

Case Study

Hylant Employee Benefits

PHARMACY CONSULTING | COST CONTAINMENT

Challenge

A market-leading poultry producer was experiencing annual increases in its prescription drug claims with little transparency into actual contract terms. The company's national insurance carrier and its pharmacy benefit manager (PBM) were unwilling to disclose the proprietary terms of their contract. Adding to the ambiguity, the carrier announced it would be changing its PBM in the future.

Prohibited from considering a carve-out PBM solution with their carrier and having an average, rising prescription spend of \$1.5 million per year, the company collaborated with Hylant to:

- increase insight into their prescription claims,
- identify strategies on how to control costs, and
- implement a solution that didn't reduce benefits to employees or their dependents.

Solution

Absent the contract details, Hylant brought in their pharmacy benefit consultant (PBC) to perform a comprehensive review of the company's pharmacy benefit design, formulary drug lists, self-funded plan costs and recently implemented tiered network plan.



Armed with the analysis of this data, Hylant met with the carrier. The result?

- *\$120,000 projected first-year claims savings from a three-year direct contract with the carrier, with enhanced annual average wholesale price (AWP) discount guarantees*
- *Eliminated concerns about the carrier's future PBM transition*
- *\$207,000 projected claims savings from narrowing the formulary options with minimal member impact*
- *Obtained full transparency and comprehension of the contract with terms allowing for PBM accountability*

HYLANT

Service

Employee benefits

Industry

Poultry farming

Size

800 Employees

Scope

Hylant successfully implemented a fully transparent direct contract with improved contractual terms.

Results

\$207,000

Annual forecasted formulary claims savings

\$120,000

Projected first-year discount guarantee savings

3 Years

Direct contract with national carrier with negotiated dispensing fee and improved AWP discount