



Begging for PBM Disruption?

Employers Do Have Control

Be Aware of Changes in the Market

Government activity and rhetoric on drug prices increases

Amazon impacts pharmacy and acquires Pill Pack

Fortune 10 PBMs move to consolidate with health plans

Pharmaceutical manufacturers cover their bases

New models for managing Specialty drugs emerge

Specialty Drug Costs are the Top Concern by Employers

The Specialty Drug Challenge

Small Cohort	1-3% of the population
High Cost	\$20k-\$1 million/year
Chronic	Years to a lifetime for many
Complex	1,000+ different diseases
Pipeline	Over 700 Specialty drugs in FDA pipeline
Specialty Expense vs. Wages	Avg specialty drug tx \$52,000 in 2015 Median wage \$48,665 in 2016
Siloed Management	40% of spend under medical

Employers Have An Information Gap

Ability to make decisions based on data is difficult for employer's given the current reporting and analysis

PBMs and Health plans lack of reporting on clinical performance at an Employer level

Current RFP processes for health plans and PBMs are too focused on pricing and rebates

Realistically have 20-40% savings in Specialty with new model and approaches

About ARCHIMEDES



Our mission

Eliminated the waste in specialty drug benefits



Our solution

Value-based management across the benefits

Questions:

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