

What the experts are saying about the use and cost trends of specialty medications in 2021 and beyond.



THE TAKEAWAY

The number of high cost specialty drugs will continue to rise in 2021 and beyond.

Specialty drug cost exceeded *'over half of the total pharmacy spend'* and continue to climb.

The role telehealth role will play in 2021 and beyond will continue beyond the pandemic

Specialty pharmacy carve-outs will be a dominant trend for 2021 as payers seek to reduce the rising specialty drug cost problem.

"Employers' drug spend in 2020 and beyond will be impacted by an era of multi-million dollar one-time treatments or "cures. "Biologics, often very expensive, represent the fastest-growing class of therapeutic products in the U.S."

Willis Towers Watson Rx Collaborative: 2019 Annual Report to Employers

"The average price of Humira in the United States is about 96% higher than in the United Kingdom."

 International Federation of Health Plans 2020 Comparative Price Report

"Chronic diseases will continue to plague the populace. Sixty percent of adults have a chronic disease, with 40 percent managing two or more."

pwc Medical Cost Trends: Behind the numbers 2020

"Among commonly used specialty drugs, branded drug prices have increased by 57% since 2014."

AARP

"Spending on prescription medicines in the United States is projected to increase 4 percent to 7 percent through 2021."

IQVIA

"80% of employers were satisfied with the performance of their telemedicine vendor during the pandemic."

 National Survey of Employer-Sponsored Health Plans

"Eight in ten surveyed favor allowing Americans to buy high cost drugs imported from outside the U.S. to lower their drug cost."

KFF KFF Health Tracking Poll February 2019: Prescription Drugs

Willis Towers Watson Rx Collaborative: 2019 Annual Report to Employers

What users are saying about the PriceMDs program:

"It was so easy to get started, managing my prescription is much more convenient now."

Each member has their own registered Nurse Navigator



Members gain a readily available expert second opinion



Medications are shipped via best-in-class cold chain courier



Members can track their medications door-to-door



Medications are delivered to their door in 90-day fills.



In most cases members eliminate their copays

"Hi Caitlin! Everything was perfect. Medication was cold, it arrived this morning. I was here to receive it. I have hit stop on the tracker and I put it in the envelope, the post lady will pick it up in the morning. Perfect! Have a wonderful day!" – Janet M.

"The package was really good. It was still cold. Those were pretty impressive ice packs and cooler. Thanks for all your hard work getting it to me!" – Robert T.

"Hi Rachel, I received my medication this morning. THANK YOU SO MUCH!!! I didn't receive the envelope to return the temp device. If you will give me the address, I can send it on my own if you would like." – Mary Ann P.

"The medication came yesterday! I meant to email and work got crazy. But yes! It's here and everything is perfect. Thank you so much!!! – Martin A.

"Good afternoon Caitlin! I had to send an email to say what a fantastic company you are a part of. I am broken hearted (and so is my wife) that Cayman is out of the picture for the time being, but we were talking about the customer service that you and your company provide. EVERYONE we have worked with has been exceptional!!! – Beth K.

"Hello Libby, My order was all okay. Thanks so much for all you did to help me get it in these very weird times!" – Dennis E.

Thank you and everyone who is a part of your wonderful organization for such an incredible program. Bless you all" – Linda H.