



OHIO'S BEST Rx

STATISTISME
SOUK

THE
PRESCRIPTION
SAYS WE TAKE
THESE TILL
EMPTY.

THE
BOTTLE?

OUR
SAVINGS.



The Drug Problem

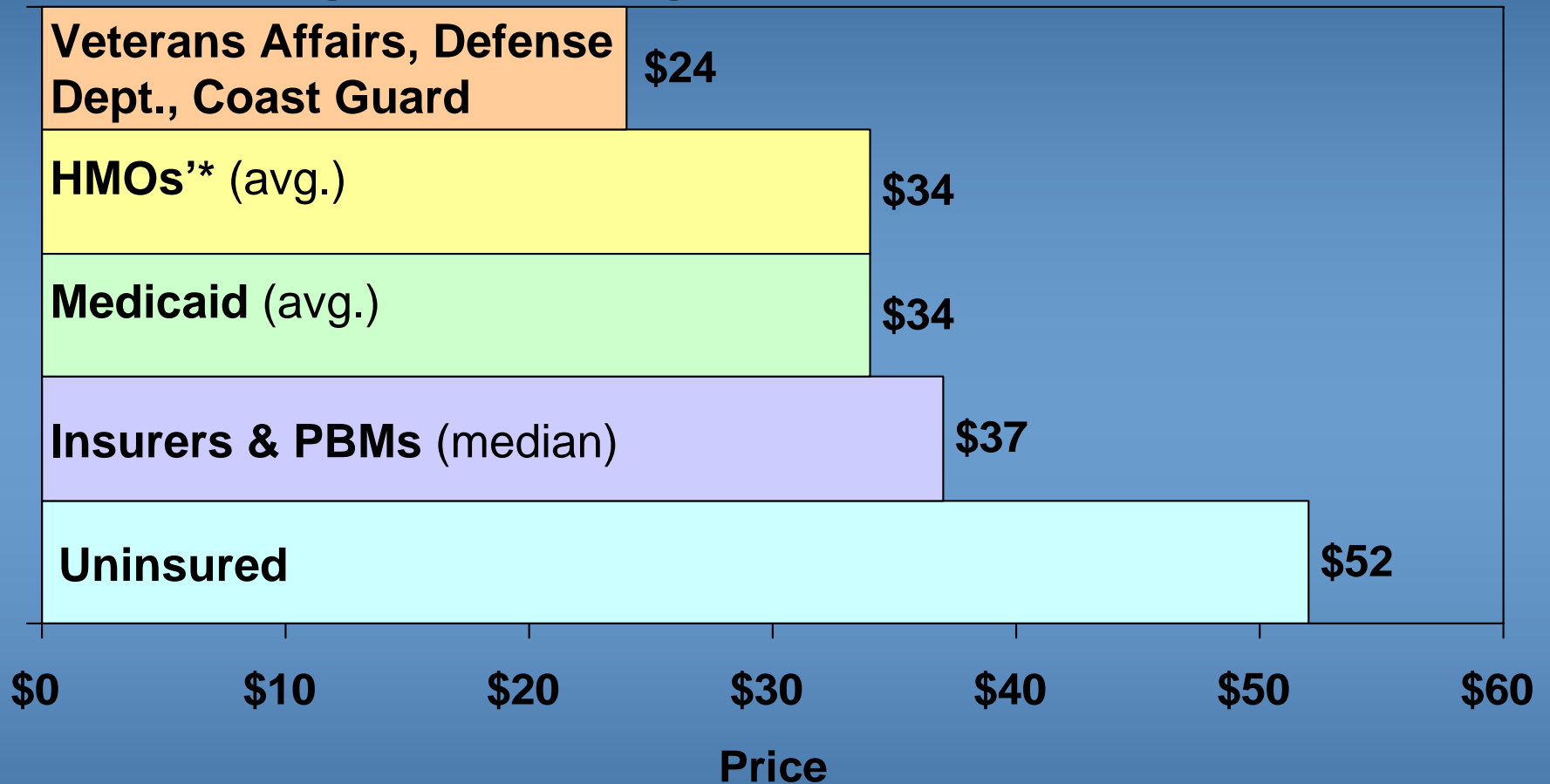
- Rising prices
- 15.6% of Americans uninsured (44.4 million)
- 25% with no coverage for drugs
- 30% of Medicare beneficiaries with no drug coverage
- Employer coverage declines from 67% to 63% of those < 65

INSURED vs. UNINSURED

- Group Purchasing
 - Negotiated Prices
 - Drug Rebates
 - Co-pays
- Better Access
- 10 % don't fill a prescription

- Individual Purchasing
 - Higher Prices
 - No Drug Rebate
 - Full Cost
- Limited Access
- 27 % don't fill a prescription

Drug Pricing Varies Widely

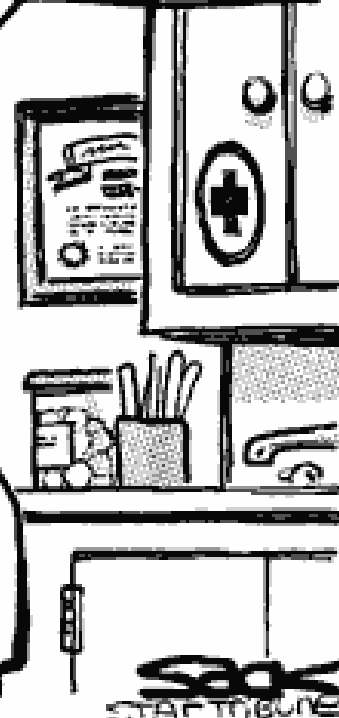
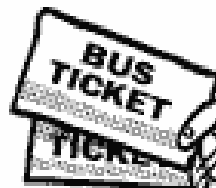


*Refers only to HMOs that buy directly from Manufacturers

Source: Dept of Health and Human Services
The Baltimore Sun, April 7, 2004

WE CAN'T AFFORD THESE
PRESCRIPTION PRICES
ANYMORE, DOCTOR—
WHAT CAN WE DO
FOR RELIEF?

TAKE TWO OF
THESE AND CALL
ME WHEN YOU
GET TO CANADA...



SOX
STAFF TRIBUNE

CURRENT SOLUTIONS

- Seniors: Medicare discount cards
Medicare benefit in 2006
Golden Buckeye
- Manufacturer Discounts
- Store Discounts
- State Pharmacy Assistance Programs
- Re-importation

OHIO'S INNOVATIVE SOLUTION



- Collaboration of AARP, Ohio AFL-CIO, Ohio United Way, and others with PhRMA (Pharmaceutical Research and Manufacturers Association)
- Legislation enacted December 2003
- Implemented by ODJFS
- Administered by Envision Pharmaceutical Services (Best Rx Program Administrator)

WHO'S ELIGIBLE?

- Ohio residents
- No insurance for prescription drugs
- Sixty and over with any income
- Under 60 with low income:
 - Single < \$1940/month (\$23,280/yr)
 - Couple < \$2603/month (\$31,236/yr)
 - Family < 250% of poverty adjusted for size

SAVINGS

- Potential for lower costs to participants by using the drug pricing and rebates negotiated by large state employee and retiree health plans
- Almost all the rebate goes to reducing the cost of the participant's prescription
- Expected per prescription savings of 20%-30%

FUNDING

- State Start-Up Dollars
- Rebates from Manufacturers (up to 5% for program operation; at least 95% lowers the cost of the drug)
- Administrative Fee per Prescription (up to \$1.00)
- Pharmacy Professional Fee (up to \$3.00)

BEST RX PRICING

Pharmacy Price

- Usual & Customary Price \$110.99
- Best Rx Price)* \$ 78.21
- * (Avg Price less any Adj. Rebate)
- Plus Pharmacy Prof Fee \$ 3.00
- Plus Prog. Adm. Fee \$ 1.00

Participant Pays

\$82.21

(Savings of \$28.78)



BEST RX GOALS

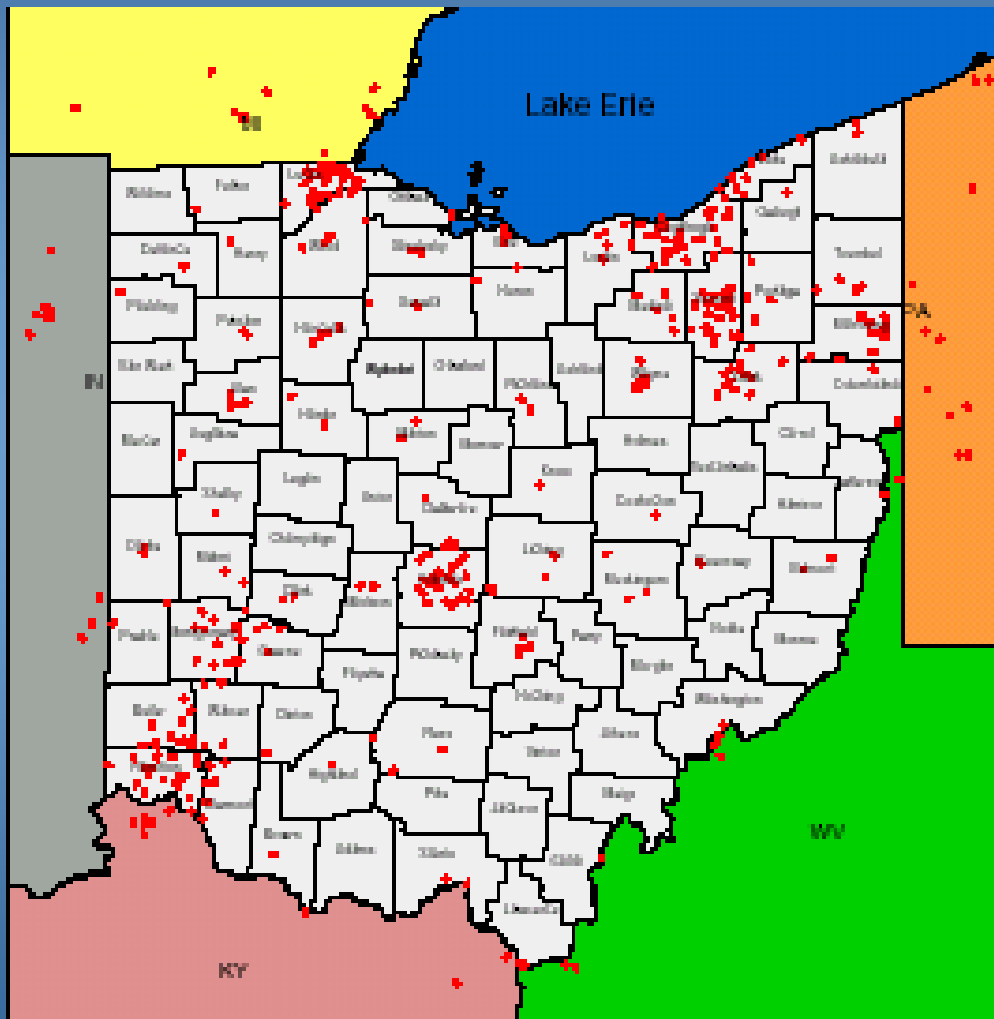
- MANUFACTURER PARTICIPATION
- PHARMACY PARTICIPATION
- CONSUMER PARTICIPATION

OVERALL GOAL: SAVINGS FOR PARTICIPANTS

GOAL: MANUFACTURER PARTICIPATION

- Abbott Diabetes Care
- Adams Laboratories Inc.
- Allergan Inc.
- Astrazeneca
- Ayerst Laboratories/
Wyeth Pharmaceuticals
- Ferndale Laboratories
- GlaxoSmithKline
- Home Diagnostics, Inc.
- Novartis
Ophthalmics/Novartis
Pharmaceuticals Corp.
- Novo Nordisk
Pharmaceuticals, Inc.
- Pfizer, Inc.
- Proctor & Gamble
Pharmaceuticals
- Reliant Pharmaceuticals
- Sepracor, Inc.
- TAP Pharmaceuticals

GOAL: PHARMACY PARTICIPATION

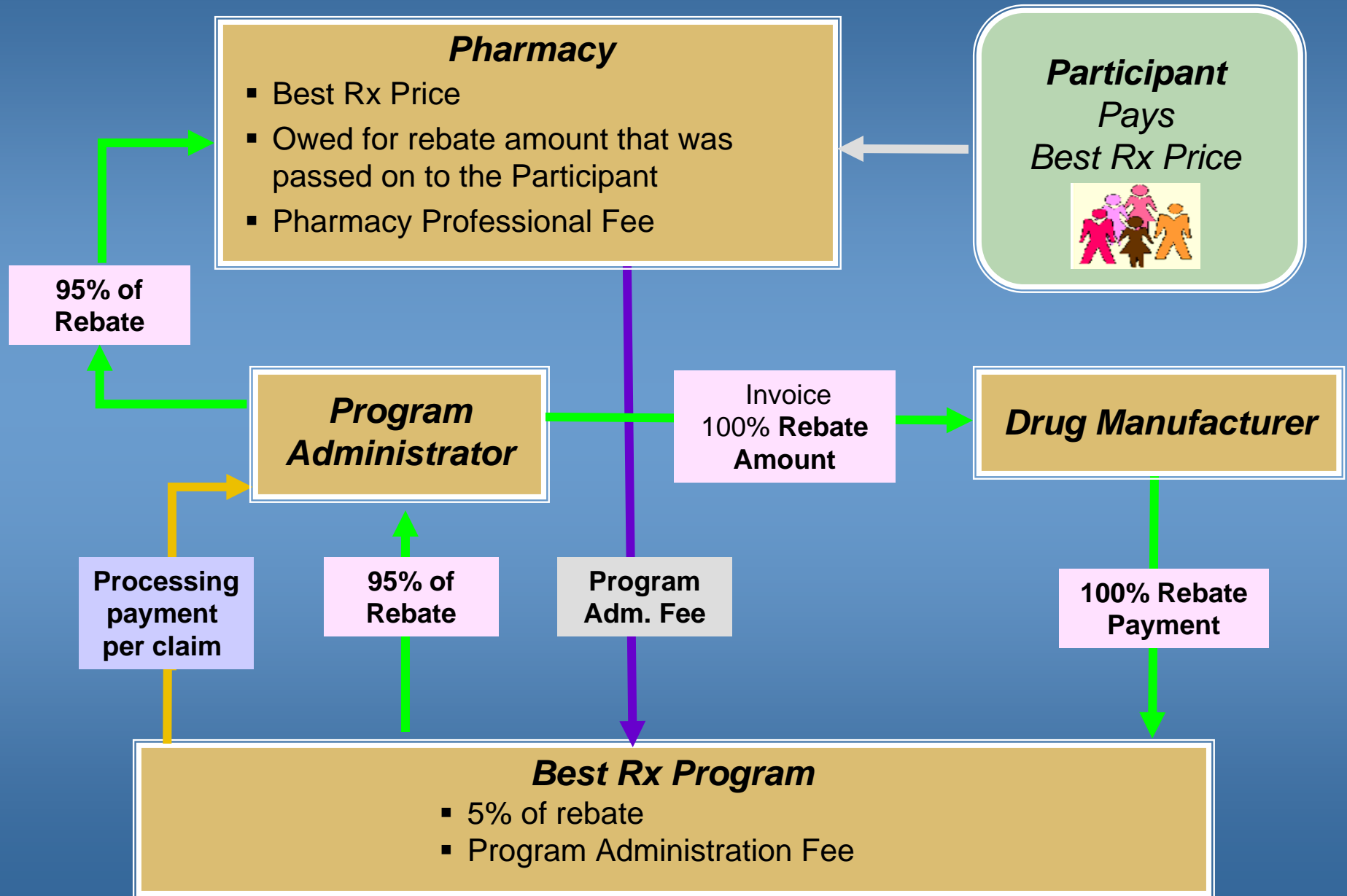


- Over 2,200 Pharmacies
- Major Chains including
 - CVS
 - Giant Eagle
 - Kroger
 - Rite Aid
 - Walgreens
 - Wal-Mart
- Numerous Independents
- Mail Order Option

GOAL: CONSUMER PARTICIPATION

- Simplified Process
- No Enrollment Fee
- Forms available through toll free number, fax, Internet, mail, in community locations, clinics, physician offices...
- Applicant signature is verification of the information
- Quick turnaround

Best Rx Funding



CURRENT ACTIVITIES

- Continue to contract with manufacturers
- Further develop the pharmacy network
- Coordinate outreach activities
- Monitor utilization

MORE INFORMATION:

Toll Free Phone: 1-866-923-7879
(1-866-9BESTRX)

ODJFS Program Office: 614-466-9783

Fax: 1-877-923-7879

On the Web: www.ohiobestrx.org