

Save More Patients Money on Prescriptions Automatically

Improve Rx Fill Rates & Adherence



Medicom Health

Fact: Many Prescriptions Go Unfilled Because of Cost

- 30% of new prescriptions are never filled ¹
- Patients with low or moderate medication adherence are 2.54x more likely to re-admit ³



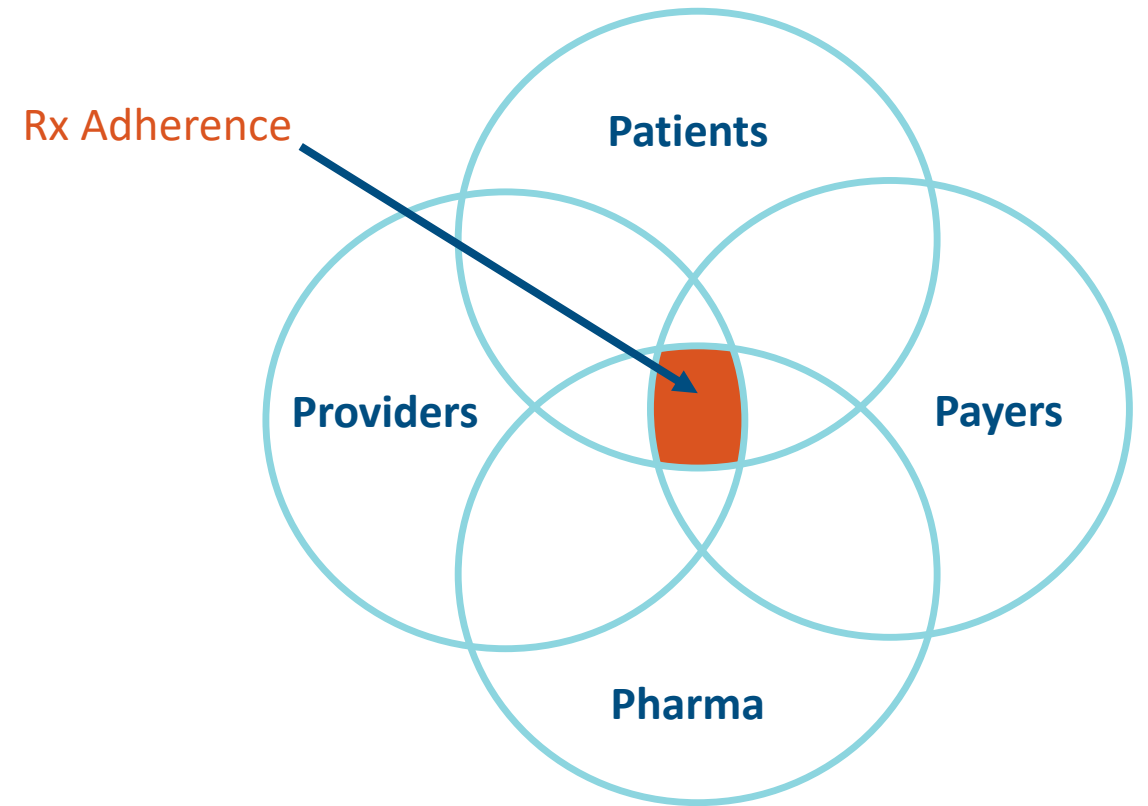
22%

of non-adherent patients said *"trying to save money"* was a major reason for not filling a prescription.¹

Healthcare providers can do everything right, but if patients can't fill & follow their prescriptions, treatment will likely fail.

Fact: Improving Adherence Helps All Four “P’s”

- That’s why each of the major players have their own tactics to chip away at the cost of branded drugs for those that can’t afford them.
- For example, Providers have their various existing Patient Assistance programs.



Another example: Pharma brands sponsor direct-to-consumer (DTC) discounts.

Fact: Manufacturer DTC Discounts Do Help

178%

more scripts were filled
by patients using
copay coupons than
those without¹

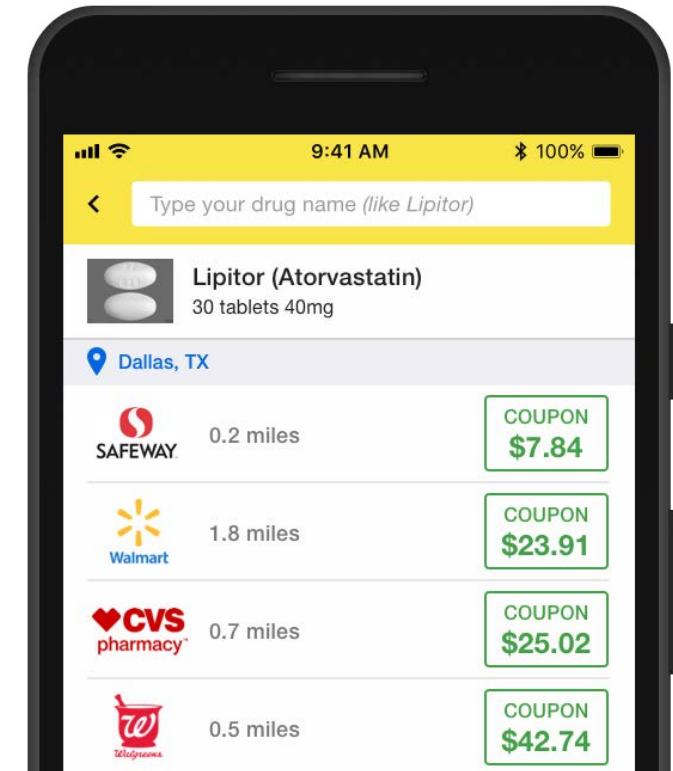
158%

more patients remained
on therapy after 3 months
using copay coupons than
those without¹

Unfortunately, only a relatively *small percentage* of qualified patients take advantage of available Rx discounts today.

Why More Patients Don't Use Rx Discounts

- They don't know about them.
- They won't expend the time/effort.
- They can't access them.
 - Lack internet access or tech skills
 - Lack understanding of medical/insurance details
 - Lack reading level or language skills



Routinely, pharmacy staff spend precious time helping patients access these discounts.
This is not efficient, nor scalable, nor applied universally.

What if providers could automatically supplement their Patient Assistance Programs with pharma DTC discounts for all qualified patients?

Especially now, wouldn't it be helpful to provide additional assistance?

More Discounts for More Patients

Rx Savings Assistant[®]
EMR PLUG-IN FOR RX DISCOUNTS AT ENTERPRISE SCALE

CARE VISIT

EMR SOFTWARE

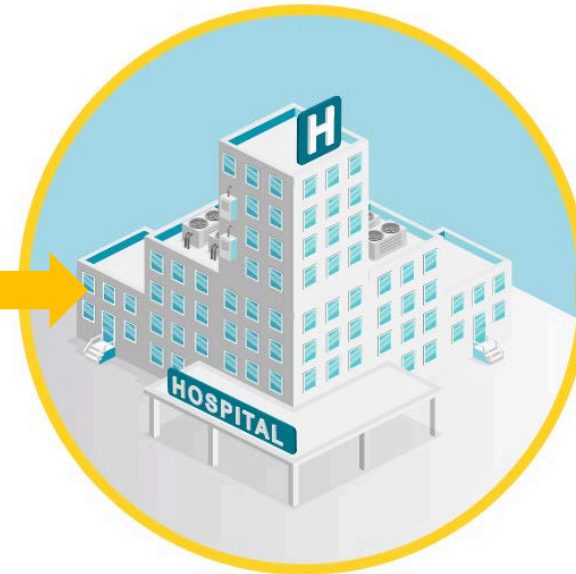
DISCHARGE

PHARMACY



Doctors prescribe medications normally. Nothing extra is done.

Effortless & Invisible



Software listens for prescriptions & finds qualified discounts.

Scalable & Accurate



Discharge papers with discounts are handed directly to patients.

Personal & Physical



More patients can now afford to fill and follow prescriptions.

Convenient & Accessible

The Result

- Your patients save *millions of additional dollars* on their prescriptions annually.
- Research shows even modest additional savings improves medication adherence.¹

AFTER VISIT SUMMARY

John Doe MRN: 0000001 10/11/2019 Pulmonary Medicine 555-444-6500

Today's Visit
You Jane Doe FCCP on Thursday

What's Next
You currently have no upcoming appointments.

MyChart

Your Medication List
Please remember to discard old medications when you receive new ones. If you have any questions, reach out to your health care provider.

ADDERALL 30 mg tablet
Generic drug: Amphetamine-Dextroamphetamine

flibanserin 100 mg Tab Comm

fluticasone 50 mcg/actuation nasal spray
known as: FLONASE ALLERGY RELIEF

insulin glargine 100 units/mL
Common brand names: LANTUS, APIDRA

OTC NU

temazepam 30 mg tablet
RESTORIL

tolterodine 2 mg tablet
DETROL LA

John Doe (M...

COUPON 7058

SANOFI RX SAVINGS PROGRAM

\$10* CO-PAY for most prescriptions

\$0* CO-PAY for LANTUS, APIDRA, and Toujeo

\$0* CO-PAY for APIDRA

ELIGIBILITY: Patients with a valid prescription from a participating provider.

TOUJEO: Maximum savings of up to \$100 per box. Not available for commercial insurance plans. Maximum savings of up to \$100 per box.

LANTUS: Maximum savings of up to \$100 per box. Not available for commercial insurance plans. Maximum savings of up to \$100 per box.

APIDRA: Maximum savings of up to \$100 per box. Not available for commercial insurance plans. Maximum savings of up to \$100 per box.

TO THE PATIENT: - To activate your Sanofi Rx Savings Card, go to www.lantus.com, www.toujeo.com, or www.apidra.com or call 1-866-390-5622.

Once activated, bring this card with you to the pharmacy the next time you go to fill your prescription. If you have any questions regarding your eligibility or savings, call the Sanofi Rx Savings program at 866-390-5622 (8:00 AM-8:00 PM EST, Monday-Friday). When you use this card, you are certifying that you understand the program rules, regulations, and terms and conditions. You are not eligible if your prescriptions are paid in part or full by any state or other federally funded programs, including, but not limited to, Medicare or Medicaid, Medigap, VA or DOD or Tricare, or where prohibited by law; and you will otherwise comply with the terms and conditions above.

TO THE PHARMACIST: Please provide a printed copy of this coupon offer to the Patient along with their prescription today.

When you use this coupon, you are certifying that you have not submitted and will not submit a claim for reimbursement under any federal, state or other governmental programs for this prescription.

- Submit transaction to McKesson Corporation using BIN # 610524
- If primary coverage exists, input coupon information as secondary coverage and transmit using the COB segment of the NCPDP transaction. Applicable discounts will be displayed for the transaction response. **If primary claim rejects due to formulary controls (i.e. prior authorization, NDC not covered), submit the claim to McKesson using Rx Bin 610524 with the following information:**

Avg savings of \$110+ per patient!

John Doe (MRN: 0000001) • Printed at 10/11/19 12:19 PM Page 3 of 3

Better adherence produces MANY benefits for patients and providers.

Considerable Savings

- Most systems will save patients more than 10 million dollars per year– some CONSIDERABLY more.
- That can make a real difference in the lives of many people, especially now.
- Visit our website to complete a worksheet to estimate the branded Rx discount value we can deliver to your commercially insured patients each year.
- Note, the value of trial offers is not included here.

Organization size	Medium system ▼
Inpatient discharges	114,468
ED visits	515,434
Outpatient visits	2,044,824
Private insurance	49%
Generic meds	92%
Avg. Rx per visit	2
Copay discounts delivered	104,849
Avg. savings per discount	\$111.51
Estimated patient savings	\$14,651,029

Many Benefits for Health Systems

Rx Savings Assistant[®]
EMR PLUG-IN FOR RX DISCOUNTS AT ENTERPRISE SCALE

- Better outcomes & reduced re-admissions
- Better consumer experience/patient satisfaction
- Increased retail pharmacy revenue
- More equitable discount access across points of care
- Decreased staff time per patient
- Lower cost of care for self-insured employees
- Lower charity costs & uncompensated care



Interested in learning more?

Explore our website:
www.medicomhealth.com/rxsa

1. Eaddy MT, Cook, CL, O'Day K et al., "How Patient Cost-Sharing Trends Affect Adherence and Outcomes: A Literature Review," P&T, Vol. 37, #1, January 2012. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3278192/>
2. Balick, Rachel, "Copay Cards Save Patients Money, but Come at a Cost," Pharmacy Today, December 2016. [https://www.pharmacytoday.org/article/S1042-0991\(16\)31400-1/pdf](https://www.pharmacytoday.org/article/S1042-0991(16)31400-1/pdf)
3. Olga Z Rosen, Rachel Fridman, Bradley T Rosen, Rita Shane, Joshua M Pevnick, "Medication adherence as a predictor of 30-day hospital readmissions," Patient Prefer Adherence. 2017; 11: 801–810. Published online 2017 Apr 20. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5404806>. PMCID: PMC5404806
4. <https://www.aafp.org/news/health-of-the-public/20140428nonadherencestudy.html>
5. <https://www.kff.org/health-costs/poll-finding/kff-health-tracking-poll-february-2019-prescription-drugs/>
6. http://www.ncpa.co/adherence/AdherenceReportCard_Full.pdf