

# Outcomes Briefing

## Benefits of a 90-Day Retail Prescription Program

This Outcomes Briefing identifies how 25 Walgreens Health Initiatives clients that were enrolled in our Advantage90® program for at least 12 months experienced an average per member per year (PMPY) savings of \$10.68, which resulted in nearly a 3 percent reduction in their overall expenditures on maintenance medications.

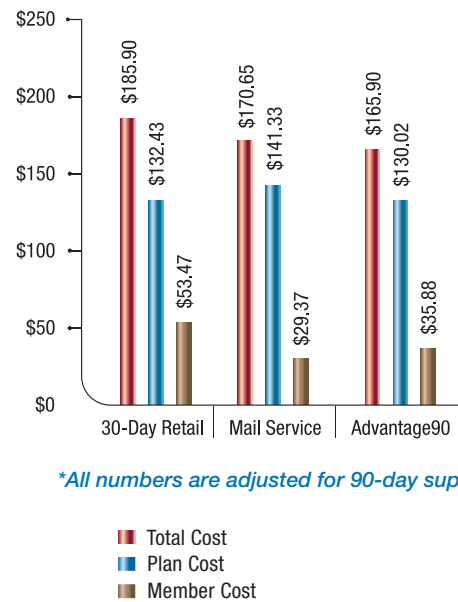
### Background

Prescription drug costs continue to escalate yearly and represent one of the fastest growing components of overall healthcare expenditures. In order to control these costs, many plans are exploring new—and often more restrictive—benefit design options. In some cases, plans are implementing mandatory mail service programs for their members who use maintenance medications. Mandatory mail programs limit member choice and face-to-face contact with their trusted neighborhood pharmacist.

### Implementing Change

In late 2003, Walgreens Health Initiatives introduced Advantage90. This innovative program allows members the convenient option of obtaining 90-day supplies of maintenance medications through our Advantage90 network—nearly 32,000 retail pharmacies—rather than solely through mail service. Offering more choice to members, Advantage90 encourages those individuals resistant to using mail service the option of obtaining their 90-day supplies at retail. Members enjoy the convenience of being able to pick up their prescription at their local drug store, as well as the ability to interact with their trusted neighborhood pharmacist. Mail service can remain an option for those members who appreciate having their prescriptions delivered right to their home.

**Per-Prescription Drug Costs for 30-Day Retail, Mail Service, and Advantage90\***





## Study Methodology

Using a pre- and post-twelve-month (from implementation date) retrospective cohort study design, prescription records were obtained from our pharmacy claims database. For the purpose of the study, specialty drugs were excluded. The following inclusion/exclusion criteria were used to select clients: 1) clients with mandatory mail programs were excluded, and 2) only clients that maintained their enrollment in the program were included. Twenty-five clients, representing nearly 107,000 eligible members, met the inclusion criteria and were selected for the study group. The control group consisted of 25 clients, representing more than 95,000 eligible lives, that met the same inclusion/exclusion criteria but did not offer the Advantage90 program.

## Results

Clients realized savings through deeper discounts associated with the 90-day retail program compared to traditional retail, and through a decreased number of dispensing and administrative fees. Clients also achieved savings over mail service through higher generic utilization that resulted from face-to-face interaction with a pharmacist. As shown in the chart, savings amounted to nearly \$5 per prescription filled using Advantage90 compared to a 90-day mail service prescription and \$20 compared to three 30-day retail fills.

Clients in our study group that implemented Advantage90 achieved total prescription cost savings of \$10.68 PMPY compared to clients in our control group. This equated to nearly a 3 percent reduction in their total expenditure on maintenance medications.

## Conclusion

Data from the past two years confirms that the program, which reduced maintenance-medication expenditures, is accomplishing its goals. The Walgreens Health Initiatives Advantage90 Program can provide substantial cost savings for plan sponsors, while offering members the convenience of using their neighborhood pharmacy. Advantage90 offers choice and convenience to members in conjunction with a mail service program, as they can choose whether to obtain 90-day supplies through retail or mail. A 90-day retail program should be considered as an option to help lower prescription drug costs.



For more information, call 1-800-926-6779,  
e-mail [whi@walgreens.com](mailto:whi@walgreens.com), or visit us at  
[www.mywhi.com](http://www.mywhi.com).