

Unlock the Mystery of Optimizing Maximum Allowable Costs



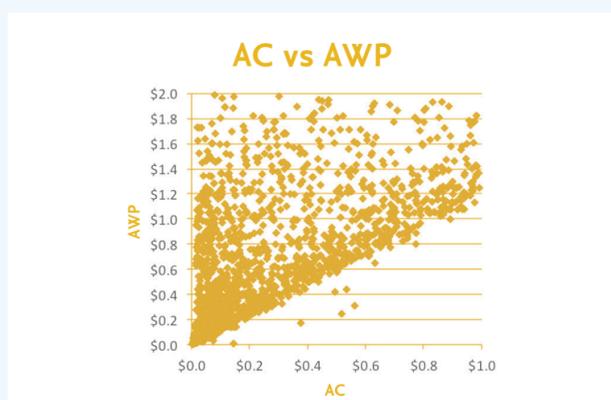
Without insight into a drug's acquisition cost, effective MAC price setting can be extremely challenging due to:

- Lack of transparency into pharmacy's true acquisition cost
- Price movement in generic drugs
- Many drugs to monitor
- Difficulty containing price outliers
- Choosing the right tool for acquisition-based reimbursement

Challenges

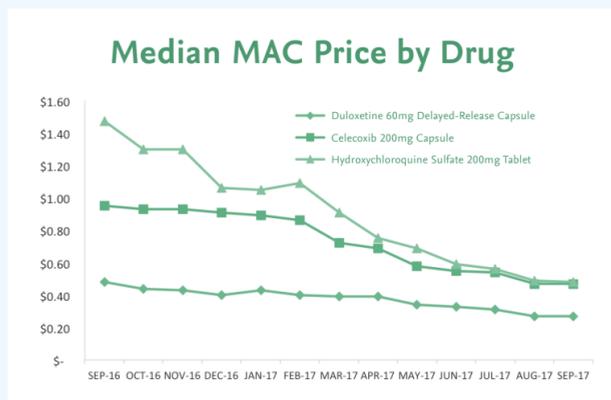


Lack of transparency into pharmacy's true acquisition cost.



Traditional benchmarks like AWP bear little relation to acquisition cost and serve as a poor reference point when setting prices.

Price movement in generic drugs.



The industry is experiencing deflation in the generic drug market, this price erosion can help payers reduce drug spend. Analyzing price movement is essential to Payers their PBMs and their pharmacy providers to ensure reimbursements are fair and balanced. More than 20% of generic drug groups exhibited at least a 10% month-over-month change in median MAC price while more than 5% exhibited a 20% change (based on MAC benchmark data for the 300 most active drug groups over a 12 month period).



Many drugs to monitor—difficult to contain price outliers.

A typical MAC list may contain over 2000 drugs, making it difficult to identify, contain and react to price outliers. Inability to react to price outliers creates problems in the reimbursement process and can adversely affect bottom-line performance.



Choose Wisely—Smart Choices—Empower Results

Relying on the power of predictive analytics, Predictive Acquisition Cost (PAC) uses a multitude of inputs to establish an acceptable acquisition price range. While no single input factor alone provides enough information to accurately project acquisition cost, collectively these factors triangulate into an accurate estimation.

CMS COMPLIANT method to deliver cost-based reimbursement for generic drugs.

BETTER ALTERNATIVE than relying on voluntary survey methods or outsourcing methods.

STREAMLINES process for MAC price setting based on acquisition cost.

COMPREHENSIVE tool for optimizing MAC list.

IDENTIFIES drug groups where MAC pricing is outside the range.

SUPPORTS analysis to reduce drug spend.

ENHANCES opportunities for Rx savings.

IMPROVES network satisfaction and reduces appeals.



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