



Specialty Rx Analytic Suite

Specialty medications are a high-cost, high-complexity and high-touch effort for health plans. They're used to treat patients with complex conditions that require monitoring due to the risk of side effects.

Health plans are challenged with many unique business drivers to manage growing spend effectively on these specialty medications. For example:

- **Aggressive unit cost inflation** – Traditional market forces to help regulate costs do not apply to specialty medications.
- **Accelerated prescription drug time-to-market** – Prescription medications are entering the market with less evidence, which places responsibility on the health plan to determine clinical appropriateness.
- **Provider incentive bias** – Providers incentivized by prescription drug revenue prescribe incentivized drugs more often. Additionally, hospitals are receiving higher reimbursement versus other patient administration provider sites.
- **Policy coverage and prior authorization** – Having a robust prior authorization approval structure in place is not enough to ensure specialty medications meet your policy coverage criteria.

Observations from Optum¹



In large health plans, we're seeing their top 20 therapies make up **42–43%** of the total cost of drugs.



Outpatient hospital settings receive reimbursement rates **70% higher** than those in other settings.²

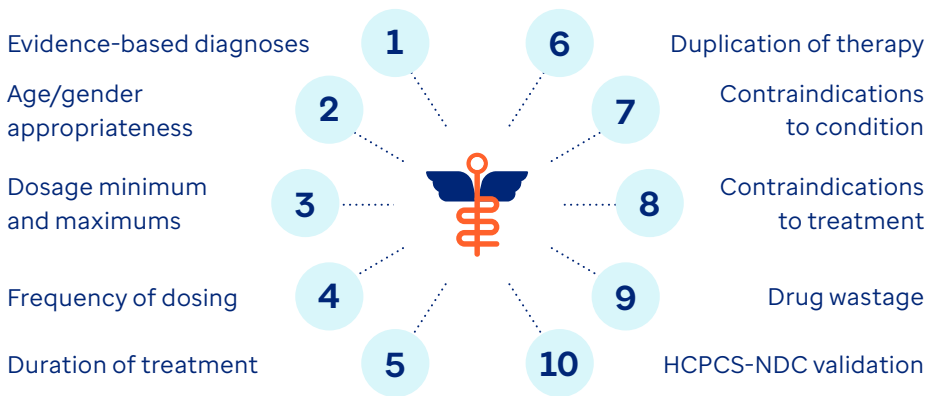
1. Internal data from Optum.

2. PSG 2020 State of Specialty Spend and Trend Report. Published October 2020; 2019 results.psgconsults.com/specialtyreport

The Optum Specialty Rx Analytic Suite combines two proven comprehensive elements:

- Clinical library contains a suite of edits focused on clinical appropriateness of targeted specialty medications.
- Drug identifier process matches submitted claims to their appropriate medication category and clinical edits, including but not limited to, Healthcare Common Procedure Coding System (HCPCS), National Drug Code (NDC) and ICD-10 codes. Content is updated on a consistent, frequent basis to maximize savings and reduce the likelihood of payment.

Optum leverages its clinical and technical experts to identify, define, manage and implement specific standards for specialty medications based on criteria as shown in the following:



One solution, multiple benefits

Optum® Specialty Rx Analytic Suite leverages existing, proven technology and creates efficiencies to help:

- **Identify clinical and pricing implications** of specialty medications proactively. Optum has a comprehensive medication file with an effective HCPCS-NDC crosswalk to provide our customers NDC validation and appropriate pricing calculations to any medication with an NDC.
- **Manage specialty medication spend** for clients and members through enforcing specialty medication policies to drive appropriate utilization.
- **Improve patient safety** through stringent clinical review and updates based on current dosage maximums, frequencies, contraindications and therapy duplication.
- **Remove technical and clinical burden** from health plans through proactive, up-to-date reports from Optum on savings, performance and new or removed medications. Deployment of ongoing releases augments the clinical library with edits and rules maintained by Optum, which helps to enforce the coverage policy and could reduce the burden of the prior authorization process.

Combining proven technology to deliver one innovative solution

Make the most of your existing investments with Optum and augment them with trending specialty medical domain content of the Optum Specialty Rx Analytic Suite. You'll not only enhance payment accuracy, but also gain potential incremental savings levers.

Learn how you can take control of specialty medication spend and benefit management.

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