The Future of Prescription Decision Support: Leveraging Real-Time Data to Drive Value at the Point of Care
August 24, 2021
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The Future of Prescription Decision Support:
Leveraging Real-Time Data to Drive Value at the Point-of-Care

August 24, 2021
The Current State of Prescription Decision Support
REAL-TIME PRESCRIPTION BENEFIT
BRINGS PATIENT DATA TO POINT-OF-CARE WORKFLOWS


2. Clinician receives immediate information with patient- and pharmacy-specific coverage.
   
   BENEFIT CHECK NETWORK
   cost and coverage information

3. Clinician adjusts prescription to ensure right medication at right cost.
UNRELIABLE OR MISSING DATA HAS HINDERED ADOPTION

• 77% of physicians say that they’ve had to change, manage, or resend a prescription order once it has been sent to the pharmacy1

• 78% of providers who have access to coverage information do not find the information reliable1

• 72% of providers do not discuss medication prices with their patients1
REGULATORY SHIFTS MANDATE PRICE TRANSPARENCY CAPABILITIES

Real-Time Benefit Tool Rules
• By 1/1/21, Part D plans must adopt at least one RTBT that can integrate with at least one ePrescribing system or EHR
• By 1/1/23, Part D plans must provide an enrollee-facing RTBT

Hospital Price Transparency Rule
• By 1/1/21, hospitals must publish 300+ shoppable, standard services in a consumer friendly and machine-readable format

Health Insurance Price Transparency Rule
• By 1/1/22, plans must disclose pricing, negotiated rates, and cost-sharing information via standardized, regularly updated, machine-readable files

No Surprises Act
• By 1/1/22, plans and providers can no longer bill patients for more than the in-network cost due under the patients’ insurance
# TYPES OF PRESCRIPTION DATA AVAILABLE

<table>
<thead>
<tr>
<th>Formulary &amp; Benefit</th>
<th>Real-Time Prescription Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiple steps in the data transfer process</td>
<td>Direct connections to payer/PBM systems</td>
</tr>
<tr>
<td>Static data often updated weekly or monthly</td>
<td>Moment-in-time specific data</td>
</tr>
<tr>
<td>Plan-level data</td>
<td>Patient-specific data</td>
</tr>
<tr>
<td>Lack of reporting capabilities available</td>
<td>Robust reporting on prescribing behavior</td>
</tr>
</tbody>
</table>

**Eligibility**
(270/271 Transactions)
CONFUSION AROUND WHAT REAL-TIME PRESCRIPTION BENEFIT IS

**Patient** = Type 2 diabetic, currently in the donut hole phase of coverage  
**Drug prescribed** = Trulicity 0.75 MG/0.5 mL PEN  
**Price range** = $19 to $873 in patient out-of-pocket costs

<table>
<thead>
<tr>
<th>Benefit Check Process</th>
<th>Information Displayed at the Point-of-Care</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real-Time Prescription Benefit</td>
<td>$348</td>
</tr>
<tr>
<td></td>
<td>Alternatives Displayed</td>
</tr>
<tr>
<td>Formulary &amp; Benefit Data</td>
<td>Tier 3 Drug – $$$ / 😊 / ✓</td>
</tr>
<tr>
<td></td>
<td>No Alternatives Displayed</td>
</tr>
</tbody>
</table>
Driving **Value** with Real-Time Prescription Benefit
Empower Providers with Trustworthy Data to Reduce Point-of-Care Confusion

• Remove inaccurate cost and coverage information from ePrescribing workflow to establish RTPB trust
  • Formulary & Benefit
  • Historic Claims-Based Pricing

• Provide meaningful, clinically-viable medication and pharmacy alternatives

• Normalize data and display information consistently, for every patient
  • Multiple connection availability
  • Allow common provider inputs for pricing
  • NDC and PBM code translations for clarity and billing
  • Quantity translations for pricing
CASE STUDY: MEDIUM-SIZED HEALTH SYSTEM, JAN-JULY 2021
DRIVING MEANINGFUL BEHAVIOR CHANGE WITH RTPB

- Physicians Made a Switch to a Lower-Cost Med: 21%
- Actual Patient Savings: $110k
- Coverage Restriction Avoidance: 22%

'Prior Authorization' alert resulted in a behavior change 8% of the time
50+ hours of prior authorization avoided
'Refill too soon' alert resulted in order suspension 52% of the time
REAL-LIFE EXAMPLES OF THE PATIENT/PROVIDER EXPERIENCE

**Chronic Brand Med:**
Prior Auth Avoidance Opportunity

**Acute Generic Med:**
One-Time Saving Opportunity

**Chronic Brand Med:**
Recurring Savings Opportunity

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### Patient Out-of-Pocket Cost Estimate

**Prescriptions**

<table>
<thead>
<tr>
<th>Pending Prescription</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Januvia 50 mg tablet</td>
<td>$250</td>
</tr>
<tr>
<td>90 tablets, 90 days</td>
<td>$2.78/day</td>
</tr>
<tr>
<td>Nesina 12.5 mg tablet</td>
<td>$125</td>
</tr>
<tr>
<td>90 tablets, 90 days</td>
<td>$1.39/day</td>
</tr>
<tr>
<td>Onglyza 5 mg tablet</td>
<td>$125</td>
</tr>
<tr>
<td>90 tablets, 90 days</td>
<td>$1.39/day</td>
</tr>
</tbody>
</table>

**Total Cost:** $125

**Payer-Suggested Alternatives**

- Tradjenta 5 mg tablet, 90 tablets, 90 days = $125
  - Cost: $1.39/day

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### Patient Out-of-Pocket Cost Estimate

**Prescriptions**

<table>
<thead>
<tr>
<th>Pending Prescription</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>etodolac 400 mg tablet</td>
<td>$57.38</td>
</tr>
<tr>
<td>Preferred Pharmacy #5334, 60 tablets, 30 days</td>
<td>$1.91/day</td>
</tr>
</tbody>
</table>

**Payer-Suggested Alternatives**

- etodolac 400 mg tablet, Health System Pharmacy, 60 tablets, 30 days = $41.90
  - Cost: $1.40/day
- ibuprofen 800 mg tablet, Preferred Pharmacy #5334, 90 tablets, 30 days = $8.60
  - Cost: $0.29/day

**Total Cost:** $41.90

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### Patient Out-of-Pocket Cost Estimate

**Prescriptions**

<table>
<thead>
<tr>
<th>Pending Prescription</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flovent HFA 44 mcg/actuation</td>
<td>$145</td>
</tr>
<tr>
<td>1 inhaler, 30 days</td>
<td>$4.85/day</td>
</tr>
</tbody>
</table>

**Payer-Suggested Alternatives**

- Asmanex HFA 100 mcg/actuation, 1 inhaler, 30 days = $15
  - Cost: $0.50/day
- Qvar RediHaler HFA 40 mcg/actuation, 1 inhaler, 30 days = $15
  - Cost: $0.50/day

**Total Cost:** $15

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**Patient savings by switching to covered drug =** $125

**Time savings by avoiding prior authorization =** 25+ mins

**Patient savings by switching location =** $15.48

**Increased convenience by switching to an in-house pharmacy option**

**One-time patient savings:** $130.37

**Annualized patient savings:** $1,564.44
The Future of Prescription Decision Support
WHAT’S NEXT FOR PRESCRIPTION DECISION SUPPORT?

Key Areas for Innovation

Real-Time Prescription Benefit Innovations

Prospective ePA Processes

Consumer-Facing Tools

Pharmacy and Medical Benefit Data
Questions and Discussion

Please submit your questions via the panel on the webinar platform.

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THANK YOU FOR JOINING.

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