



# How Our Specialty Pharmacy Helps PBMs Keep Healthcare Costs Low

At Biologics By McKesson, patients who have great experiences tend to achieve better outcomes and have a lower impact on healthcare spend. Here's what that means for pharmacy benefit managers (PBMs).



PBMs work hard to keep healthcare costs down — a task that is becoming ever more difficult. The specialty drug market is exploding, chronic disease rates continue to rise and with siloed pharmacy and medical benefits, it is difficult for payers to see a patient's true cost of care. That's where Biologics comes in.

While it's natural for PBMs to look for visible discount levers at specialty pharmacies, the true cost of care — and how to reduce those costs — can only become apparent when seeing the whole picture. Biologics by McKesson, a specialty pharmacy with more than 27 years of experience in oncology and rare disease, works to provide this needed visibility to payers and PBMs while working closely with patients and providers to reduce overall healthcare costs.

Biologics' results continue to prove that the most cost-effective way to offer healthcare is to offer the best possible care. By improving patient experiences and outcomes, Biologics helps patients use the healthcare system more efficiently and eliminate unnecessary medical and pharmacy spending. Here's a look at how Biologics helps PBMs achieve their goal of reducing healthcare costs.

## How Biologics Helps Drive Lower Healthcare Costs

**Multidisciplinary Care Teams** prevent unnecessary healthcare spend by working closely with patients and providers to reduce adverse events, ER visits and hospital stays.

**Deep clinical expertise** enables proactive and effective patient care.

**Personalized care plans** equip patients with assistance that is not always available from their providers, avoiding unnecessary testing and spending.

**Dose management** ensures optimization of dosage to avoid disruptions to treatment.

**Cycle management** prevents medication waste and optimizes refills through regular pill counts and refill reminders to avoid noncompliance or overcompliance.

## How Biologics Brings Value to PBMs

**High-touch, personalized care** leads to high patient satisfaction and customer retention, supporting your brand's growth.

**Strategic account managers** offer more than just a business relationship and can talk to PBMs about pipeline and drug development that helps them create their own strategic plan.

**Broad therapeutic range and strong payer relationships facilitate patient access**

- 155+** cancer and rare disease therapies
- 70+** limited-distribution therapies
- 500+** payer contracts
- 125+** orals
- 10+** exclusive therapies

### BY THE NUMBERS

#### Results of Personalized, High-Touch Care:

- 1/3** of patients in Biologics' current risk-based care programs are determined to be at high risk for nonadherence during our initial risk assessments
- 3x** Biologics patients who participated in risk-based care were three times less likely to report disease progression than high-risk patients who didn't participate
- 35%** reduction in the number of patients reporting hospitalization between 2020 and 2019, when risk-based care was introduced
- 95%** patient satisfaction rate

Source: Biologics internal data