



2.18.2026

# Hampshire County Group Insurance Trust

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## Pharmacy Benefit RFP Results



### PRESENTER

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Executive Vice President



# PBIRx Pharmacy Benefit Intelligence

## Very Specialized Thinking

Rx carve out & self-funded experts with internal team of specialists, pharmacists, consultants, auditors, FSA certified actuaries, analysts, legal, IT personnel & 340B facilitators

### Pharmacy Benefit Consulting

- RFP & PBM contract management – negotiate & audit financial terms & service-related performance guarantees
- Vet & facilitate implementation of new programs & vendors
- Retrospective analysis to quantify savings
- Allocation rates for budgeting
- 24/7 dedicated clinical staff for member issues
- First line appeals
- Rebate aggregation for PBMs, health plans, workers' compensation, discount card & long-term care facilities

### Clinical Technology Intelligence (CTIRx®)

- Clinical monitoring of monthly data to identify outliers
- Dedicated Team of PharmDs
- Specialty Drug Strategies (SDSRx™)
- Formulary management
- Proprietary Clinical Savings Algorithm Drug Codes (ADC®)
- Strategic Programs: Disease management, opioid safety
- Pharmalucent™ Dashboard performance & adherence metrics
- Appeals reviewed by a PBIRx PharmD
- Specialty drug alternative fund sourcing
- Medical J-code analysis

### Pharmacy Benefit Auditing Services (AuditRx®)

- Proprietary program, developed & maintained by PBIRx
- Medi-Span enabled to accurately measure pricing proposals, AWP increases & claims audits

### Pharmacy Benefit Actuarial Services (PBAS)

- Retiree Drug Subsidy actuarial attestation, cost reporting, eligibility maintenance & reconciliation
- Self Insured EGWP and Fully Insured PDP, MAPDP analysis

✔ **1st Pharmacy Benefit Consulting Company**

✔ **Celebrating 30+ Years of Service**

✔ **1st Independent Third-Party Audit Software**

✔ **SOC 2 Type 2 Certified**

✔ **Inc. 5000 Fastest Growing Company**

# PBIRx RFP&C Process

## Objective

PBIRx, Inc. is a pharmacy benefit auditing and consulting firm engaged to analyze self funded pharmacy benefit savings opportunities for Hampshire County Group Insurance Trust. The current self funded Agreement between CVS and Hampshire County Group Insurance Trust is in effect through June 30, 2026. PBIRx prepared a customized Request for Proposal (RFP) which was sent on January 20, 2026, to the following vendors:

MEDICAL	
Carrier	PBM Vendor
BCBSMA	CVS

COALITION	
Coalition	PBM Vendor
Employers Health	CVS
HealthTrust	Optum

DIRECT
PBM
CVS
Liviniti
VytlOne

PBIRx analyzed the vendor proposals as compared to the current program offered through CVS to determine pricing and service competitiveness.

## RFP Process

PBIRx received a raw data file from CVS. PBIRx formatted a de-identified claims repricing file. Upon receipt of the Intent to Bid by the vendors, this file was sent along with the RFP for vendor completion. All vendors were requested to propose pricing and service models based on comparable services, formulary and plan design being offered through the current Hampshire County Group Insurance Trust pharmacy program administered by CVS.

Actual Hampshire County Group Insurance Trust utilized claims were used to compare all pricing models. Upon receipt of Vendor proposals, PBIRx confirmed pricing terms in relation to the proposed repricing files. PBIRx used the current Average Wholesale Price (AWP) of current claim files and calculated estimated total net plan cost based on the following elements:

- Retail Brand / Generic Discount and Dispensing Fees
- Mail Brand / Generic Discount and Dispensing Fees
- Specialty Brand / Generic Discount and Dispensing Fees
- Retail / Mail / Specialty Rebates
- Misc Fees and/or Admin fees

## Current costs were reduced by \$4,290,813 to take into account weight loss meds exclusion

- **CVS Renewal:**
  - Estimated savings of \$2,271,736
- **CVS – Employers Health:**
  - Estimated savings of \$3,457,253
  - Foundational Assistance available with estimated **Additional** savings of \$1,902,661
  - No changes to members prescriptions or plan
  - The only change would be a new CVS Account Team
- Carrier and Mid Market PBMs had competitive proposals however not as competitive as the CVS – Employers Health
- BCBSMA cannot implement Foundational Assistance
- All non-CVS vendor changes would have at minimal slight formulary change
- International Savings for Injectables and Diabetics total opportunity estimated at \$1,700,305 through ElectRx to compliment CanaRx

## Recommendation

- Move Contract pricing to CVS through Employers Health
- Implement Foundational Assistance through Payd Health
- Implement ElectRx International Program

# RFP&C Saving Results



Plan Assumptions							
Proposed Effective Date:	7/1/2026						
Benefits:	Duplicate Current						
Vendor Comparison							
	CVS - Current	CVS - Proposed 2026/27	BCBSMA	CVS - Employers Health	OptumRx - HealthTrust	Liviniti	VytOne
Rx Costs Current (1/1/25-12/31/25):	\$ 26,917,380						
Rx Costs above trended to 7/1/26-6/30/27:	\$ 30,544,188	\$ 28,855,094	\$ 28,861,203	\$ 28,974,216	\$ 28,907,019	\$30,522,807	\$ 29,621,753
Reference/Biosimilar Spend:	\$ 1,767,352	\$ 1,747,993	\$ 1,693,232	\$ 1,710,922	\$ 793,005	\$ 1,768,726	\$ 552,538
Average Members:	9,420	9,420	9,420	9,420	9,420	9,420	9,420
PMPM:	\$ 285.84	\$ 270.73	\$ 270.30	\$ 271.45	\$ 284.10	\$ 272.12	\$ 266.93
Coupon Assistance:	\$ 834,619	\$ 834,619	\$ 580,000	\$ 834,619	\$ 745,000	\$ 2,063,885	\$ 1,396,200
Estimated Rebate Revenue:	\$ 9,328,536	\$ 9,891,819	\$ 9,577,850	\$ 11,175,388	\$ 4,326,701	\$ 8,152,178	\$ 5,680,407
Estimated Rx Claims Cost Less Rebates:	\$ 22,148,385	\$ 19,876,649	\$20,396,585	\$ 18,675,131	\$ 24,628,324	\$22,075,470	\$ 23,097,685
Estimated Rx Claims Cost PMPM:	\$ 195.93	\$ 175.84	\$ 180.44	\$ 165.21	\$ 217.87	\$ 195.29	\$ 204.33
Rx Administration PMPM:	\$ -	\$ -	\$ 1.30	\$ 0.14	\$ 3.05	\$ 9.83	\$ 3.00
Total Estimated PMPM:	\$ 195.93	\$ 175.84	\$ 181.74	\$ 165.35	\$ 220.93	\$ 205.12	\$ 207.33
Total Estimated Annual Costs:	<b>\$ 22,148,385</b>	\$ 19,876,649	\$20,543,537	<b>\$ 18,691,131</b>	<b>\$ 24,973,436</b>	<b>\$23,186,367</b>	<b>\$23,436,805</b>
Total Estimated Annual Savings:		\$ 2,271,736	\$ 1,604,847	<b>\$ 3,457,253</b>	<b>\$ (2,825,051)</b>	<b>\$ (1,037,983)</b>	<b>\$ (1,288,420)</b>
% Savings:		<b>10.26%</b>	<b>7.25%</b>	<b>15.61%</b>	<b>-12.76%</b>	<b>-4.69%</b>	<b>-5.82%</b>
OPTIONAL SAVINGS							
Clinical				\$ 31,455	\$ 136,000	\$ 633,695	\$ 633,695
Foundational Assistance/ Needs Based				\$ 1,902,661			\$ 1,902,661
International Rx:		\$ 223,430	\$ 223,430	\$ 223,430	\$ 223,430	\$ 223,430	\$ 223,430
Total Savings (Includes Optional):		<b>\$ 2,495,166</b>	<b>\$ 1,828,277</b>	<b>\$ 5,614,799</b>	<b>\$ (2,465,621)</b>	<b>\$ (180,858)</b>	<b>\$ 1,471,366</b>
% Savings:		<b>11.27%</b>	<b>8.25%</b>	<b>25.35%</b>	<b>-11.13%</b>	<b>-0.82%</b>	<b>6.64%</b>
FORMULARY DISRUPTION (# of Members/Rxs)							
Tier 2 to Tier 3			<b>72 / 118</b>		<b>741 / 3,209</b>	<b>164 / 482</b>	<b>193 / 565</b>
Tier 2 to Exclude			<b>473 / 2,283</b>		<b>302 / 995</b>	<b>208 / 491</b>	<b>300 / 1,031</b>
Tier 3 to Tier 2			<b>3 / 13</b>		<b>141 / 217</b>	<b>269 / 717</b>	<b>231 / 709</b>
Tier 3 to Exclude			<b>42 / 193</b>		<b>56 / 274</b>	<b>99 / 432</b>	<b>60 / 245</b>

Notes:

1. Current Plan Costs 1/1/25-12/31/25, and trended using a 9% annual drug trend to 7/1/26-6/30/27 - weight loss costs removed & rebates adjusted
2. Estimated Rx Claim Costs based on savings analysis through proposed pricing
3. Coupon assistance savings is net of fees
4. International savings above represent 10% of an estimated \$2,234,300 with the majority of the savings coming from the specialty international vendor
5. Cost estimates are a combination of discounts, dispensing fees, administration fees, and rebates combined with miscellaneous fees and contract language caveats. Caveats include, but are not limited to, Most Favored Nation pricing, rebate exclusions, guarantee exclusions, aggregation language, and calculation methodology. The self funded estimate assumes that Client is at full risk for its self funded pharmacy costs. The above information relies on information provided to PBIRx by a third party

# Foundational Assistance Savings



	Current		Paydhealth		Drugs Impacted					
# of Claims			996		Actemra	Cosentyx	Gamunex	Litfulo	Revlimid	Trypytyr
# of Members			155		Arcalyst	Crysvita	Hyqvia	Nemludio	Simponi	Tymlos
Total Current Plan Cost Eligible	\$	15,646,449	\$	15,646,449	Austedo	Dovato	Hyrimoz	Nubeqa	Sotyktu	Upravi
Estimated Patient Assistance	\$	(834,619)	\$	(4,361,656)	Avsola	Dupixent	Jakafi	Nucala	Stelara	Voranigo
Estimated Rebates	\$	(2,753,170)	\$	(2,437,381)	Biktarvy	Duvyzat	Kalydeco	Opzelura	Taltz	Vyndamax
Estimated Fees			\$	1,308,587	Bimzelx	Ebglyss	Kesimpta	Orencia	Tezspire	Xeljanz
Net Plan Cost	\$	12,058,660	\$	10,155,999	Cabometyx	Enbrel	Kineret	Palynziq	Tivicay	Xolair
Estimated Net Plan Savings			\$	<b>1,902,661</b>	Calquence	Fasenra	Kisqali	Prolia	Tremfya	
					Cimzia	Fintepla	Lenvima	Radicava	Triumeq	

## General Notes:

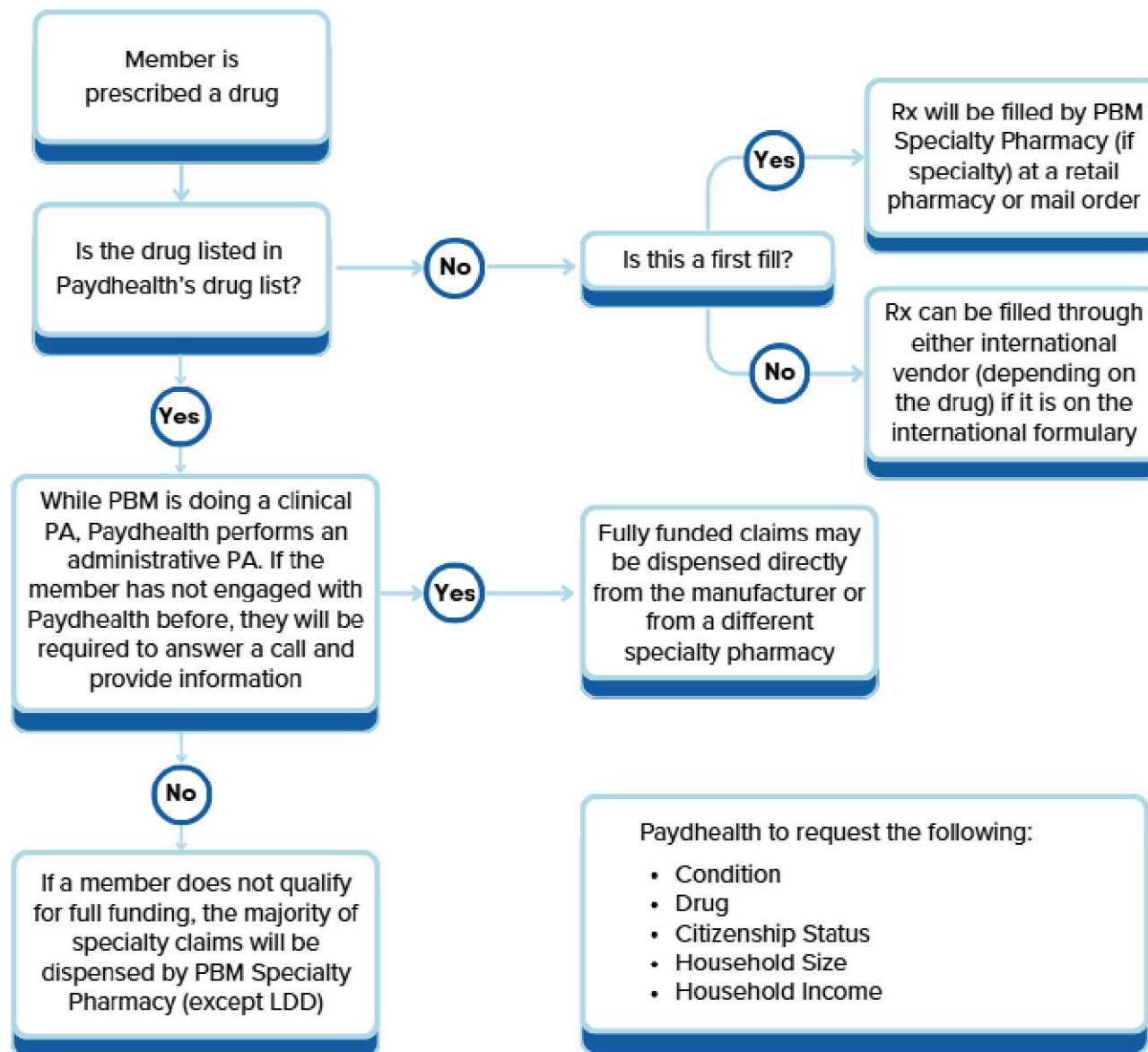
1. January 2025-December 2025 Alternate Funding Eligible Claims
2. Members with a partial year of utilization have been annualized for savings calculations
3. Assumed conversion is 31.9% of Eligible claims and associated Plan Cost
4. Plan Cost is the discounted cost of the medication less member share
5. Paydhealth takes into consideration expected affect of Highly Compensated People (HCP) based industry NAICS number
6. Income stipulations associated with most alternate funding programs
7. The Estimated Net Plan Savings stated above are net of rebate loss and vendor fees (30% of savings based on total cost of medication)
8. Above Estimated Net Plan Savings assumes 30% partial assistance funding and 70% full funding by alternate funder
9. Assumes no claims are currently filled at 340B. If 340B is currently in use, stated savings estimates could be affected. The alternate funding vendor can work with client to exclude during implementation.

The conclusions made in this review are based upon data provided to PBIRx by the PBM.

Quantitative conclusions are accurate to the extent of the data provided.

Self Funded Estimates may be altered due to high-cost medications or increased utilization.

# Foundational Assistance Savings for High-Cost Brand Drugs



# International Rx Savings

CANARX MAINTENANCE BRANDS ESTIMATED ANNUALIZED SAVINGS	ELECTRX SPECIALTY/DIABETES ESTIMATED ANNUALIZED SAVINGS
<b>\$533,995</b>	<b>\$1,700,305</b>

CANARX JAN 2025 – DEC 2025		INTERNATIONAL ELIGIBLE (\$)	ESTIMATED SAVINGS (\$)	ESTIMATED ANNUAL SAVINGS (\$)	SAVINGS (%)
Total Plan Cost	32,140,926	1,987,294	533,995	533,995	1.66
Total Member Cost	1,263,638	82,937	82,937	82,937	6.56
Members	381				
Total # of Rx	123,492	1,875			

ELECTRX JAN 2025 – DEC 2025		INTERNATIONAL ELIGIBLE (\$)	ESTIMATED SAVINGS (\$)	ESTIMATED ANNUAL SAVINGS (\$)	SAVINGS (%)
Total Plan Cost	32,140,926	5,444,506	1,700,305	1,700,305	5.29
Total Member Cost	1,263,638	52,420	52,420	52,420	4.15
Members	188				
Total # of Rx	123,492	841			

**General Notes:**

- The conclusions made in this review are based upon data provided to PBIRx by the PBM
- Quantitative conclusions are accurate to the extent of the data provided
- Estimate includes rebate impact and PBIRx Administrative Fee of plan savings
- Stop Loss – Confirm acceptance of out-of-network claims

# International Rx Savings Opportunity - CanaRx

DRUG NAME & STRENGTH	#RX	PLAN COST PER RX – CURRENT (\$)	ESTIMATED PLAN COST PER RX (\$)	ESTIMATED SAVINGS PER RX (\$)	SAVINGS (%)
DOVATO TAB 50-300MG	3	7,905	3,492	4,413	55.83
GILENYA CAP 0.5MG	2	4,370	1,853	2,517	57.59
TRIUMEQ TAB	13	3,586	1,271	2,315	64.55
BIKTARVY 50 TAB 200-25	13	3,892	1,579	2,313	59.42
REXULTI TAB 1MG	9	1,426	230	1,196	83.88
VRAYLAR CAP 3MG	15	1,236	210	1,026	83.00
VRAYLAR CAP 1.5MG	19	1,212	214	999	82.37
RINVOQ TAB 15MG ER	80	2,550	2,135	414	16.25
JARDIANCE TAB 25MG	59	486	162	324	66.66
FARXIGA TAB 10MG	156	450	126	323	71.93
TRELEGY AER 200MCG	109	443	143	301	67.85
TRELEGY AER 100MCG	63	410	114	296	72.23
FARXIGA TAB 5MG	43	434	152	283	65.08
ELIQUIS TAB 5MG	447	411	147	265	64.35
ENTRESTO TAB 49-51MG	19	590	354	236	39.98
ENTRESTO TAB 97-103MG	19	503	281	222	44.11
ELIQUIS TAB 2.5MG	106	259	111	149	57.34
LINZESS CAP 72MCG	26	340	238	102	30.02
ENTRESTO TAB 24-26MG	30	354	259	95	26.86
OTEZLA TAB 30MG	23	1,370	1,285	85	6.18
BREO ELLIPTA INH 100-25	106	147	66	80	54.79
VAGIFEM VTB 10MCG	114	127	50	77	60.72
BREO ELLIPTA INH 200-25	123	150	85	64	42.99
SLYND TAB 4MG	60	101	47	54	53.35
RESTASIS EMU 0.05% OP	15	568	550	18	3.17

# International Rx Savings Opportunity - ElectRx

DRUG NAME & STRENGTH	#RX	PLAN COST PER RX – CURRENT (\$)	ESTIMATED PLAN COST PER RX (\$)	ESTIMATED SAVINGS PER RX (\$)	SAVINGS (%)
STIVARGA TAB 40MG	1	20,422	7,644	12,778	62.57
STELARA INJ 90MG/ML	37	23855.2	12172.7	11,683	48.97
CABOMETYX TAB 20MG	10	21,891	10,957	10,934	49.95
BIMZELX INJ 320MG/2	8	17,105	9,690	7,414	43.35
KISQALI TAB 600DOSE	14	13,392	6,505	6,887	51.43
XTANDI CAP 40MG	6	11,048	4,336	6,712	60.75
VERZENIO TAB 150MG	4	12,547	6,126	6,421	51.17
SKYRIZI INJ 360/2.4	28	17,928	12,071	5,857	32.67
SKYRIZI INJ 150MG/ML	8	17,568	12,071	5,497	31.29
SKYRIZI PEN INJ 150MG/ML	45	16,873	12,071	4,802	28.46
SIMPONI INJ 100MG/ML	13	8,996	5,268	3,729	41.45
COSENTYX PEN INJ 150MG/ML	17	4,023	1,224	2,799	69.57
TAGRISSE TAB 80MG	2	13,897	11,546	2,351	16.91
CREON CAP 36000UNT	22	2,216	216	2,000	90.24
XIFAXAN TAB 550MG	23	2,656	911	1,745	65.70
LITFULO CAP 50MG	23	3,620	2,179	1,441	39.81
ERLEADA TAB 240MG	5	8,761	7,386	1,375	15.70
HUMIRA PEN INJ 40/0.4ML	20	4,878	3,989	889	18.22
KESIMPTA INJ 20/.4ML	20	6,500	5,832	669	10.29
VELTASSA POW 8.4GM	14	1,571	944	628	39.94
OPZELURA CRE 1.5%	15	1,856	1,247	609	32.81
OZEMP .25/.5 INJ 2MG/3ML	225	1,077	527	549	51.03
OZEMPIC 1MG INJ 4MG/3ML	173	938	495	443	47.24
MIEBO DRO 1.3GM/ML	25	534	215	319	59.71
ENBREL SRCLK INJ 50MG/ML	53	3,222	3,101	121	3.77

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# International Rx



## ✓ ZERO Copays through CANARX and ElectRx

The International Rx programs helps to keep more money in members' pockets. There are no copays, shipping charges or out-of-pocket costs to sign up. The program is FREE to members.

## ✓ Signing up is fast & easy

Members can enroll at any time.

**CanaRx:** To enroll, members submit an enrollment form, a copy of their photo ID and a prescription written for a 3-month supply with 3 refills. Enrollment forms can be completed online, or a hard copy can be faxed, uploaded to the secure site (CanaRx.com) or mailed to CANARX.

**ElectRx:** To enroll, members call 833-353-2879. ElectRx representatives will complete the enrollment over the phone. ElectRx will request a prescription written for a 3-month supply with 3 refills.

CANARX and ElectRx can even help with receiving a member's prescription by reaching out to the prescriber on their behalf — you just need to ask! Please note, when taking a 'new-to-you' medication, a local 30-day trial is required before ordering through the international Rx programs.

## ✓ Worry-free refills

The international Rx vendors will proactively call members every quarter to let them know they are due for a refill.

## ✓ Medications right to the member's mailbox

Medications are shipped right to the member's mailbox. No more standing in line at the pharmacy.

## ✓ Safe

Medications are shipped in the manufacturers sealed packaging.

## ✓ Customer Service

CANARX offers a website to check medication availability, enroll online (or download the enrollment form), watch a short program video, download a membership card and view FAQs. **Members can call us at 1-866-893-6337**

ElectRx can call **833-353-2879** with questions or to check medication availability and to enroll

# Clinical Savings Carve-Out

Clinical Programs recommended, with **60-day Member Notice via PBM Letter**

PROGRAM TYPE	DISEASE STATE	# OF RXS	ESTIMATED PLAN SAVINGS (\$)
Step Therapy	Dermatology - Psoriasis	73	66,627
Step Therapy	Urology	84	62,617
Step Therapy	Dermatology - Rosacea	13	7,381
Step Therapy	Neurology - Multiple Indications	28	7,293
Step Therapy	Hyperlipidemia	5	2,883
Step Therapy	Ophthalmic - Glaucoma	2	363
Step Therapy	Dermatology - Multiple Indications	2	182
Step Therapy	Benign Prostate Hyperplasia	3	17
Prior Authorization	Ophthalmic - Immunomodulators	195	155,365
Prior Authorization	GI Disease	23	67,274
Prior Authorization	GI Disease	86	53,410
Prior Authorization	Gynecology - Birth Control	94	23,652
Prior Authorization	Antinauseant	3	784
Prior Authorization	Gynecology-Birth Control	2	713
Prior Authorization	Analgesic - Topical	28	-
Exclusion	Multiple Indications	355	145,198
Exclusion	Gynecology - Birth Control	79	25,188
Exclusion	Dermatology - Acne	40	14,748

## General Notes:

- **Data based on 12 months of data Jan 2025 – Dec 2025**
- Clinical programs recommended with 60-day grandfathering – estimated annual plan savings notated
- Clinical recommendations and estimated savings are based on current drug information available; including, but not limited to: changes in utilization, information on new drugs, indications, generics, biosimilars, dosages, grandfathering, etc.
- Rebate programs that vary by PBM could alter the estimated savings and recommendations

# Clinical Savings Carve-Out

Clinical Programs recommended, **with Grandfathering**

PROGRAM TYPE	DISEASE STATE	# OF RXS	CURRENT PLAN COST (\$)
Step Therapy	Mental Health Agents/Antipsychotics	62	95,289
Step Therapy	ADD/ADHD	194	70,652
Step Therapy	Mental Health Agents/Depression	58	46,906
Step Therapy	Neurology - AntiConvulsant	6	17,627
Prior Authorization	Respiratory - COPD	172	115,743
Prior Authorization	Testosterone	391	17,668
Prior Authorization	Infectious Disease	13	7,241
Prior Authorization	Dermatology - Psoriasis	4	748

**General Notes:**

- **Data based on 12 months of data Jan 2025 – Dec 2025**
- Clinical programs recommended with no member disruption to current utilizers
- Clinical recommendations and estimated costs are based on current drug information available; including, but not limited to: changes in utilization, information on new drugs, indications, generics, biosimilars, dosages, grandfathering, etc.
- Rebate programs that vary by PBM could alter the estimated savings and recommendations



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