

## Formulary Management

Smart formulary design for high-quality,  
high-value pharmacy services



Strengthen pharmacy decisions, interactions and care by aligning your population's needs with the right medications. OptumRx® Formulary Management helps you customize not only the medications available to your employees, but the strategies you use to control utilization and costs.

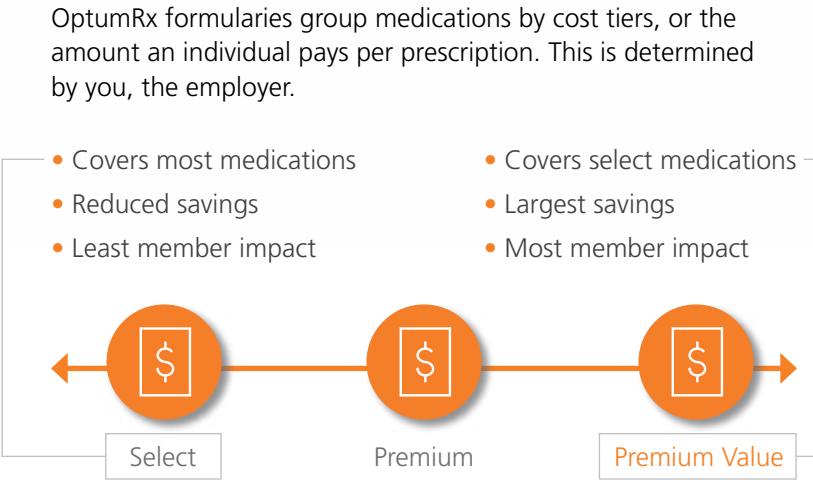
We offer a broad range of formulary options, plus the flexibility to add on utilization management, drug exclusion and other programs that best fit your organization. We've organized these programs modularly with four levels of management and savings options.

Customize your formulary strategy

At OptumRx, we recognize that formulary and utilization management needs are as unique as the clients we serve. Our four-level, modular approach to formulary management allows you to build a strategy that makes the most sense for your organization.

	Formulary features	Savings	Utilization management (UM) options	Notes	Safeguard against sudden market impact <ul style="list-style-type: none"><li>New Drugs to Market</li><li>Medical Benefit Specialty</li></ul>	Safeguard against unwarranted drug prices <ul style="list-style-type: none"><li>Clinical Duplicates</li><li>Non-Essential</li><li>High-Cost Brands with Generics</li><li>High-Cost Generics</li><li>Performance Drivers</li></ul>	Specialty plan design	Two-tiered generic benefit design
Select Formulary	<ul style="list-style-type: none"><li>Three tiers, open formulary</li><li>Greater than \$10 differential between tiers</li></ul>	~2-5% increased savings over Open benefit <sup>1</sup>	<b>Optional</b> <ul style="list-style-type: none"><li>À la carte UM</li><li>Focused UM</li><li>Comprehensive UM</li></ul>	You'll get additional plan paid savings and rebate potential for moving from an à la carte option to either a Focused UM or Comprehensive UM suite.	Optional add-on	Optional add-on	Optional add-on	Optional add-on
Premium Formulary	<ul style="list-style-type: none"><li>Three tiers, open formulary with select exclusions to drive value</li><li>Mid 500 exclusions layered onto the Select formulary</li><li>Mandatory utilization management in select drug categories</li></ul>	~14-17% increased savings over Select formulary <sup>1</sup>	<b>Required</b> <ul style="list-style-type: none"><li>Premium Specialty UM</li></ul> <b>Optional</b> <ul style="list-style-type: none"><li>À la carte UM</li><li>Comprehensive UM</li></ul>	You'll get additional plan paid savings for adding the Comprehensive UM suite.	Optional add-on; New Drugs to Market program is mandatory	Optional add-on	Optional add-on	Optional add-on
Premium Value Formulary	<ul style="list-style-type: none"><li>Four-tiers, closed formulary drives largest savings</li><li>Tiering is based on lowest overall cost</li><li>Exclusions targeting high cost drugs with little therapeutic value</li><li>Mandatory utilization management strategy</li></ul>	Up to ~10% increased savings over Premium formulary	<b>Required</b> <ul style="list-style-type: none"><li>Full UM suite</li></ul>	Includes rigorous UM protocols for select specialty drugs	Built-in to strategy	Built-in to strategy	N/A	N/A
See below for more details					See below for more details		See below for more details	

We base formulary decisions on lowest overall cost to provide sound clinical coverage while delivering more client savings and balancing member impact.



From quantity limits to prior authorization to step therapy, OptumRx offers utilization management strategies that balance flexibility, savings and member disruption.

**À la carte UM** — Select any combination of our utilization management strategies based on therapeutic groupings.

**Focused UM** — Choose select bundles of utilization management strategies such as Specialty, Diabetes, Respiratory or Miscellaneous. Or, choose all four bundles for the greatest value.

**Comprehensive UM** — This package includes more than 500 utilization management strategies, including those in the Focused UM program, providing the greatest control and savings. Utilization management programs will be automatically updated and included as new drugs become available in the market.

**Full UM suite** — This package is included with the Premium Value formulary and encompasses our A la carte, Focused UM and Comprehensive UM offerings.

The OptumRx Vigilant Drug Program helps you manage cost and utilization trends by highlighting drugs for possible exclusion from coverage or prior authorization because their clinical value doesn't outweigh that of less costly alternatives.

The program components safeguard against sudden market impact and unwarranted drug prices - so clients can build an offering that's right for them.

The OptumRx Vigilant Drug Program **saved** clients who took at least one Vigilant Drug Program module a combined **\$754M** in 2020<sup>2</sup>

Clients that took all the Vigilant Drug Program modules saw **\$5.75 PMPM savings**<sup>2</sup>

The Performance Drivers module: Client **estimated savings greater than \$3.00 PMPM**.<sup>3</sup>

Refine your utilization management strategy with three more design options:

- Specialty plan design — Add three specialty tiers to your base formulary — each tier for a specific specialty cost share or copayment — to help control specialty costs.
- Two-tiered generic benefit design — Add a second generic tier to your base formulary for a tier specific to low or zero-cost share medications.
- Benefit modeling – Leverage our benefit modeling to look at options to optimize plan/member cost share.

## About OptumRx

OptumRx is a pharmacy care services company helping clients and approximately 59 million members achieve better health outcomes and lower overall costs through innovative prescription drug benefits services, including network claims processing, clinical programs, formulary management, specialty pharmacy care and infusion services. OptumRx is part of Optum®, a leading information and technology-enabled health services business dedicated to making the health system work better for everyone. For more information, visit **[optum.com/optumrx](https://optum.com/optumrx)**.

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Contact your OptumRx representative or email us at **[optumrx@optum.com](mailto:optumrx@optum.com)** to see how Formulary Management can help your organization strengthen pharmacy care services and spend.

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1. Representative client analysis based on 1/1/2018 through 12/31/2018 claim data for book of business direct commercial employer population. Client-specific results will vary.
2. OptumRx Direct Commercial Client Data, January 2020 – December 2020.
3. OptumRx Direct Commercial Client Estimated Savings. June 2021.



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