

Managing specialty drug costs with integrated solutions

Specialty costs dominate benefit spend

Specialty medication costs continue to rise, accounting for more than half of most employers' total medication spend.¹ Those trends are likely to continue—or even steepen—given the increased utilization of specialty drugs and the continuing innovation and introduction of high-cost therapies.

Specialty medication costs span benefits, with almost half falling under the medical benefit²



So what does all of this mean for employers? Integrated specialty drug management is critical. Every coverage decision matters. Every site-of-care decision matters. Every network decision matters. Our specialty management program gives you the insight, flexibility and alignment you need—across both medical and pharmacy benefits—to make those decisions.

Patients who use specialty medications have complex needs. On average they:

Take **10** medications³

Manage **7** conditions³

Visit **4** providers a year³

Our integrated model ensures the right specialty medication strategy at every step



Providing the right drug



for the right cost



in the right setting



with the right support



Giving employees access to clinically appropriate therapies



Driving down drug costs for employers and employees



Ensuring treatment administration in a safe, cost-effective setting



Creating positive employee experiences for better health

Helping providers prescribe the right drug

We monitor and prioritize the drug pipeline up to 36 months before FDA review—ensuring that sound clinical and cost management strategies are in place as drugs are approved. Post launch, we analyze treatment regimens and give providers real-time, patient-specific guidance based on clinical evidence.

How we evaluate medications in the pipeline



Driving to the right cost

Our utilization management process—including prior authorization, step therapy and supply limits—drives selection of clinically effective and cost-efficient medications. Recommendations include brand-name and biosimilar options that deliver high value.

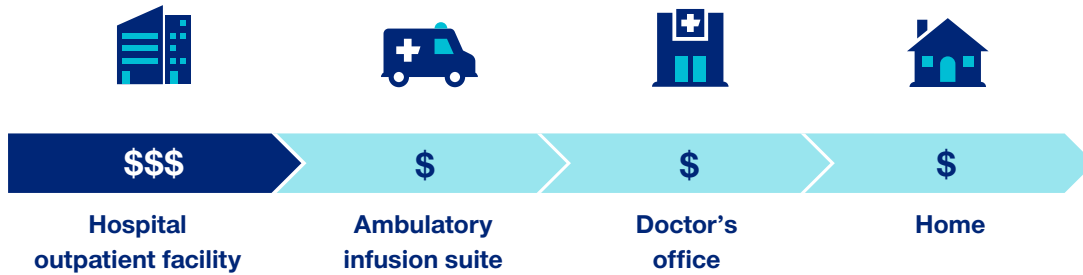
Another way UnitedHealthcare helps manage costs is with Copay Card Solutions. The Accumulator Adjustment and Variable Copay programs give members access to cost-saving manufacturer coupons—while also ensuring transparency about the true out-of-pocket costs that employees pay.

5–10%

estimated savings with Variable Copay, depending on plan design⁴

Administering therapies in the right setting

We use medical necessity criteria to determine a clinically appropriate treatment location. Shifting care to an alternative site helps ensure high clinical quality and also delivers a better employee experience and lower treatment costs.

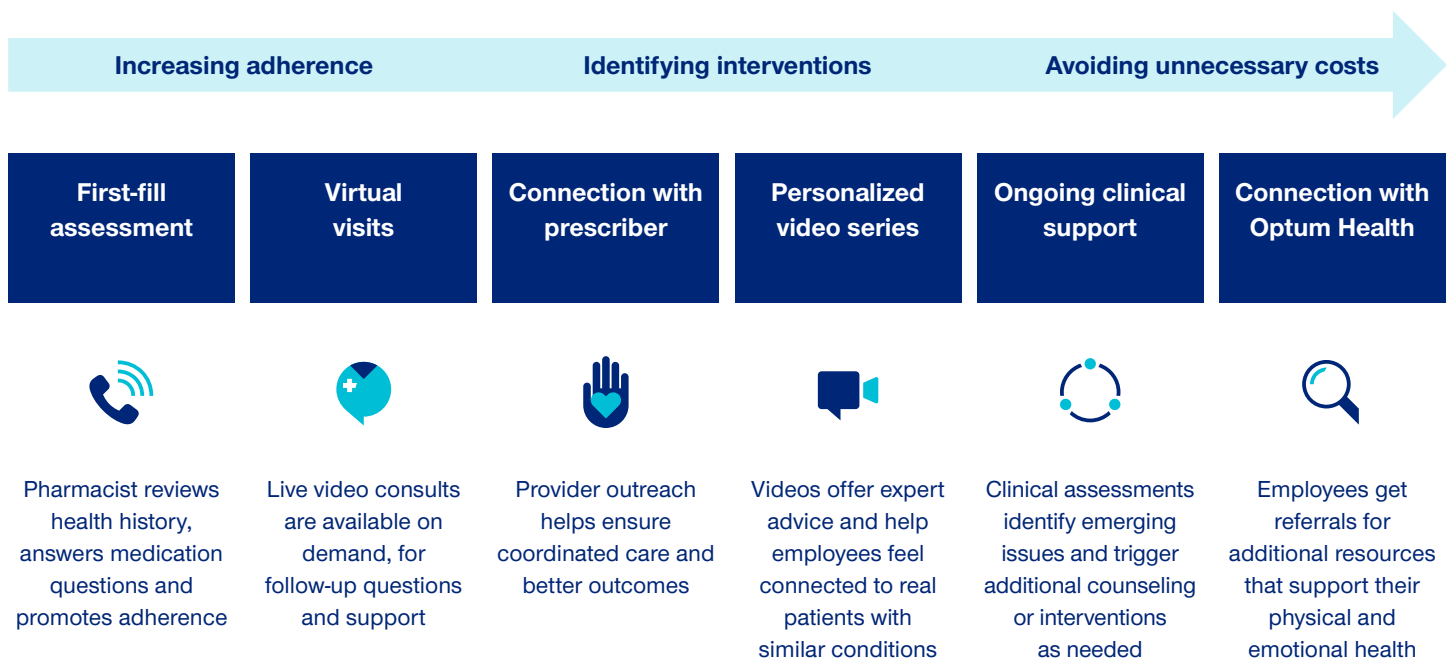


Providing the right support for employees

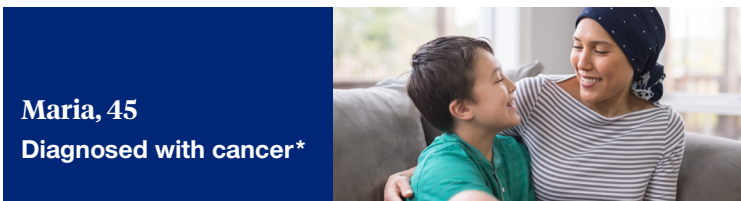
24/7 access to clinicians, advocates and engagement tools helps employees manage challenging diseases and medications. With this support there are fewer adverse events, improved adherence and lower overall costs.



Driving smarter engagement through specialty clinical programs



Maria's story



* Maria is not a real patient. The stock image is being used for illustrative purposes only.



Providing the right drug



for the right cost



in the right setting



with the right support

Maria's oncologist uses the Cancer Guidance program to identify a proven, cost-effective treatment regimen and receives real-time cross-benefit PA approval based on clinical evidence.

Proactive pipeline and PDL management enables Maria to switch to a lower-cost and equally effective biosimilar drug.

Through Site of Care redirection, Maria can receive Immune Globulin (IG) treatment to prevent an infection via infusion therapy in the comfort of her home.

Maria's treatments will be provided by the same home infusion nurse. She also has 24/7 access to clinical experts via phone and virtual visits. Her patient care coordinator helps Maria obtain a grant to help pay for her therapy.

99%

of patients with cancer start on the right therapy, right away⁶

Up to **60%**

estimated client savings using biosimilar management strategies⁷

Average savings is 41% Savings may vary

40%–63%

shift out of facilities through Site of Care redirection⁸

\$4276

average financial assistance secured for oncology patients⁹

Contact your UnitedHealthcare representative for more information

United Healthcare

Optum

¹ PBMI. 2021 State of Specialty Spend and Trend Report. Accessed 6/23/22.

² UnitedHealthcare 2021 Commercial Fully Insured data, post-rebate, allowed amount.

³ Optum Rx book-of-business analysis, September 2019 – September 2020.

⁴ UnitedHealthcare 2021 Commercial ASO data.

⁵ Optum Specialty Pharmacy. 2021 Voice of the Customer survey.

⁶ UnitedHealthcare 2021 authorization report.

⁷ UnitedHealthcare 2020 book of business data. Actual savings may vary.

⁸ UnitedHealthcare 2020 Commercial Fully Insured data. Projections based on claim type, not based on actual UnitedHealthcare Site of Care program results.

⁹ 2021 Patient Assistance Active Grant Report.

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