



SELF-FUNDED EMPLOYER GROUPS

Healthcare Management to Fit Your Needs





BETTER SAVINGS

At Phoenix, we believe that we can pass on more savings to the consumers and still be successful. With a simple and static transaction -based fee structure, **the Phoenix system**, a system that focuses on saving you money, is simply one you can trust. Our goal is to provide you with a program that is simple to understand and still provides great benefits to you, your clients, and/or your company or association.

MORE OPTIONS

One of the first things we do with any client is to audit their existing plan. What do they need? What are they currently paying? What are they getting in return? Most of the time, we find that they can build a customized plan that offers more service at a better value.

BETTER RESOURCES

Information is the cornerstone of our business. It's our goal to not only provide the information you need but to do so in a way that you need it. Our cutting-edge dashboard technology lets you review accounts, make comparisons and access data in detail or across a broad range. We break-down the information in ways that are useful to you, relaying statistics such as monthly user demographics and claims reports as well as brand name and generic utilization reports. This empowers you to be more proactive with sales and provide better customer service to your clients.





Our Approach

Though our approach is scalable, our solutions are individualized. It's been our experience and it is our firm belief that prescription benefit plans are not a one-size-fits-all proposition. We mean it when we say that every client is unique and deserves the best plan for the best price. We are experts at understanding the difference among plans. But, understanding what is best for you only comes from an appreciation for your needs, the needs of your people, and the goals of your organization.

The first thing we need to do is an Audit of your current drug spend. This is a FREE program we provide to all prospective clients.

During this evaluation we will walk through the following questions:

1. What do you need in a Prescription Plan?
2. What are you currently paying your PBM/Broker/TPA?
3. What are you getting in return?
4. What would you like to see out of your provider?



Most of the time, we find that we can only save you money, but also build a flexible, customizable plan that offers more service at a better value all based on your specific needs.



Customer Service

Our goal is to help and support you, and we do that really well. Exceptional customer service is just part of our culture and because of that culture we believe in maintaining a direct connection with our clients.

When you partner with Phoenix, you benefit from having a direct relationship with us. When you call, we pick up the phone. We answer your questions. We succeed together.

- Exceptional Customer Service
- Pharmacy Tech Trained Staff
- Phone Calls answered by an actual person
- Bilingual Customer Service Representatives
- Convenient Customer Service Hours

SCALABLE APPROACH INDIVIDUALIZED SOLUTIONS

When you call we answer. You will actually have direct line of access to a human representative not some robot. At Phoenix you are working with industry veterans. We know what we're doing and we're here to help you succeed. We are committed to providing innovative prescription benefit solutions, while aligning ourselves with our clients' needs in order to meet their prescription benefits goals. Through our trust and integrity model, we promise to treat you like family so there is never any doubt that you are truly receiving the best customer service in the industry. We're also here for your employees to answer any questions they might have concerning their plan.



Managed Care Services

When it comes to **Managed Care**, we listen and collaborate so that your plan is the best fit and value for you.

- Historical Data Analysis - FREE Program Audit
- Current Plan Cost Analysis
- Establish Savings Opportunities
- Development of Benefit Plan Design & Management
- Information Analysis and Tracking
- Enrollment and Eligibility
- Ongoing Program Updating
- Specialty and Mail Order Services
- Formulary Management Customization
- Step Therapy Programs and More
- In-depth Reporting Tools including Member Portal

Phoenix provides employers with several pharmacy options

National
Pharmacy Network



Preferred
Pharmacy Network



Mail Order
Pharmacy



Specialty
Pharmacy



National Pharmacy Network

When your clients' need access to medicine, you want them to have access to a pharmacy they can trust; one that is competent, caring and convenient. With over 60,000 participating pharmacies, the Phoenix Pharmacy Network is one of the most comprehensive in the industry. Chances are they'll have no problem finding a great, convenient pharmacy on our list.

The Phoenix Pharmacy Network includes every major pharmacy chain, most regional chains and most independent pharmacies.



+ MANY MORE

Preferred Pharmacy Network



With a preferred network of up to 40,000 participating pharmacies, the Phoenix Preferred Network allows your members to have a great freedom of choice while giving you the best enhanced discounts.



+ MANY MORE

Mail Order Pharmacy

Having your patients get maintenance medications through our mail order facility is a good way to reduce overall plan cost while giving your members the best possible benefit. Typically, increasing overall mail order utilization decreases the overall drug cost for our clients.



At Phoenix our **Pharmacy Network** includes mail order options that have been carefully screened for pricing policies that are fair and honest.

We understand that a mail order option is important to many people, and we strive to provide a top of the line experience for our members. The Mail Order Pharmacy is there when you need it, just like Phoenix.

Specialty Pharmacy



Specialty medications are quickly driving up the overall cost of the prescription in the last few years and the trend is projected to continue. Phoenix has made it a point to focus our energy on working unique methods to help reduce the cost of specialty medications.

Phoenix has partnered with select Specialty Pharmacies to help control cost and improve outcomes. Our clinical approach is to focus on compliance and adherence which in return allows us to help reduce the overall cost.

Phoenix can also work with the plan to determine if they qualify for some other unique strategies that can reduce the cost of specialty medicines.



Formulary Management

At Phoenix, we believe that we have an obligation to help ensure access to safe, effective, and affordable medications for all people. Through our **Formulary Management Program** we have teamed up with physicians, pharmacists and other health care professionals to promote safe, cost-effective medication therapy.

The Phoenix Formulary is a preferred drug list, a list of medications that is supported by medical evidence and by the judgement of physicians, pharmacists, and other expert.

FORMULARY PLANS TO SUITE YOUR NEEDS

Like all of the Phoenix solutions, our Formulary Programs have options. In other words, we have the ability to customize a Formulary Program to suit your specific needs.



Generic Drugs

WHAT ARE GENERIC DRUGS?

Generic drugs are important options that allow greater access to health care for all Americans. They are copies of brand-name drugs and are the same as those brand name drugs in dosage form, safety, strength, route of administration, quality, performance characteristics and intended use.



Health care professionals and consumers can be assured that FDA approved generic drug products have met the same rigid standards as the innovator drug. All generic drugs approved by FDA have the same high quality, strength, purity and stability as brand-name drugs. And, the generic manufacturing, packaging, and testing sites must pass the same quality standards as those of brand name drugs.

ALL FDA-APPROVED GENERIC DRUGS MUST BE EQUIVALENT TO THE BRAND-NAME DRUG

Any generic drug modeled after a single, brand name drug must perform approximately the same in the body as the brand name drug. There will always be a slight, but not medically important, level of natural variability just as there is for one batch of brand name drug compared to the next batch of brand name product.

Lower Prices. Quality Medications.

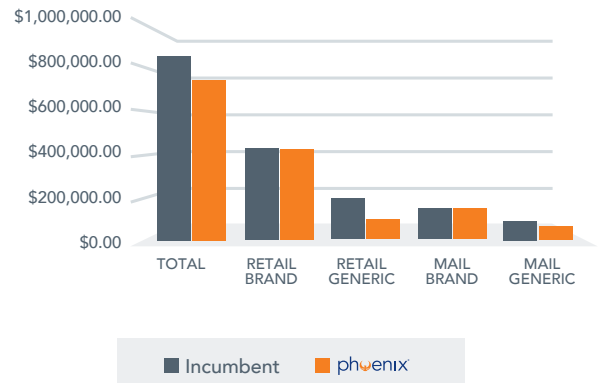
Generic manufacturers are able to sell their products for lower prices because they are not required to repeat the costly clinical trials of new drugs and generally do not pay for costly advertising, marketing, and promotion. In addition, multiple generic companies apply to FDA to approve a generic for the same brand name drugs. Multiple generic companies are often approved to market a single product. Competition in the market place, often results in lower prices.

Phoenix PBM by the Numbers

	Total	Retail Brand	Retail Generic	Mail Brand	Mail Generic
RX COUNT	8289	2083	4861	417	928
Incumbent Cost	\$863,058.22	\$427,864.27	\$181,994.66	\$151,332.72	\$101,866.57
Phoenix Cost	\$747,610.95	\$427,017.55	\$102,221.53	\$139,607.17	\$78,764.70
Phoenix Cost Savings	\$115,447.27	\$846.72	\$79,773.13	\$11,725.55	\$23,101.87
Incumbent Average Cost of Drug	\$104.12	\$205.41	\$37.44	\$362.91	\$109.77
Phoenix Average Cost of Drug	\$90.19	\$205.00	\$21.03	\$334.79	\$84.88
GENERIC UTILIZATION		69.84%	For every 1 % increase in generic utilization, the net drug spend typically decreases about 2%		

	phoenix	Incumbent	% Savings
AVERAGE COST OF DRUG	\$90.19	\$104.12	13.38%
AVERAGE COST PER GENERIC	\$21.03	\$37.44	43.83%
AVERAGE COST PER BRAND	\$205.00	\$205.41	0.20%
COST SAVINGS WITH PHOENIX	\$115,447.27	\$13.92/Claim	13.38%

Price Analysis



PBM Express Reporting

PBM Express is a web based Management Reporting/Decision Support System. Data is captured from the Phoenix Adjudication engine daily and loaded to **PBM Express's** Oracle Database.

This data analysis tool provides clinical and financial information in a secure and timely basis. **PBM Express** offers a standard suite of predefined reports as well as the option to create your own ad hoc, customized reports.

REPORTING FEATURES

All reports can be generated by the date the claim was processed or by the date the prescription was dispensed.

Data is grouped by rank to provide a more comprehensive analysis. For instance, for a Top 10 Drugs by Rx report, if there are 7 different drugs that all have an Rx count of 20, the report will group the 7 different drugs together and assign them all to the same rank.

Suite Of Reports

- Monthly/Quarterly Summary
- Drug
- Pharmacy/Chain
- Prescriber
- Patient/Member
- Customer Reporting

Within an easy-to-use web interface, this powerful reporting tool exposes you key cost drivers and empowers you to develop the most effective strategies to minimize those cost.

PBM Express offers you timely, dynamic, and secure clinical and financial reporting that your business demands.

PBM Express protects your proprietary information within a secure web environment.



Informed Decisions. Better Outcomes.

Phoenix is a Prescription Benefit Manager providing traditional Managed Care services to self-funded businesses and organization, 340B Solutions to Clinics and Hospital Systems, and RxAdvantage Prescription Savings Card to businesses, organizations, and individuals looking for a way to save money on their prescription medications.

We are inventive and forward thinking, always looking for ways to break the mold of tired, subjective industry methodology. We are here, first and foremost, to help consumers better understand their prescription benefits program as well as lead the PBM industry towards a better, more honest way of doing business.

Together we are one. One Phoenix. One Team.
With One Purpose. To provide you and your organization with the best solutions possible when it comes to managing your pharmacy benefits.





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