

Case 1 - Negotiating and Site of Care

Total Savings \$525,564

Patient was diagnosed with malignant melanoma of right lower limb, including hip, and was prescribed a treatment program including 13 cycles of an antineoplastic immunotherapy of Opdivo. Initially patient went to a local hospital for outpatient infusions. The hospital billed charges were \$70,828 per treatment of Opdivo. After the PPO discount, the paid amounts would have been a staggering \$57,774 for a single dose of Opdivo.

Upon initial review, GTRx’s preferred sourcing method was determined to be the most cost-effective method of supplying the Opdivo. The GTRx Specialty Pharmacy Network rate was \$12,686 per treatment.

With the patient’s willingness to change the site of care, PBA further pursued implementing GTRx’s preferred sourcing strategy. While searching for other provider options in the surrounding area, PBA’s case management partner found a facility that would administer the Opdivo at a cost of \$14,318, resulting in significant savings for the plan on the remaining 11 treatments.

Treatments	Hospital billed after PPO discount	CM Partner negotiated hospital down to	CM Partner negotiated rate to alternative facility	Plan Savings
1	\$57,774	\$34,000		\$23,774
2	\$57,774	\$34,000		\$23,774
3 - 13	\$57,774		\$14,318	\$43,456
Totals	\$751,062	\$68,000	\$157,498	\$525,564

Case 2 - Site of Care and Quality of Life

Total Savings \$68,345

A patient diagnosed with Crohn’s disease was receiving Remicade treatments at the infusion suite of a local hospital. Working closely with the patient and patient’s doctor, PBA’s Case Management partner and GTRx presented home infusions as an available option and successfully coordinated a change in site of care. The patient now receives the treatments in the comfort of their own home.

The patient and family have been very pleased with the transition and overall convenience of receiving the treatments at home - on their schedule - with a specialized infusion nurse.

With preferred drug pricing through GTRx, the patient’s change in site of care saves the plan an average of \$13,669 for five treatments.

Case 3 - Preferred Sourcing

Total Savings \$19,447.50 per Treatment

A patient diagnosed with Crohn's disease was receiving Remicade treatments at the local hospital and was not interested in doing the infusions at home. The patient and doctor are always made fully aware of the choice to move to home infusion by the case manager. PBA's Case Management partner and GTRx feel it is important that the patient be allowed, along with the doctor, to participate in the decision for the treatment process.

After a discussion with the case manager, the doctor agreed to allow the drug to be shipped to the office, a white bag scenario, which is the next best option if the patient does not choose home infusion.

Preferred Sourcing allows GTRx to secure the best pricing and ship the drug direct. Shipments are coordinated between the GTRx Pharmacy and the doctor's office before each treatment. This allows the drug to be delivered on time for that specific patient's treatment.

Previously Paid Per Treatment:	\$31,219.10
GTRx Allowed Amount:	\$11,771.60