



Smoothing Access to Therapies

# MMIT PBM Profile Sample

The health plan industry is notoriously complicated and nuanced. The market research required to deeply understand health plan enrollment, relationships and benefit trends often requires a team that is exquisitely focused on the payer space.

AIS Health, a Division of MMIT, will now offer PBM Profiles, which are in-depth analyses of health plan financials, relationships, trends and enrollment data across all U.S. geographies and lines of business. These reports range in depth from 11 pages to 40 pages and content is categorized into the following areas:

- Executive Summary
- Company Overview with Key Personnel
- Financial Status
- Medical vs Pharmacy Benefit Overview
- Pharmacy Benefit Management Overview
- Geographic Presence
- Vendor Relationships
- Key Market Events
- (Line of Business) Analysis Summary & Key Takeaways
- Formulary Names and Lives by Line of Business

In this exclusive preview of PBM Profiles, we wanted to share a collection of different reports, narratives and findings compiled from 5 separate profiles to give your clients a better sense of what's included.

Learn how to access the full profile and those of other top 50 payers, top 20 PBMs and all 50 states [here](#).



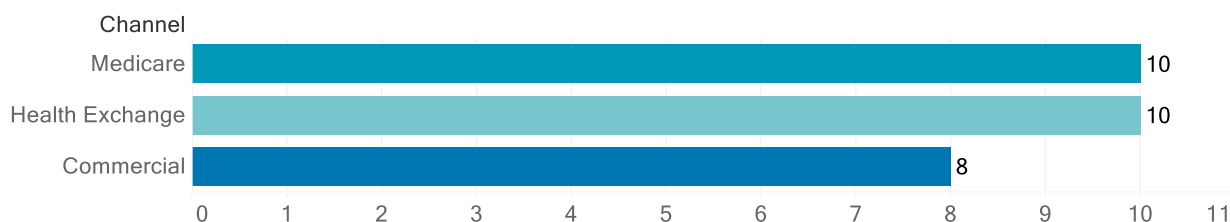


## Pharmacy Benefit Management

### Key Takeaways

- CIGNA PBM operates 28 formularies: 8 in the commercial channel, and 10 each in the Medicare and health exchange channels.
- The PBM's most influential commercial formulary is the Cigna Standard Three Tier, used by 46% of channel lives.
- Next most influential in the commercial channel are the Cigna Value Three Tier and Cigna Performance Three Tier formularies, used by 22% and 13% of lives, respectively.
- In the Medicare channel, the Cigna-HealthSpring Medicare Rx Secure formulary is used by 41% of lives, followed by the Cigna-HealthSpring Comprehensive Formulary, used by 22%.
- The most influential health exchange formularies are Cigna Rx Plus HIX MO (used by 32% of channel lives), Cigna Health Plans VA HIX (used by 26%), and Cigna Rx Plus HIX TN (22%).

### Number of Formularies by Channel



Distinct count of Formulary Id for each Channel. Color shows details about Channel. The marks are labeled by distinct count of Formulary Id. The context is filtered on PBM Name, which keeps CIGNA PBM. The data is filtered on sum of Lives1, which includes values greater than or equal to 1,000.

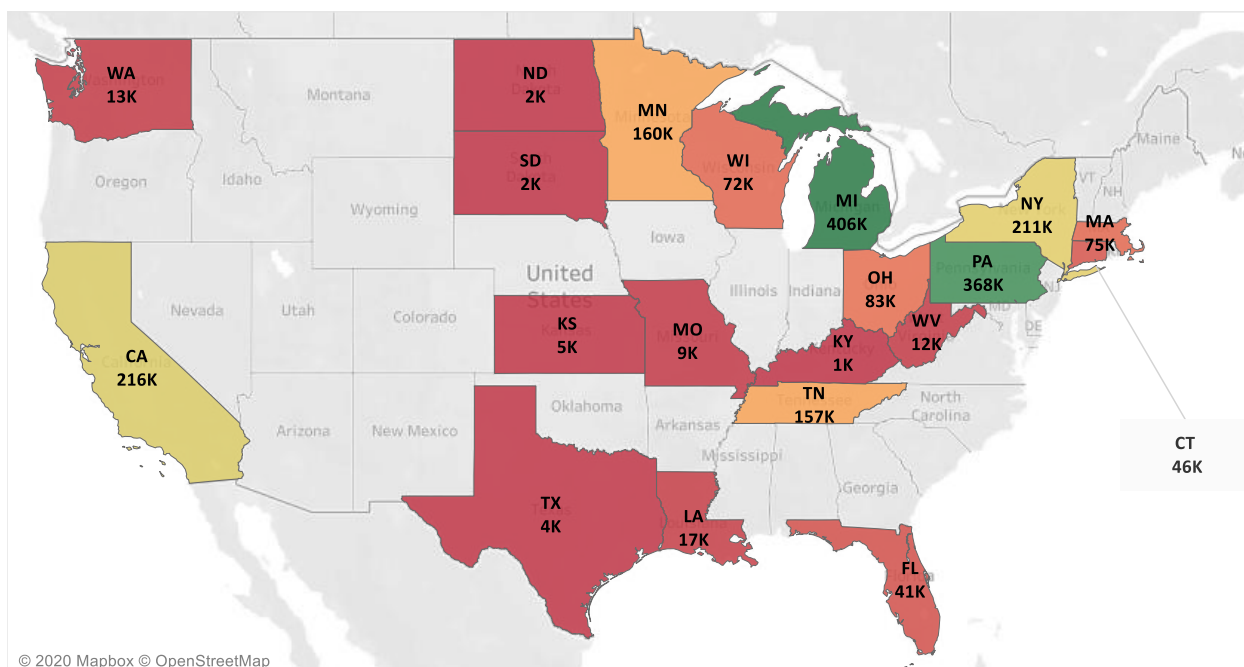


## Medicare Market

### Key Takeaways

- Express Scripts is offering three Medicare Part D Prescription Drug Plan benefit designs for 2020, dubbed Saver, Value and Choice. All three include a \$0 copay on Tier 1 drugs that are dispensed via home delivery from Express Scripts Pharmacy.
- Saver plan premiums start at \$18.30 per month. Saver and Choice plans have a \$0 deductible on Tier 1 and 2 medications.
- Saver and Value plans are offered in all 50 states, Washington, D.C., and Puerto Rico. The Choice plan is offered in all regions except Puerto Rico.
- According to Express Scripts' 2019 Drug Trend Report, the Medicare business had a 0.2% utilization trend and a 1.0% unit cost trend for a 1.2% total trend.
- Parent company Cigna's Medicare Advantage strategy emphasizes individual HMO products, although it expanded to offer individual PPO products as well. It views the group Medicare market as an attractive market for the future. Cigna said it expects to add 60,000 to 70,000 customers in individual Medicare Advantage plans in 2020, representing 13% to 16% growth over its year-end 2019 base of 1.4 million.

### Medicare Advantage MA-PD Heat Map: Pharmacy Lives



Map based on Longitude (generated) and Latitude (generated). Color shows sum of Lives1. The marks are labeled by State1 and sum of Lives1. The context is filtered on Channel, PBM Name and Plan Type\_1. The Channel filter keeps Medicare. The PBM Name filter keeps Express Scripts PBM. The Plan Type\_1 filter keeps MA-PD. The view is filtered on State1 and sum of Lives1. The State1 filter excludes 7 members. The sum of Lives1 filter includes values greater than or equal to 1K.

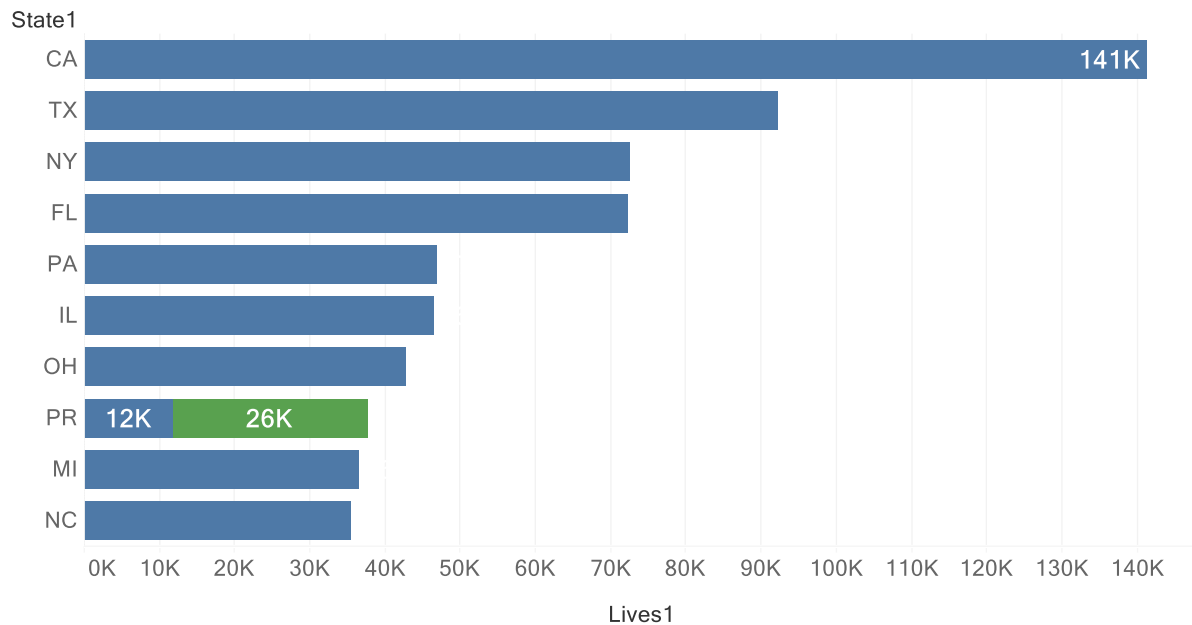


## Formulary Name and Lives by Line of Business

Channel	Formulary Name	
<b>Commercial</b>	Magellan Rx Standard Formulary	434,572
	VRx Commercial Formulary	230,328
	Caterpillar Drug Formulary	126,497
	Magellan Rx Precision	76,660
	Alliant Health Plans Precision Formulary	12,358
	Yale University Health Plan	35,866
	Medical Associates Health Plan	15,202
	GlobalHealth Standard Formulary	14,562
	GlobalHealth FEHBP	2,357
<b>Health Exchange</b>	Alliant Health Plans Precision Formulary	24,888
	Friday Health Plans of Colorado HIX	4,866
<b>Managed Medicaid</b>	Aetna Better Health Florida MMA	72,206
	Childrens Medical Services Network Florida MMA Specialty	55,483
	Magellan Complete Care of Virginia	39,601
	Community Care Plan MMA	31,585
	Magellan Complete Care MMA Specialty	20,537
	Magellan Complete Care of Arizona	7,661
<b>Medicare</b>	Magellan Rx Medicare Basic	48,750
	VRx Granite Alliance	12,682
	Doctors HealthCare Plans	9,136
	Upper Peninsula Health Plan MI Health Link MMP	4,085
<b>State Medicaid</b>	Colorado State Medicaid	1,033,375
	New York State Medicaid	992,719
	Florida Medicaid	762,320
	Arkansas Medicaid	705,407
	Michigan Medicaid	495,228
	South Carolina Medicaid	361,716
	Idaho Medicaid	224,950
	Minnesota Medicaid	192,055
	Kentucky Health Choices Medicaid	107,648
	Medical Assistance District of Columbia	40,225
	Texas Medicaid	30,071
	Virginia Medicaid	21,929



## Top Commercial Markets by Plan Type: Pharmacy Lives



Sum of Lives1 for each State1. Color shows details about Plan Type. The marks are labeled by sum of Lives1. The context is filtered on Channel and PBM Name. The Channel filter keeps Commercial. The PBM Name filter keeps MC-RX. The view is filtered on State1 and sum of Lives1. The State1 filter has multiple members selected. The sum of Lives1 filter includes values greater than or equal to 1,000.

Plan Type  
■ PPO  
■ Other Insurer

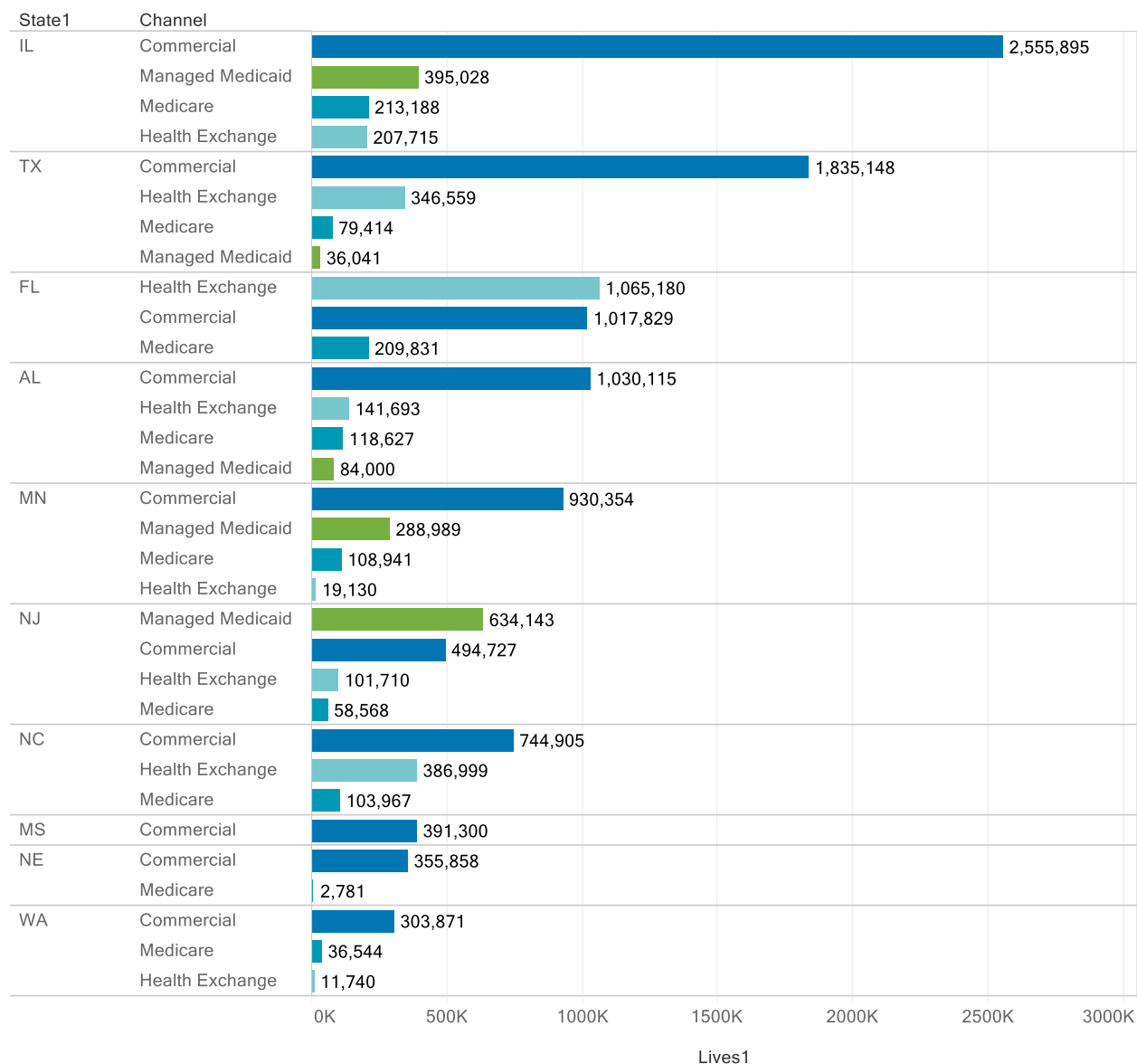
### Commercial Customer Relationships

<b>National</b>	<b>Total</b>	<b>1,168,009</b>
	Template Employers	1,168,009
<b>Custom</b>	<b>Total</b>	<b>25,942</b>
	Mapfre Praico Corporation	25,942
<b>Grand Total</b>		<b>1,193,951</b>

**NOTE: National:** Formulary is controlled by PBM and its P&T Committee. **Processor:** PBM only processes claims while payer makes all decisions through its own P&T Committee. **Custom:** Payer makes decisions using its own P&T committee, but has ability to adopt PBM's prior authorization, step therapy and other utilization management criteria and thus partake in the rebate agreement between the PBM and the manufacturer.



## Top Pharmacy Markets by Channel



Sum of Lives1 for each Channel broken down by State1. Color shows details about Channel. The marks are labeled by sum of Lives1. The context is filtered on PBM Name, which keeps Prime Therapeutics. The view is filtered on State1 and sum of Lives1. The State1 filter has multiple members selected. The sum of Lives1 filter includes values greater than or equal to 1,000.

## Payer Relationships

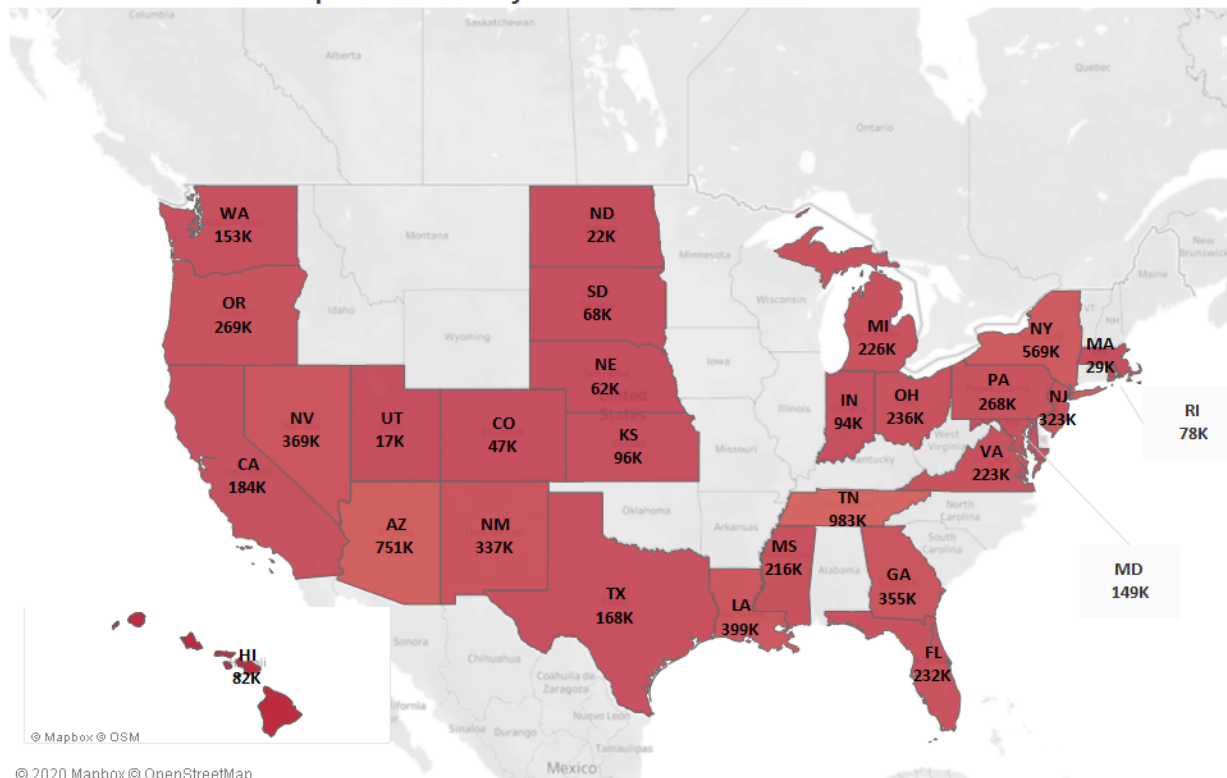
- In addition to its 18 Blues plan owner-customers, Prime serves several other payers and employers. The largest is Horizon Blue Cross Blue Shield of New Jersey, with 651,000 lives. Others include Blue Cross Blue Shield of Mississippi, Alignment Health Plan, Capital Health Plan and Avalon Insurance Co.

## Medicaid Market

### Key Takeaways

- Managed Medicaid and State Medicaid are OptumRx's third- and fourth-largest segments, with 6.1 million lives and 890,000 lives, respectively.
- The Managed Medicaid segment represents 13% of OptumRx's total lives, with State Medicaid representing 6%.
- The PBM's top Managed Medicaid markets by lives are Tennessee (983,000 lives), New York (569,000) and Arizona (541,000).
- OptumRx's largest Managed Medicaid clients are UnitedHealth Group (4 million lives), BlueCross BlueShield of Tennessee (409,000), and Presbyterian Health Care Services (337,000).

### Medicaid Heat Map: Pharmacy Lives



Map based on Longitude (generated) and Latitude (generated). Color shows sum of Lives1. The marks are labeled by State1 and sum of Lives1. The context is filtered on Channel and PBM Name. The Channel filter keeps Managed Medicaid and State Medicaid. The PBM Name filter keeps OptumRx. The view is filtered on State1 and sum of Lives1. The State1 filter excludes 7 members. The sum of Lives1 filter includes values greater than or equal to 1K.