



NACo
County RX Coalition



**Public
Promise
Insurance**

Powered by NATIONAL
ASSOCIATION
OF COUNTIES **NACo.**

NACO EDGE

Built on a partnership model with a history of partnering with other associations.

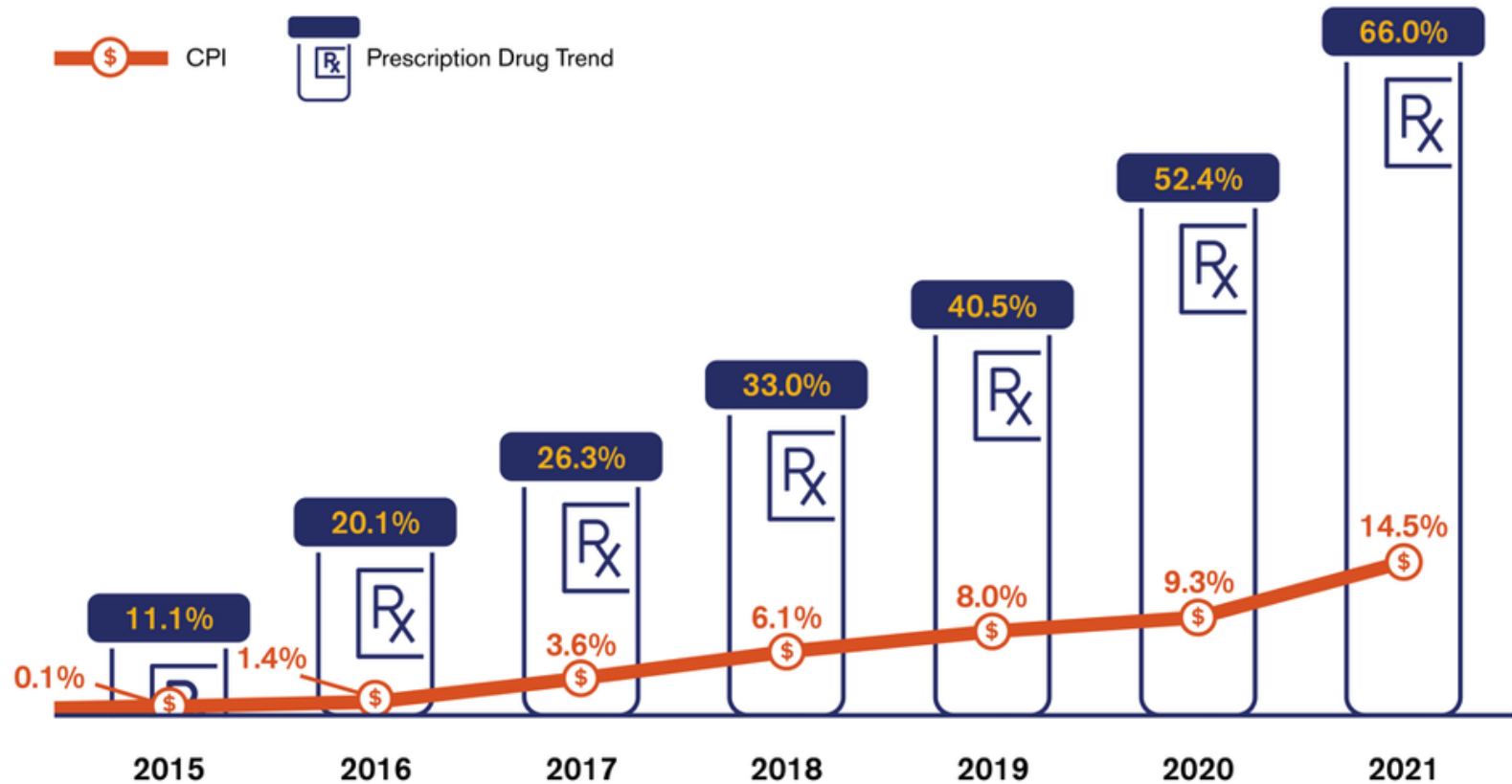
Built 100% for the public sector to help attract and retain talent.

Leverages expertise and national scale to bring solutions back to our partners.

Our brand is meant to be supportive...your brand is meant to be out in front!



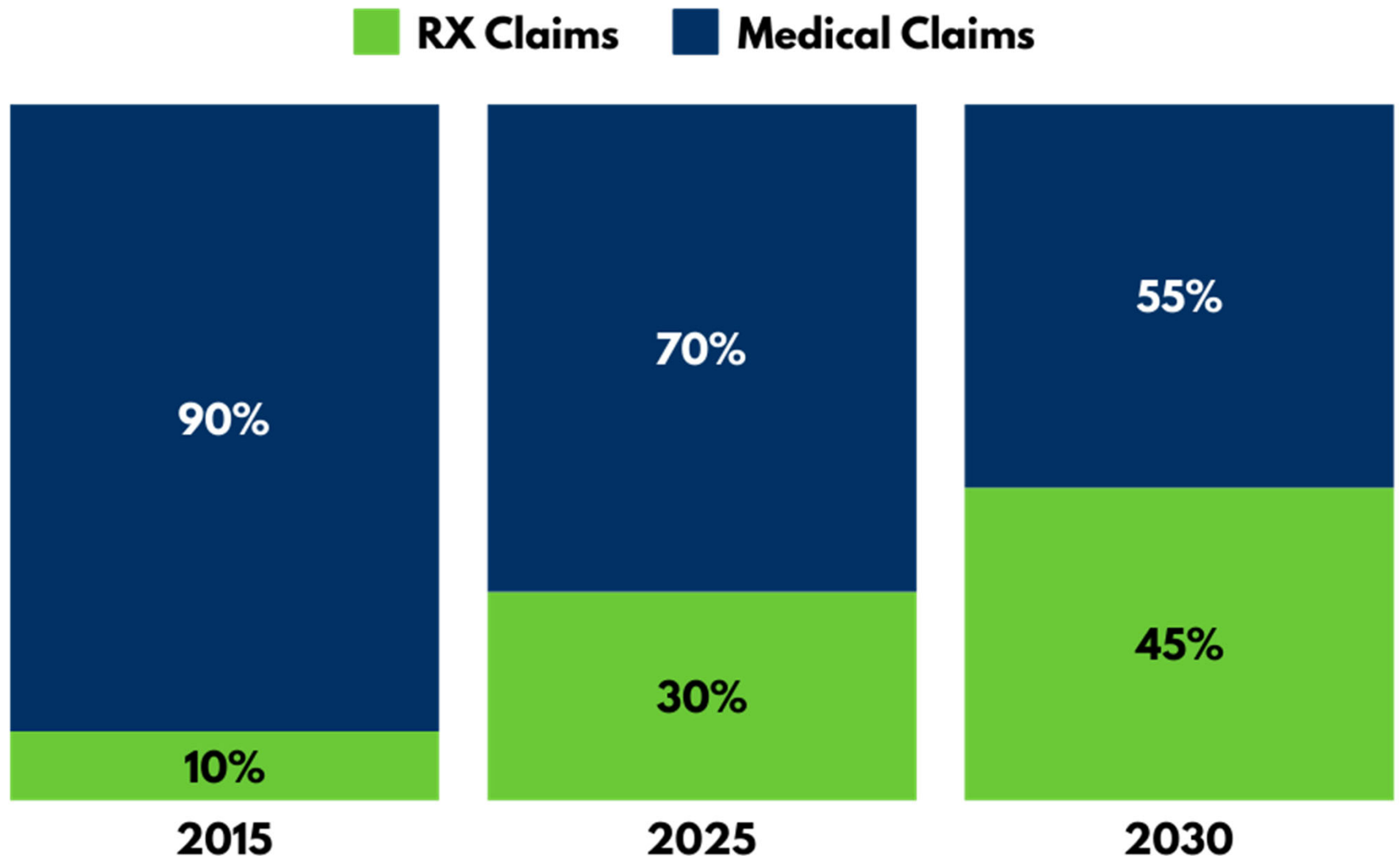
Pharmacy Trend



Source: Segal, Rx actual trend rates, 2022 and BLS CPI-U, using cumulative rates

County employee health plans cannot continue to absorb these increases...

RX Costs...On The Rise



RX claims now represent a much larger % of your overall health plan costs.

Program Options

Program Eligible

Self-Insured employee health plan



RX offered through our medical carrier



RX offered through a seperate PBM



Fully-Insured employee health plan



Currently enrolled in state association pool



How do you negotiate with a PBM?

The county workforce is bigger than the largest employer in America!



US county workforce

US Employees

3.6M



1.7M



1.5M



250k



164k

PBM Selection Proces



Key Findings

- Ran national search for PBM partner in 2023
- Invite and outreach made to all major PBM's.
- Required that vendors willing to make the program county specific and focus on ALL US counties
- Repricing analysis performed to validate competitiveness
- In-person finalist interviews performed at the NACo offices.
- CVS selected as the PBM partner

Cooperative vs Individual

Benefit	Individual County Contract	Public Promise RX Coalition
PBM Sees	1,000 - 25,000 employees	3.6M employees
Rebate Guarantees & RX Discounts	Market Average or Below	Market Leading
Top National PBM	Yes	Yes
Service Experience	Generic - Average	County Focused
Carved-In with Medical TPA	Yes, TPA keeps profit	No, removes TPA profit
Works with consultants	Yes	Yes

Our program will  all the right boxes?

Not attached to your Medical TPA

☐

Strong rebate guarantees & discounts

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Focused specifically on counties nationwide

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High-end service experience

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Controlling high-cost specialty RX spend

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Innovative clinical support for High RX utilizers

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Sustainable cost trends

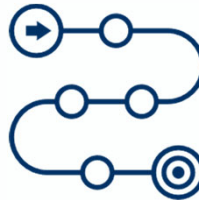
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Mecklenburg County, NC



County Employees

- Searching for ways to control employee health plan costs
- Self-Insured Employee Health Plan
- Rising specialty RX costs
- Strong benefit offering that is a
- major budget item



Process

- County HR/Benefits team did a thorough review of their current contract compared to our CVS offer
- Significant savings identified
- No drug list disruption
- Seamless implementation

\$7,953,759

Estimated Savings

- 28.1% in RX contract improvements
- No employee disruption!

Stronger Together

Join your peers...Lets tackle RX costs together!



Next Steps



Meet with your team



Collect data



**Complimentary
side-by-side analysis**



**Procure /
Partner**



Implement / Enroll



Join your county peers

Thank You!

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