

**Mass Strategic Health Group
Meeting Minutes
Meeting of March 9th, 2021
GBS Gallagher**

Board Members Present:

Doug Willardson
Matthew Wojcik
Rich Mathieu
MaryEllen Cerbone
Jeanne Lovett
Tim Bell

Webster Town Administrator
Douglas Town Administrator
Dudley Charlton RSD Finance and Operations Manager
Dudley Charlton RSD
Town of Douglas
Town of Webster

Others Present:

Anthony Lively
Emmilie Roach
Chris Nunnally
Rich Bienvenue
AJ Somaini

Alera/Lively Insurance
Arthur J. Gallagher
Arthur J. Gallagher
Treasurer
Confidio

The meeting was called to order at 2:01PM

Attendance

There was a roll call of attendees participating via WebEx/conference call.

Pharmacy Conversation

Mr. Nunnally introduced Mr. Somaini with Confidio, a technology enable pharmacy-consulting firm. Mr. Somaini said he would be giving a high-level overview of Confidio and different pharmacy benefit manager (PBM) options. Mr. Somaini presented three different PBM's, with express scripts showing savings and provides the easiest implementation for Mass Strategic Health Group.

There was further conversation and the board decided to wait and see if they want to make a vote at the next meeting. Please see the attached Confidio presentation for additional information.

Renewal Conversation

Mr. Bienvenue summarized the treasurer's report and said everything is up to date with all accounts and transactions reconciled. Mr. Bienvenue included the equity position for each entity and the group costs broken down individually.

Mr. Nunnally presented an illustrative financial report through February showing the net pending and the stop loss pending reimbursements for each entity. Mr. Nunnally said overall the Mass Strategic Health Group has built \$768,472 year to date into the trust.

Mr. Nunnally then presented the initial renewal rates to the board. Mr. Nunnally showed two rate options each group for FY22. Mr. Nunnally said he would schedule calls to go into higher detail with everyone individually and vote at the next board meeting.

Other Business

There was no other business.

Next Meeting

The next meeting was set for March 23, 2021 at 2:00PM.

Mr. Mathieu made a motion to end the meeting at 3:45PM. Mr. Wojcik seconded the motion. There was a roll call. The motion passed unanimously.

*Submitted by,
Emmilie Roach
Gallagher Benefit Services*



MA Strategic Health Group Pharmacy Discussion

3/9/2021

AJ Somaini PharmD RPh



About Confidio

Confidio is a technology enabled pharmacy consulting firm whose mission is to solve clients' pharmacy problems today, while keeping an eye on tomorrow's needs.



- Founded in 2011
- Over 560 clients, from 130 lives to 1M+ lives
- Advisors, Medicaid, Medicare, Commercial, Labor, TPA
- 98% retention

MID MARKET PHARMACY SOLUTIONS

Pre – negotiated “GPO” pharmacy contracts that leverage 2.7 million member lives

Municipality / RSD can join to leverage pharmacy pricing and rebates without disrupting medical vendor

CONFIDIO CONSULTING SERVICES

Fully customized solutions focused on meeting clients' unique objectives

When MSHG reaches a certain membership level, we will run an open market RFP

About Confidio

Best-in-Class Pharmacy Pricing and Solutions for: Small, Mid-Market and National Accounts

Innovation and Differentiation

Protections from Pricing Optics

Overall Pharmacy Management

Clinical Support and Innovation

Confidio has developed a suite of clinical services designed to help plan sponsors improve clinical outcomes and manage pharmacy costs in addition to traditional clinical services offered by PRM.

Recommended Excluded Drug List

Confidio clients can add additional Rx exclusions of non-essential products to eliminate waste



Cloud-Based Business Intelligence

Clients can receive customized, interactive dashboards and benchmarks to identify deeper insights than what is available through a PRM.



Pharmacogenomics

Confidio is piloting an innovative pharmacogenomics program that provides prescribing physicians with genetic data that will assist in ensuring your prescribed medications are working for you, not against you.



Content Creation

Confidio's experts are consistently creating impactful content to keep advisors and plan sponsors educated about emerging trends and clinical alerts



Performance Analytics

| | Ras | RWP | Ingredient Cost | Actual Discount | Contractual Discount | % Over/Under | \$ Over/Under |
|--------------------|--------|-------------|-----------------|-----------------|----------------------|--------------|---------------|
| DISCOUNTS | | | | | | | |
| Retail 10 Brand | 12,314 | \$3,493,847 | \$2,360,761 | 13.67% | 10.00% | -3.67% | \$(333,086) |
| Retail 20 Contract | 10,000 | \$5,029,592 | \$1,264,014 | 74.78% | 72.30% | -2.48% | \$(248,578) |
| Retail 90 Brand | 2,460 | \$681,280 | \$1,773,387 | 18.15% | 18.50% | 0.35% | \$51,107 |
| Retail 10 Generic | 16,824 | \$4,414,023 | \$603,419 | 86.17% | 78.30% | -7.87% | \$(784,604) |
| Mail Brand | 585 | \$495,000 | \$106,116 | 22.00% | 22.00% | 0.00% | \$0 |
| Mail Generic | 1,890 | \$763,787 | \$184,962 | 75.40% | 79.30% | 3.90% | \$38,925 |
| TOTAL | | | | | | | |

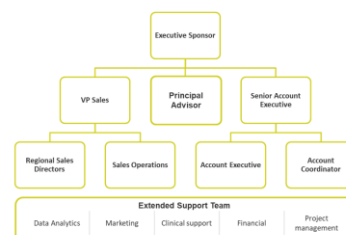
| | Performance | Payout |
|-------------------------------|-------------|-------------------|
| CHANNEL GUARANTEES | | |
| Retail 30 | -\$90,830 | -\$90,830 |
| Retail 90 | \$308,254 | |
| Mail Order | -\$30,992 | -\$30,992 |
| Total Guarantee Payout | | -\$121,823 |

Independently validated PBM
guarantee true-up results within
99.68%

Savings Validation

| | Prior PBM | | Current PBM | | Delta |
|------------------------|----------------|---------------|----------------|---------------|--------------|
| | Mid-Range Plan | Contract Plan | Mid-Range Plan | Contract Plan | |
| Overall | | | | | 15.0% |
| Overall '00 General | 124.67% | 87.67% | 125.88% | 92.48% | 11.21 pts |
| Overall '01 General | 95.37% | 77.66% | 97.66% | 78.43% | 2.29 pts |
| Overall '02 General | 144.75% | 87.23% | 147.23% | 82.36% | 15.00 pts |
| Overall '03 General | 125.27% | 77.66% | 126.23% | 78.13% | 8.57 pts |
| Special | | | | | 15.0% |
| Special '00 General | 23.45% | 85.83% | 23.45% | 85.83% | 0.00 pts |
| Special '01 General | 78.56% | 85.83% | 78.56% | 85.83% | 0.00 pts |
| Donor Plan | | | | | 15.0% |
| Donor Plan '00 General | 52.84% | \$0.00 | \$0.00 | \$0.00 | 52.84% |
| Donor Plan '01 General | 52.82% | \$0.00 | \$0.00 | \$0.00 | 52.82% |
| Donor Plan '02 General | 52.84% | \$0.00 | \$0.00 | \$0.00 | 52.84% |
| Donor Plan '03 General | 52.84% | \$0.00 | \$0.00 | \$0.00 | 52.84% |
| Special | | | | | 15.0% |
| Special '00 General | 52.84% | \$0.00 | \$0.00 | \$0.00 | 52.84% |
| Special '01 General | 52.84% | \$0.00 | \$0.00 | \$0.00 | 52.84% |

Rx Advantage Support Team



Taking Control Of Your Pharmacy Benefit

A Step-by-Step Approach

Checking All Of The Pharmacy Boxes



Transparency, Data Access, Reporting



Contract Strength (*Terms and Conditions*)



Discounts and Rebates



Specialty Medication List



Narrowed Network Strategies



Manufacturers Assistance Program



Formulary Strength



Utilization Management Effectiveness



Contract Compliance Reporting



Drug Switching Program

Contract Strength

Rebate Exclusions, Lack of Specialty Discount Guarantee

Rebates. PBM shall remit 100% of Rebates received to Plan Sponsor. Subject to Section 7, the Rebate guarantees provided in this Section 5 exclude (i) cosmetic drugs, (ii) appliances, devices, bandages, heat lamps, braces, splints, and artificial appliances, (iii) health and beauty aids, cosmetics and dietary supplements, (iv) over the counter products, other than the diabetic supplies (e.g., syringes, test strips and needles), (v) Member Submitted Claims, (vi) subrogation claims, (vii) secondary claims, (viii) claims older than 180 days, (ix) claims through Sponsor-owned, university, long term care, or 340b pharmacies, or pharmacies located on premises of a Sponsor; (x) Medicaid fee-for-services claims, (xi) claims that are reversed, and (xii) claims with invalid identifiers (i.e., pharmacy identifiers), and (xiii) claims pursuant to a 100% Member Copayment plan (collectively, the “Exclusions”).

Generic Drug – “Generic Drug” means an off-patent Single-Source or Multi-Source generic drug, which is “therapeutically” equivalent to a brand name drug, determined in accordance with the drug classification requirements of this Contract.

No Specialty medication discount guarantee

Discounts and Rebates

Discount and Rebate guarantees should be at the top of the market and supported by a strong contract

| Per Claim Rebate Guarantees | | Current | Proposed | Current | Proposed |
|-----------------------------|---------|---------|----------|---------|----------|
| Brand Rebates (\$) | Jul-20 | Jul-21 | Jul-21 | Jul-22 | Jul-22 |
| Retail 1 - 83 | 104.88 | 105.93 | 169 | 109.11 | 189 |
| Retail 90 | 146.83 | 148.3 | 464 | 152.75 | 546 |
| Mail | 328.68 | 331.92 | 548.00 | 341.88 | 641 |
| Specialty | 1063.18 | 1073.81 | 1625 | 1106.02 | 1810 |

| Discounts | | Current | Proposed | Current | Proposed |
|-----------------------|--------|---------|----------|---------|----------|
| Brand Discounts (%) | Jul-20 | Jul-21 | Jul-21 | Jul-22 | Jul-22 |
| Retail 30 | 15.25 | 15.3 | 18.5 | 15.35 | 18.55 |
| Retail 90 | 22.05 | 22.1 | 23.5 | 22.15 | 23.75 |
| Generic Discounts (%) | Jul-20 | Jul-21 | | Jul-22 | |
| Retail 30 | 81.6 | 81.7 | 83.8 | 81.8 | 84 |
| Retail 90 | 82.6 | 82.7 | 85 | 82.8 | 85.1 |
| Specialty | none | none | 20.25 | none | 20.25 |
| Limited Distrib | none | none | 14 | none | 14 |

Discounts and Rebates

Discount and Minimum Rebate Guarantees are more aggressive than current

Total Employees

935

Total Lives

2,376

Total Rx's

22,652

Financial Comparison

| | INCUMBENT | | | | | |
|-----------------|-------------|--|--|-------------|-----------------|--------------|
| | Maxor | | | Optum Rx | Express Scripts | WeillDyne Rx |
| Ingredient Cost | \$2,977,656 | | | \$2,988,837 | \$2,934,527 | \$2,974,032 |
| Dispensing Fees | \$21,518 | | | \$12,825 | \$13,034 | \$11,050 |
| Administration | \$62,293 | | | \$0 | \$0 | \$0 |
| Member Share | -\$326,479 | | | -\$326,479 | -\$326,479 | -\$326,479 |
| Rebates | -\$484,938 | | | -\$792,270 | -\$719,361 | -\$786,571 |
| Net Plan Cost | \$2,250,050 | | | \$1,882,913 | \$1,901,721 | \$1,872,032 |
| | SAVINGS | | | \$367,137 | \$348,329 | \$378,018 |
| | | | | 16.3% | 15.5% | 16.8% |

This financial analysis is based on data provided to Confidio. It may be necessary for Confidio to make assumptions or interpretations when data is not clearly represented therefore analysis is intended as illustrative only.

Pricing Comparison

| | INCUMBENT | | | | | | | | | | | |
|----------------------------------|-----------|----------|----------|---------------------------------|----------|------------|-----------------------|----------|------------|---------------------|----------|------------|
| | Maxor | | | Optum Rx | | | Express Scripts | | | WeillDyne Rx | | |
| | R30 | R90 | Mail | Retail30_Broad , Retail90_Broad | | | Net_Plus , Standard90 | | | National , Retail90 | | |
| | R30 | R90 | Mail | R30 | R90 | Mail | R30 | R90 | Mail | R30 | R90 | Mail |
| Brand Discounts | 17.08% | 21.47% | 18.12% | 16.25% | 18.50% | 26.00% | 18.50% | 22.50% | 25.00% | 18.70% | 22.20% | 25.20% |
| Generic Discounts | 79.35% | 85.18% | 89.35% | 83.10% | 83.95% | 86.50% | 83.80% | 85.00% | 87.20% | 82.50% | 84.75% | 85.00% |
| Specialty Discounts | 20.86% | | - | 20.30% | <--LDD | 20.30% | 14.00% | <-- LDD | 20.25% | 14.00% | <-- LDD | 19.10% |
| Dispensing Fees | \$1.00 | \$1.00 | \$0.00 | \$0.75 | \$0.00 | \$0.00 | \$0.70 | \$0.25 | \$0.00 | \$0.65 | \$0.00 | \$0.00 |
| Traditional Rebates | \$244.67 | \$244.67 | \$244.67 | \$185.00 | \$535.00 | \$585.00 | \$169.00 | \$464.00 | \$548.00 | \$170.00 | \$510.00 | \$535.00 |
| Specialty Rebates | \$244.67 | | \$244.67 | | | \$1,785.00 | | | \$1,625.00 | | | \$1,493.00 |
| Administration Fees ¹ | | \$2.18 | | | \$0.00 | | | \$0.00 | | | \$0.00 | |
| Implementation Fund ² | | | | | \$19,008 | | | \$16,632 | | | \$11,880 | |

¹ While fees may be assessed upon a variety of methods, the above illustrates at a per member per month for normalization

² Fund represents a 1x implementation credit per member per the 3-year contract

Contract Compliance Reporting

Confidio validates that all contractual guarantees have been met by the PBM, any underperformance will be paid back dollar for dollar

Adjudicated Discounts by Month

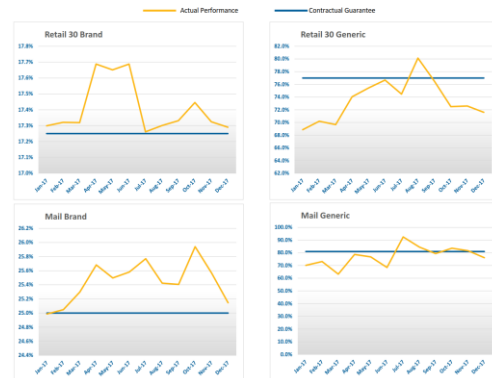
Client ABC

PBM Name
PBM XYZ

Time Period
1/1/2017 - 12/31/2017

| DISCOUNT GUARANTEE | Actual Effective Discounts | | | | | | | | | | | |
|-----------------------|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 |
| Retail 30 Brand | 17.25% | 17.3% | 17.3% | 17.3% | 17.7% | 17.7% | 17.3% | 17.3% | 17.3% | 17.4% | 17.3% | 17.3% |
| Retail 30 Generic | 77.00% | 68.5% | 70.2% | 69.7% | 74.2% | 75.4% | 76.7% | 74.5% | 80.1% | 76.5% | 72.5% | 71.6% |
| Mail Brand | 25.00% | 25.0% | 25.0% | 25.3% | 25.7% | 25.3% | 25.6% | 25.4% | 25.4% | 25.9% | 25.6% | 25.1% |
| Mail Generic | 81.00% | 70.1% | 73.1% | 63.2% | 78.7% | 76.8% | 68.5% | 92.5% | 84.5% | 79.4% | 83.6% | 76.1% |

Discount Guarantees vs Actual



Adjudicated Rates Detail

Client ABC

PBM Name
PBM XYZ

Time Period
1/1/2017 - 12/31/2017

| | Total Rxs | AWP | Ingredient Cost | Adjudicated Rate | Contracted Discount | % Variance | \$ Variance |
|---------------------------|--------------|--------------------|--------------------|------------------|---------------------|------------|------------------|
| DISCOUNTS | | | | | | | |
| Retail Brand | 1,420 | \$529,242 | \$436,951 | 17.44% | 17.25% | 0.2% | \$997 |
| Retail Generic | 7,056 | \$895,606 | \$236,884 | 73.55% | 77.00% | -3.4% | -\$30,894 |
| Retail Specialty Pharmacy | 14 | \$16,530 | \$11,358 | 31.29% | NA | 0.0% | \$0 |
| Mail Brand | 162 | \$142,546 | \$106,370 | 25.38% | 25.00% | 0.4% | \$540 |
| Mail Generic | 527 | \$221,586 | \$49,061 | 77.59% | 81.00% | -3.4% | -\$7,560 |
| Mail Specialty Pharmacy | 60 | \$217,314 | \$176,026 | 19.00% | 15.00% | 4.0% | \$8,691 |
| TOTAL | 9,239 | \$2,022,824 | \$1,017,249 | | | | -\$28,226 |

| | Total Rxs | Total Dispensing Fee | Adjudicated Dispensing Fee | Contracted Dispensing Fee | Per RX Variance | \$ Variance |
|---------------------------|--------------|----------------------|----------------------------|---------------------------|-----------------|-------------|
| DISPENSING FEES | | | | | | |
| Retail Brand | 1,420 | \$1,278 | \$0.90 | \$0.90 | \$0.00 | \$0 |
| Retail Generic | 7,056 | \$6,350 | \$0.90 | \$0.90 | \$0.00 | \$0 |
| Retail Specialty Pharmacy | 14 | \$13 | \$0.90 | \$0.90 | \$0.00 | \$0 |
| Mail Brand | 162 | \$0 | \$0.00 | \$0.00 | \$0.00 | \$0 |
| Mail Generic | 527 | \$0 | \$0.00 | \$0.00 | \$0.00 | \$0 |
| Mail Specialty Pharmacy | 60 | \$0 | \$0.00 | \$0.00 | \$0.00 | \$0 |
| TOTAL | 9,239 | \$7,641 | | | | \$0 |

Full Guarantee Offset

PERFORMANCE
RELATIVE TO CONTRACT

-\$28,226

Note: The metrics on this page reflect the exclusions detailed in the contract.

Manufacturers Assistance Program (SavonSP)

Not all PBM programs are created equally, and they are representing a significant savings opportunity for employers

| Drug Name | Monthly Copay | Drug Name | Monthly Copay |
|-----------|---------------|------------|---------------|
| Abraxane | \$830 | Firazyr | \$1,666 |
| Actemra | \$1,250 | Forteo | \$750 |
| Adcetris | \$1,666 | Gazyva | \$2,080 |
| Advate | \$1,000 | Gilenya | \$1,666 |
| Afinitor | \$1,250 | Gilotrif | \$2,080 |
| Alecensa | \$2,080 | Glatiramer | \$1,000 |
| AlphaNine | \$5,000 | Glatopa | \$1,000 |
| Alprolix | \$1,000 | Granix | \$1,000 |
| Aubagio | \$2,000 | Haegarda | \$1,000 |
| Austedo | \$1,000 | Harvoni | \$7,500 |
| Avastin | \$2,080 | Herceptin | \$2,080 |
| Avonex | \$600 | Humira | \$1,666 |
| Benefix | \$1,000 | Hemlibra | \$1,250 |
| Benlysta | \$1,250 | Ibrance | \$2,080 |
| Bosulif | \$2,080 | Ilaris | \$2,666 |
| Cabometyx | \$2,080 | Ilumya | \$1,330 |



Manufacturers Assistance Program (SaveonSP)

Not all PBM programs are created equally, and they are representing a significant savings opportunity for clients

A Word about KPIs

Data illustrated represents the Incumbent's performance statistics as observed in the claims data provided using methodologies consistent in the industry. It may be necessary to make assumptions when data lacks clarity or is non-existent.

TOP 25 DRUGS by PLAN COST

Manufacturers Assistance per CLAIM

Humira \$1,666

Enbrel \$1,250

Revlimid \$830

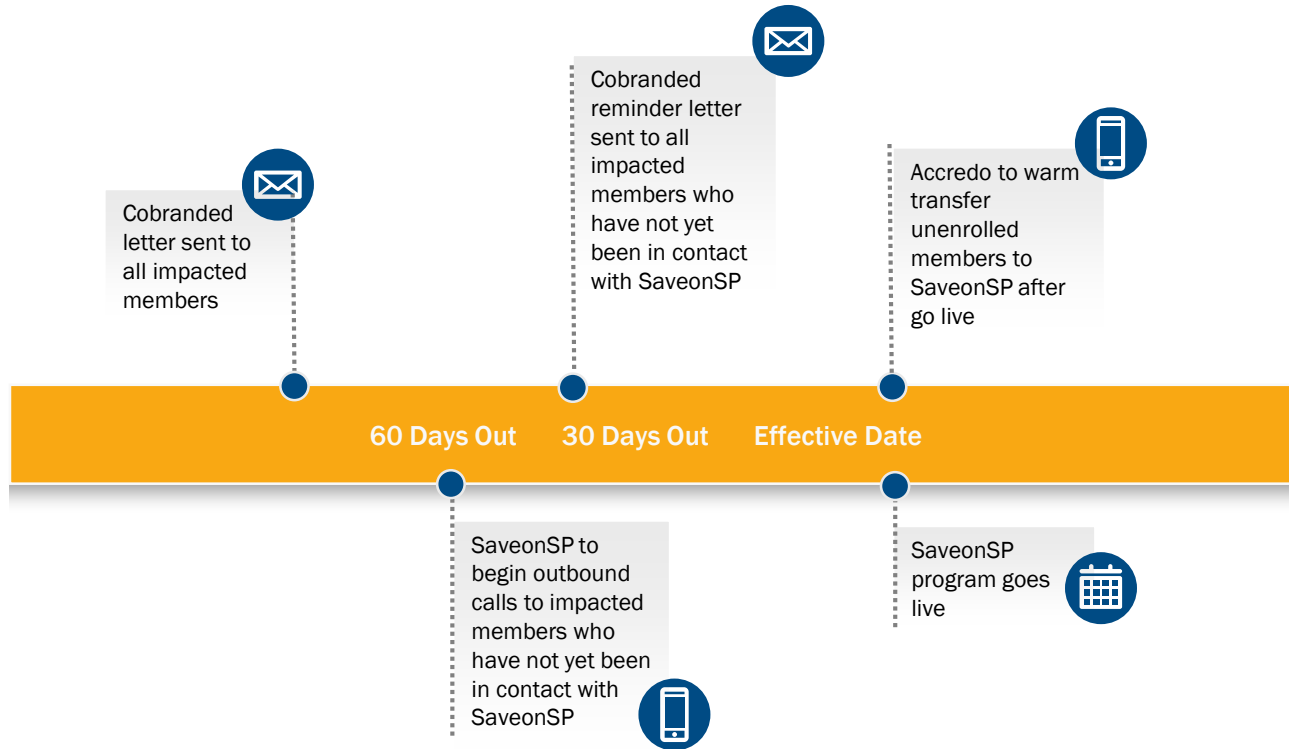
Stelara \$1,666

Otezla \$1,000

Dupixent \$1,000

| | INDICATION | Aggregate | | Per Rx | |
|-----------------------------|--------------------------------|-----------|-----------|--------|-----------|
| | | Rank | Plan Cost | Rank | Plan Cost |
| HUMIRA PEN | Rheumatoid/Psoriatic Arthritis | 1 | \$268,210 | 12 | \$5,474 |
| ENBREL SURECLICK | Rheumatoid/Psoriatic Arthritis | 2 | \$250,712 | 13 | \$5,334 |
| REVLIMID | Cancer | 3 | \$143,641 | 5 | \$15,960 |
| STELARA | Psoriasis | 4 | \$112,916 | 2 | \$22,583 |
| HUMIRA | Rheumatoid/Psoriatic Arthritis | 5 | \$110,215 | 11 | \$5,511 |
| TRIKAFTA | Cystic Fibrosis | 6 | \$96,233 | 1 | \$24,058 |
| CRYSVITA | Misc. Endocrine Disorders | 7 | \$90,751 | 10 | \$6,981 |
| TRULICITY | Diabetes | 8 | \$78,292 | 42 | \$1,030 |
| CREON | Pancreatic Enzyme Replacement | 9 | \$71,728 | 14 | \$5,123 |
| JARDIANCE | Diabetes | 10 | \$58,784 | 74 | \$668 |
| SUCRAID | Misc. Gastrointestinal | 11 | \$46,923 | 6 | \$11,731 |
| LATUDA | Antipsychotics | 12 | \$43,729 | 29 | \$1,458 |
| SYMBICORT | Asthma/COPD | 13 | \$36,138 | 119 | \$402 |
| ELQUIS | Blood Clot Prevention | 14 | \$34,677 | 65 | \$708 |
| DUPIXENT | Misc. Skin Disorders | 15 | \$34,329 | 20 | \$3,121 |
| HUMIRA PEN-CD/UC/HS STARTER | Rheumatoid/Psoriatic Arthritis | 16 | \$32,742 | 4 | \$16,371 |
| HUMALOG | Diabetes | 17 | \$31,333 | 33 | \$1,205 |
| AIMOVIG | Migraine Prophylaxis | 18 | \$27,353 | 84 | \$595 |
| FLOVENT HFA | Asthma/COPD | 19 | \$25,081 | 156 | \$237 |
| OTEZLA | Rheumatoid/Psoriatic Arthritis | 20 | \$24,943 | 17 | \$3,563 |
| XARELTO | Blood Clot Prevention | 21 | \$22,127 | 53 | \$820 |
| JANUVIA | Diabetes | 22 | \$21,942 | 99 | \$535 |
| ZEJULA | Cancer | 23 | \$21,757 | 3 | \$21,757 |
| XIFAXAN | IBS w/ Diarrhea | 24 | \$21,606 | 9 | \$7,202 |
| TRUVADA | HIV | 25 | \$19,256 | 19 | \$3,209 |

Member Communication Timeline (SaveonSP)



Group Specific Member Transition Detail

Dudley Charlton RSD

| | | | | | | | |
|-----------------|-----------|---|---|--|-----------------------|---|---|
| Express Scripts | TEMAZEPAM | 1 | 6 | | ALBUTEROL SULFATE HFA | 1 | 3 |
| | BP WASH | 1 | 3 | | CRESTOR | 1 | 2 |
| | DAPSONE | 1 | 3 | | | | |
| | | | | | | | |

Town of Webster

| | | | | | | | |
|-----------------|--------------|---|---|--|-----------------------|---|----|
| Express Scripts | CARISOPRODOL | 1 | 2 | | BUDESONIDE-FORMOTERID | 5 | 20 |
| | TEMAZEPAM | 1 | 2 | | LYRICA | 2 | 8 |
| | | | | | TOPROL XL | 2 | 8 |
| | | | | | INTUNIV | 1 | 6 |
| | | | | | BUTRANS | 1 | 2 |
| | | | | | EPIDUO FORTE | 1 | 2 |
| | | | | | | | |

Town Of Douglas

| | | | | | | | |
|-----------------|--|--|--|--|-----------------------|---|---|
| Express Scripts | | | | | ALBUTEROL SULFATE HFA | 2 | 5 |
| | | | | | CELEXA | 1 | 2 |
| | | | | | | | |

Drug Switching Savings Program

Powered by Prescription Care Management (PCM)

Embedded Member engagement solution that switches members from high-cost drugs to lower cost alternatives



Implementation requires no plan changes. Customized reporting shows savings



Touches 10% of population. Communication works with employees' doctors then employee.



Educates doctors to improve prescribing habits and choose cost-savings alternatives for employees.

Reduce Plan Cost on Average by 5%

Utilization Management

Client culture and data will drive decisions on how strictly clients will manage the benefit

Saxenda Clinical Prior Authorization Criteria

V. Coverage of Saxenda is recommended in those who meet all of the following criteria:

1. **Weight Loss in Adults ≥ 18 years of Age.** Note: For individuals who have not completed the initial 4 months of therapy, criterion 1, A must be met (do not use continuation criteria if the initial 4 months were not completed).


A) Initial Therapy. Approve for 4 months if the patients meets the following criteria (i, ii, and iii):

- i. Patient currently has a BMI ≥ 30 kg/m², or a BMI ≥ 27 kg/m² for those with risk factors besides obesity (e.g., diabetes mellitus, impaired glucose tolerance, dyslipidemia, hypertension, coronary heart disease, sleep apnea) [Appendix A contains a BMI chart]; AND
- ii. Patient has engaged in a trial of behavioral modification and dietary restriction for at least 3 months and has failed to achieve the desired weight loss; AND
- iii. Patient is currently engaged in behavioral modification and on a reduced calorie diet.

B) Patients Continuing Therapy. Approve for 12 months if the patient meets the following criteria (i, ii, and iii):

- i. Patient had an initial BMI ≥ 30 kg/m², or a BMI ≥ 27 kg/m² for those with risk factors besides obesity (e.g., diabetes mellitus, impaired glucose tolerance, dyslipidemia, hypertension, coronary heart disease, sleep apnea); AND
- ii. Patient is currently engaged in behavioral modification and on a reduced calorie diet; AND
- iii. Patient has lost $\geq 4\%$ of baseline body weight.

The change in body weight with Saxenda should be evaluated 16 weeks after initiating Saxenda.²⁹ If the patient has not lost $\geq 4\%$ of baseline body weight, Saxenda should be discontinued because it is unlikely that the patient will achieve and sustain clinically meaningful weight loss with continued treatment.



MSHG is about creating an environment that encourages collaboration and discussion across members to share experiences and best practices that have led to success in their pharmacy benefit from both a savings and member experience perspective

THANK YOU!