



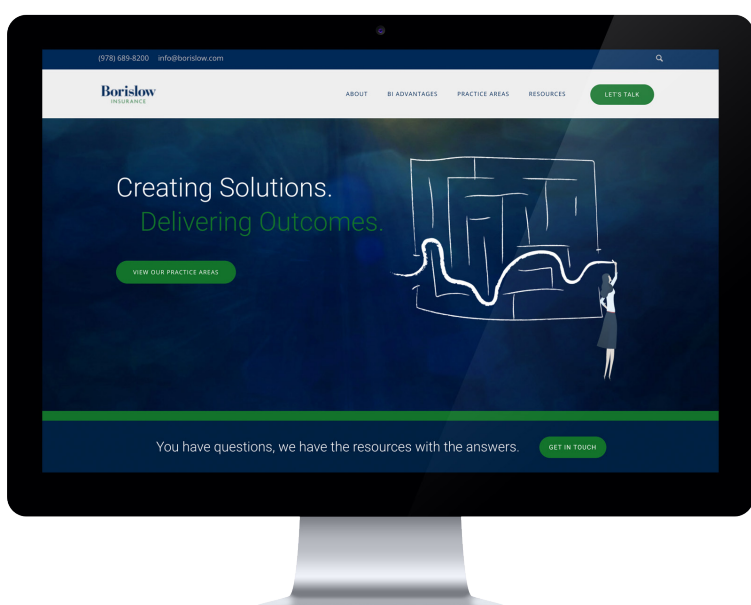
Empower Your Healthcare Decisions

Navigating the Efficacy of Pharmacy Benefit Managers

Navigating the intricate landscape of Pharmacy Benefit Manager (PBM) relationships is a priority for employers, as it directly impacts the well-being of both your organization and your employees. The complexities inherent in these relationships, coupled with potential conflicts of interest and opaque pricing structures, require an intentional approach. It is imperative to align with a broker/consultant who emphasizes transparency, advocacy, and safeguarding your best interests.

In light of this, we present a comprehensive checklist to empower you in assessing your PBM partnerships and identifying brokers dedicated to fostering your organization's long-term health and financial stability. This checklist provides an overview of invaluable insights and other critical factors that shape your pharmacy benefits management strategies.

Keeping these criteria in mind, employers can navigate the complexities of PBM relationships with confidence, secure in the knowledge that your chosen broker is dedicated to advocating for your organization's best interests and fostering sustainable, mutually beneficial partnerships.



As you strive to empower your healthcare decisions, we invite you to learn more about how Borislow can support your organization's goals by visiting our website and downloading our comprehensive memorandum. Together, let's pave the way for a healthier, more prosperous future for your organization and its members.

[Learn More](#)

A Comprehensive Checklist

for Evaluating Pharmacy Benefit Manager Relationships



Here is a comprehensive checklist designed to empower you in evaluating your PBM.

✔ Clear Compensation Disclosure

Understanding how your broker is compensated is vital to ensuring transparency and trust in your partnership. A clear disclosure of any direct or indirect compensation received from PBMs establishes the foundation for an open, honest, and accountable relationship.

✔ Conflict of Interest Mitigation

Taking proactive steps to mitigate potential conflicts of interest, such as exploring non-traditional PBM options, evaluating mail-order and specialty pharmacy relationships, and understanding the overarching impact of merger and acquisition activity and resulting vertical integration.

✔ Client Priority and Due Diligence

Prioritizing your organization's and members' best interests through thorough research and analysis, rather than solely relying on PBM representations, ensures informed decision-making and proactive management of potential issues.

✔ Price Transparency, Data Visibility, and Advocacy

Prioritizing transparent PBM pricing and scrutinizing contract language for terms that could lead to price manipulation or unintentional revenue generation at your expense safeguards your organization and plan members against bad actors.

Empowering you in the decision-making process and facilitating meetings between you and potential PBMs fosters transparency, collaboration, and a shared commitment to achieving your organization's healthcare goals.

Working closely with your chosen partners to optimize patient care, capture savings opportunities, and enhance the member experience ensures a holistic approach to managing your organization's healthcare benefits.

✔ Prioritize Patient Outcomes at the Lowest Net Cost

Prioritizing optimal patient outcomes over chasing rebates demonstrates a commitment to minimizing net costs to both the plan and plan members, ultimately leading to improved healthcare affordability and effectiveness.

✔ Evaluation Criteria Beyond Financial Guarantees

Evaluating PBM performance based on member experience and net per member per month spend, rather than solely on financial guarantees, ensures a focus on outcomes that truly matter to your organization and its members.

✔ Realistic Savings Projections

Assessing projected savings through a pragmatic lens, disregarding unrealistic utilization assumptions, ensures that cost-saving initiatives are grounded in reality and achievable within your organization's unique context.

✔ Consideration of Clinical Impact

Considering the clinical impact and motivation of PBM decisions, especially in complex and nuanced scenarios like formulary development, demonstrates a commitment to ensuring the health and well-being of your organization's plan members beyond pure financial considerations.

✔ Client Engagement and Collaboration

Involving you in the decision-making process and facilitating meetings between you and the PBMs fosters transparency, collaboration, and a shared commitment to achieving your organization's healthcare goals.

✔ Collaboration with Partners

Working closely with your chosen partners to optimize patient care, enhance value and savings opportunities, and continuously improve the member experience ensures a holistic approach to managing your organization's healthcare benefits.