



# SCRIPTIUS

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Welcome to  
Prescription Savings

# \* SCRIPUS



When you switch to Scripius, you get a full-service Pharmacy Benefits Manager (PBM) that provides cost savings, superior service, and complete access to claim-level data. Plus, we're so confident your switch will be easy, we give you a first-year savings guarantee and a money-back satisfaction guarantee.



## THE ORIGIN OF SCRIPUS

We take our name from our history and roots in evidence-based medicine. Our industry know-how of the prescriber and coverage sides of the pharmacy transaction makes us well versed in the PBM trade.

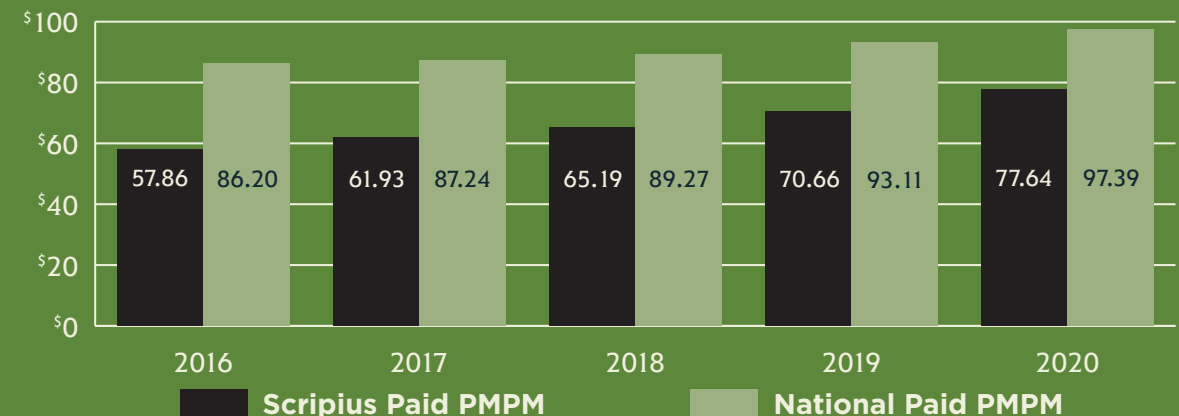
Scripius combines the gravitas of the hero and Greek god of medicine, Asclepius, with the healing power of prescriptions. Gravitas means we take our work seriously. Everything we do is intended to further our mission of *Helping People Live the Healthiest Lives Possible*®.

## You get the least expensive price tag.

Our five-year average Per Member Per Month (PMPM) cost is \$66.65, and we haven't found a lower PMPM in the market. The PMPM amount is the most accurate price tag because it includes all your costs: administrative fees, clinical programs, network discounts, rebates, maximum allowable cost lists, and ingredient costs. It's the real price tag you're paying.

lower costs

### \$19.75 PMPM SAVINGS IN 2020<sup>1</sup>

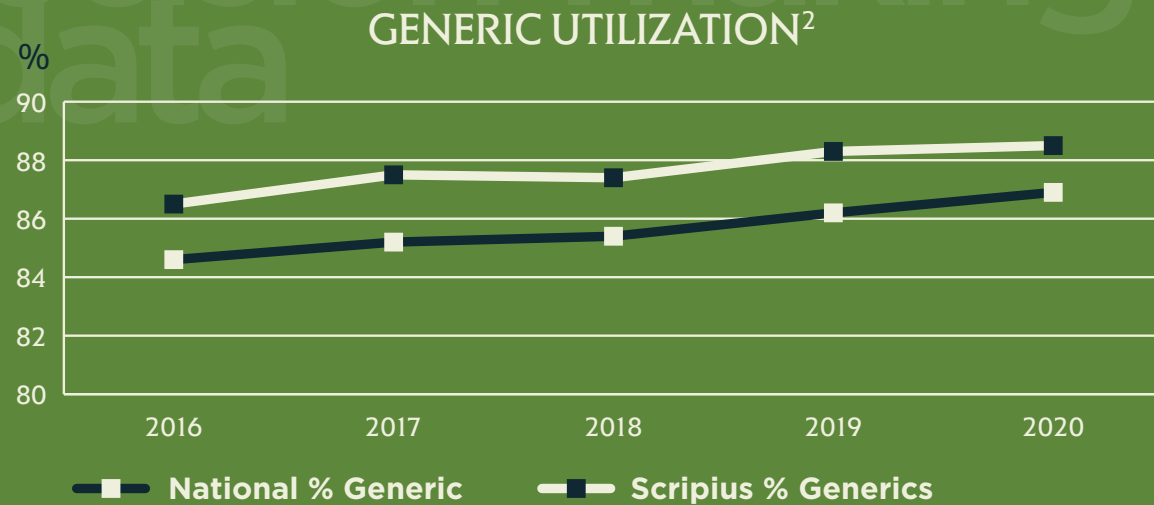


<sup>1</sup> Source: The 2021 Economic Report on U.S. Pharmacies and Pharmacy Benefit Managers, Adam J. Fein, Ph.D., Drug Channels Institute (March 2021) and Scripius internal data.

## You get high generic utilization and lower costs.



Our drug mix and utilization strategies incentivize members to use generics. In 2020, our generic utilization rate was 1.6% higher than the national average. For every 1% increase in generic utilization, you can expect a 6% decrease in PMPM costs. This means Scripius can secure you \$9.35 PMPM savings, or \$112.20 Per Member Per Year (PMPY), compared to the national market.



<sup>2</sup> <https://www.statista.com/statistics/205036/proportion-of-brand-to-generic-prescription-sales/> and Scripius internal data.

## You get clinical programs that work.

Beyond achieving a high generic utilization rate, our pharmacist team works to save you money in all aspects of your drug spend. Our team secures enhanced rebates and renegotiates network contracts, and they implement clinical programs like our medication management and opioid management programs. And they recently created our innovative biosimilars program, which saved our clients an additional \$5.1 million in 2020. All in all, our programs equated to **MORE THAN \$25 MILLION IN SAVINGS**.

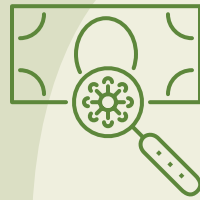


PROGRAM	2020 SAVINGS
Medication Management	\$8 Million
Biosimilars	\$5.1 Million
Enhanced Rebates	\$10.5 Million
Opioid Management	\$2 Million
Network Negotiations	\$1.7 Million
<b>TOTAL</b>	<b>\$25.3 MILLION</b>

effective clinical programs

## You get guaranteed instant savings in year one.

We are so confident we can save you money that we guarantee it. If you share your data and let us reprice your claims, we will give you a first-year savings amount that we will guarantee.

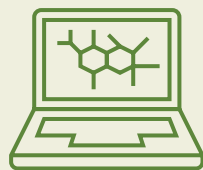


## You get member engagement savings.

Our Net Promoter Score (NPS), which indicates how likely a customer is to recommend us to a friend, is 68—compared to some national competitors who have negative NPS scores (e.g., -3, -5).<sup>3</sup> This score matters because when customers like a company, they engage with it. More than 23,000 of our members use our drug cost comparison tool each month. And last year, 5,000 members enrolled in our Rx Savings Solutions® program, creating **\$1.1 million in client savings and \$500,000 in member savings.**

<sup>3</sup> <https://customer.guru/net-promoter-score/cvs-health>: <https://customer.guru/net-promoter-score/express-scripts-holding> (last accessed 7/29/2021).





## You get hassle-free onboarding with a satisfaction guarantee.

We have an expert team of system analysts and service providers who will make sure your transition brings smiles, not headaches. We are so confident that you'll be satisfied when you switch to us, that we'll give you money back if you're not completely happy.

satisfaction  
guaranteed

## You get little to no disruption.

We own all our network contracts. We'll look at your utilization, and if there are any utilized pharmacies that aren't included in our 55,000+ pharmacy network (which includes all the major chains), we'll do our best to add them before your effective date.



# access to claims data

## You get claim-level data, a library of analytics, and all financial information.

We can supply you with aggregated, decision-influencing data, which includes analytics from clients with more than 40,000 employees. When you ask how a certain benefit change will impact your costs, we can tell you. Since Scripius owns all its own rebate and network contracts, when you ask for all your financial information, including proof of how we pass through rebates to you, you'll have the claim-level information you need.



## You get zero status quo.

In 2020, Scripius introduced Rx Savings Solutions, which helped our commercial clients save \$1.6 million. We also introduced our biosimilars clinical program, which contributed another \$5.1 million in savings for our clients. We will never settle, and we'll always bring our best ideas to you.



# zero status quo

We're here to help you make the simple switch so you can enjoy greater cost savings and improved member satisfaction.

## QUESTIONS?

Talk to your prescriptions benefit consultant about making the switch to Scripius. Or visit **scripius.org**, email us at **maketheswitch@scripius.org**, or call **801-442-3117**.

