



McGRIFF, SEIBELS & WILLIAMS, INC.

# PHARMACY BENEFIT MANAGEMENT

CONSULTING & BROKERAGE SERVICES

**Rx costs account for ~18-25% of employers' total healthcare dollar... With Rx costs expected to double by 2020.**

**\$53 BILLION PER YEAR -  
U.S. PRESCRIPTION OPIOID COST OF ABUSE.\***

\*Pain Medicine 2014;2015: 1450-1454

## **Our Market Advantages**

McGriff, Seibels & Williams, Inc. (MSW) provides Pharmacy Benefit Manager (PBM) consulting & brokerage services to address the surging costs of Rx and improve PBM contractual terms. Rx costs continue to claim a larger share of employers' total healthcare dollar, significantly outpacing inflation. Managing Rx benefit costs becomes a greater challenge each year for employers, especially with the rising costs of specialty medications and the large number (~700) of specialty drugs in the pipeline. These escalating costs are not exclusive to a specific industry or particular employer size.

## **EMPLOYEE BENEFITS DIVISION**

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## Why MSW PBM Consulting & Brokerage Services?



### Prescription drug spend is the fastest growing segment in Healthcare.

- ~12% trend on annual Rx Spend is forecasted for the next 2 years
- Specialty drugs account for ~1% of Rx utilization, yet account for ~25% of total Rx Spend... expected to be 50% of total Rx Spend by 2020

### Plan design and clinical management tools are more important than ever but maximizing contractual guarantees are essential to helping lower the trend.

- MSW's PBM RFP Services typically generate a client savings of 8% - 16% over the previous PBM contract.

### MSW's PBM Consulting & Brokerage Services Overview:

- Current Contract Review
- RFP Services
- Implementation Management
- Ongoing Bill Audit
- PBM Program Audit
- Enhanced Specialty Drug Analytics Platform\*

### MSW's PBM Program Assessment Carefully Considers the Following:

- Financial Terms
- Contractual Definitions
- Utilization Management
- Specialty Drug Management
- Clinical Programs
- New to Market Drugs

\*for groups of 10,000+ members

## What would a savings of 13.37% look like for your company?

### MSW CASE STUDY

A client in the manufacturing industry contacted MSW for help with their Pharmacy Benefit Management Program after incurring a 3-year Rx cost of \$34,256,478. As a company with 8,000 employees (15,000 members), MSW solicited 7 PBMs including Catamaran Rx, CVS Health, Envision, Express Scripts, Magellan Rx, Optum Rx and Prime Therapeutics. **MSW was able to obtain a winning bid that saved the client 13.37% (\$4,580,091) over three years.**

