

# Hampton Roads Health Coalition

July 1, 2004

## HRHC Pharmacy Benefit Manager Learning Session Consultation by Appointment/Conference Call

### Dear HRHC Employer Member & Invited Guest:

The Hampton Roads Health Coalition has access to collective purchasing opportunities because we are a member of the National Business Coalition on Health (NBCH). One such opportunity our Board of Directors strongly encourage you to consider is a Pharmacy Benefit Management (PBM) using the Walgreens Health Initiatives (WHI). To take advantage of the PBM, a company would need to be self funded or be able to go self funded on their PBM.

WHI is brought to us through *HealthCare21* (a Tennessee Coalition) and the NBCH. Having conducted a very thorough RFP, and having completed over 70 data analyses comparing current PBM contracts to the WHI Coalition Contract, *HealthCare21* is confident that companies using the WHI Coalition Contract PBM will save money. Data analyses conducted for *Healthcare21* members interested in comparing their current contract to WHI have consistently produced estimated savings for overall drug costs in a range between 8% and 12% ... almost unheard of during this period of runaway health care inflation!

A key to the savings is the transparent approach with which WHI bid this contract. Determining the *real* value of a contract can “get clouded” when trying to balance your desire for *good* discounts, *good* service, *good* reporting, *good* networks, and *good* clinical pharmacy management programs. The **WHI Coalition Contract simplifies the terms to maximize the benefit through transparent pricing:** *deep* discounts; *generous* rebate returns on every script; and *low* administrative fees ... normally lucrative profit streams for most PBMs. WHI, acting as the Pharmacy Benefit Manager, instead earns their fair share by *managing your benefit* through *quality clinical programs*. This means that the **WHI Coalition Contract can immediately save you money on your overall pharmacy costs, while positioning you to continue saving through effective pharmacy benefit management.**

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The WHI Coalition Contract features many excellent benefits including:

- A broad retail network of more than 53,000 pharmacies and user-friendly mail service
- A reliable industry partner with experience in controlling costs while administering a variety of pharmacy benefit designs
- The ability to incorporate pharmacy discounts into your worker's compensation program
- The opportunity to use a PBM contract with national leverage - the WHI Coalition Contract is being marketed by seven other NBCH member coalitions and represents 34 million covered lives

Owned by the Walgreens Company, WHI brings the same service and dependability commitment to the PBM industry that has made its parent company one of the "worlds most admired companies" as report by Fortune Magazine at [http://www.walgreens.com/about/press/facts/fact4.jhtml?nug=nug\\_factsheet1](http://www.walgreens.com/about/press/facts/fact4.jhtml?nug=nug_factsheet1)).

Please contact us to express your interest in a private consultation and free data analysis interview which will give you a comparison of your current PBM contract to the WHI Coalition Contract. Show your interest by completing the enclosed *I'm Interested & Data Survey* form and fax to: Confidential/Eileen Ciccotelli at 757-497-5101. Once the consultation is set up, we will give you a toll free phone number to call and passcode, and a weblink and passcode to access the PowerPoint presentation. While this session is informational, to benefit from this service, you must be/become a member of the Hampton Roads Health Coalition.

I look forward to your response!  
Sincerely,

*Eileen E. Ciccotelli*

Eileen E. Ciccotelli  
Special Projects Manager

Enclosure:

- I'm Interested & Data Survey for PBM Pricing Analysis
- Demonstration of Savings
- List of Companies on NBCH/Healthcare21 WHI Coalition Contract
- Brochure - Pharmacy Benefit Management