knows they can provide an easier and more personalized, cost-effective, and equitable experience for members, while helping clients make a more impactful investment in their members’ health.

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# Claim Assertion for Validation

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WithMe Health delivers lower per member per month (PMPM) costs for pharmacy benefits compared to traditional Pharmacy Benefit Managers (PBMs). WithMe earns savings not only from lower ingredient and dispensing costs but also through improving compliance with plan design (such as prior authorization), connecting members with Patient Assistance Program support, and directing members to lower-cost medications and sites of fill/care. These programs are included in WithMe's single administrative fee.



# Method / Calculation / Examples

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The analysis focused on eight companies, all self-insured employers, that had data available from their previous PBMs. On average, these companies had 427 members in 2020 and 436 members in 2021.

The companies' ingredient costs and dispensing fees for 2020 came from the previous PBMs' data files, made available to WithMe by the companies' third-party administrators. Data on admin fees, if any were charged, was not available. The WithMe 2021 cost data came from their financial systems.

These eight companies transitioned from traditional "spread" pricing and rebate models with their previous PBMs, which meant that rebate data was also not available for 2020. The actual rebate from 2021 was calculated per member per month, and then this amount was applied to 2020's member months for an estimated rebate figure. The impact of rebates was therefore set as equal for both years (i.e., neutralized on a PMPM basis), so as not to risk overstating the savings from WithMe Health's rebates.

WithMe's cost net of rebates for 2021 was compared to the companies' previous PBM cost net of estimated rebates.

WithMe provided utilization-driven savings calculations and methodology details. See Table 1 for a summary of savings sources and calculations. If the previous PBMs had similar programs in place, their impact is reflected in the 2020 ingredient cost line; no assumptions were made about previous PBMs' program admin fees or program effectiveness.

# Method / Calculation / Examples

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<b>Source of Savings</b>	<b>Description</b>	<b>Savings Calculation</b>
<i>Plan Design Compliance</i>	WithMe’s prior authorization, step therapy, and quantity limits	Net cost of original drug minus net cost of drug ultimately dispensed (if any)
<i>Patient Assistance Programs</i>	WithMe’s “CopayMAX” program, which maximizes copay assistance from manufacturer financial assistance programs	Net cost of original drug minus net cost of drug after savings from manufacturer assistance applied
<i>Formulary Conversion / Therapeutic Alternatives</i>	WithMe’s interventions with members and/or their prescribers to shift to lower-cost drugs and/or drugs included on the formulary that have the same clinical impact	Net cost of original drug minus the net cost of the drug ultimately dispensed (if any)
<i>Site of Fill Optimization</i>	WithMe’s directing of members to mail order or adjusted days’ supply to reduce total cost	Net cost of drug at original site requested minus net cost of drug ultimately dispensed at different site
<i>Clinical Interventions (Care Management)</i>	WithMe’s execution of Fraud, Waste, & Abuse; Therapy Optimization; and Safety interventions	Net cost of original drug minus the net cost of the drug ultimately selected (if any)

Table 1: List of Utilization Programs and Savings Estimation Methods

# Findings & Validation

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Table 2 summarizes the savings data for the eight companies. WithMe’s final 2021 net cost is \$27.10 PMPM lower than with the previous traditional PBMs.

Note: WithMe’s final net cost is the employers’ actual 2021 outlay. Individual utilization programs’ impact on net cost is shown for illustration purposes.

	2020	2021
	Previous PBMs	WithMe Health PBM
Member Months	40,948	41,872
Ingredient Cost	\$4,503,851	\$3,948,424
Dispensing Fees	\$24,483	\$18,078
Admin fees	<i>Not available</i>	\$251,232
Rebates ( <i>set to equal PMPM</i> )	(\$642,712)	(\$657,215)
Utilization Management (est.)		
Plan Design Compliance (PA, Step, Quantity Limits)		(\$250,207)
Patient Assistance Program (“CopayMAX”)		(\$225,192)
Formulary Conversion / Therapeutic Alternatives		(\$139,382)
Site of Fill Optimization		(\$34,915)
Clinical Interventions (Care Mgmt. Programs)		(\$72,151)
<b>Total Net Cost</b>	<b>\$3,885,622</b>	<b>\$2,838,671</b>
<b>Net Cost (PMPM)</b>	<b>\$94.89</b>	<b>\$67.79</b>

Table 2: Savings Summary

# Limitations

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The estimate of 2020 (pre-intervention) rebates and admin fees may be inaccurate, since this data was not provided by previous PBMs.



# Validation and Credibility Guarantee

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**WithMe Health Pharmacy Benefit Management** achieved validation for Savings. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>.

## Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

## Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

## Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

## Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.







**Validation Expiration: July 2023**

# CERTIFICATE OF VALIDATION

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**Applicant:** **WithMe Health**  
400 S El Camino Real Suite 1150, San Mateo, CA  
94402

**Product:** Pharmacy Benefit Management

**Claim:** WithMe Health delivers lower per member per month costs for pharmacy benefits than traditional Pharmacy Benefit Managers.

**Validation Achieved:** **Validated for Savings**

**Validation Award Date:** August 2022

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**Linda K. Riddell, MS**  
**VP, Population Health Scientist**  
**Validation Institute**

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**Benny DiCecca**  
**Chief Executive Officer**  
**Validation Institute**





# About Validation Institute

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**Validation Institute** is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

## Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.

