

## Best-In-Class Pharmacy Benefit Contracting

### Challenge:

The current Pharmacy Benefit Manager (PBM) keeps all manufacturer rebates and discounts resulting in losing \$3-\$5 per script.

### Traditional Solution:

Let PBM keep spread pricing, most rebates and offer sub par MAC pricing on generics. At 10-20 scripts per year per employee, this adds up quickly.

### Better Approach:

Attempt to arrange the best MAC discount.

### Best Approach:

Expected Savings per

1000 scripts:

\$10,000/year

Select a PBM with a transparent model that passes rebates, discounts, etc. through to the group less an agreed per script fee:  
**\$10/script average savings.**