

Proving Value, Three Times Over

STATE EMPLOYEE HEALTH PLAN - KANSAS



MEMBERS:
74,000



LAUNCH:
June 2014



LIFETIME ROI:
4.95:1¹

Amid budgetary pressures dating back to the late 2000s, the State of Kansas turned to a new idea that promised to reduce pharmacy costs for the State Employee Health Plan (SEHP) and the 74,000 people it covers. The state bet on innovation, transparency and a solution born in its own backyard. **The payback is \$81 million and counting.²**

Background

The SEHP had tried simple brand-to-generic and retail-to-mail-order programs for its pharmacy benefit before. Plan leadership liked the prospect of giving members total transparency into pricing as well as lower-cost, on-formulary clinical alternatives and fulfillment options. But they insisted the cost savings must be easy for members to understand and capture.

Milestones

The SEHP was an early proving ground for Rx Savings Solutions' technology and member engagement strategy. Both delivered immediate and sustainable results.

Members were introduced to a different kind of benefit program—one that engaged them proactively, suggested cost-saving options they never knew existed, and offered personal, concierge support.

Engagement rates, as well as member and client savings, steadily climbed across each 3-year contract period.



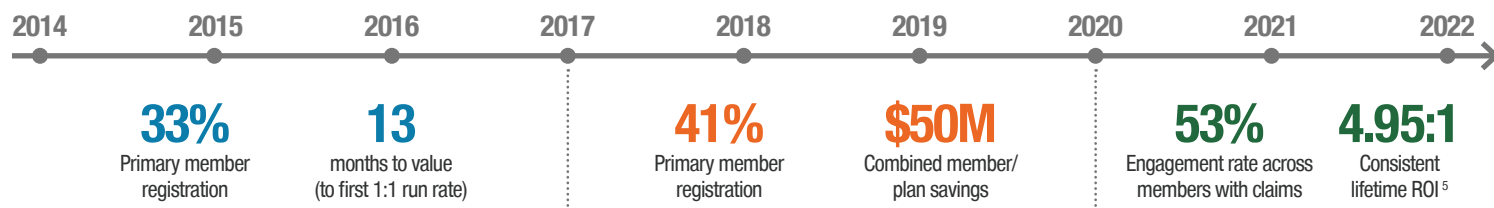
45%

of members on maintenance medications are registered³



\$110

average savings per fill⁴



¹ RxSS data as of March 2024 (Tableau Dashboard ROI Summary)

² RxSS data as of 3/7/24 (Tableau Dashboard Savings Summary)

³ RxSS data as of 3/7/24 (Member Registration Dashboard in Tableau)

⁴ RxSS data as of 3/7/24 (Tableau Dashboard, Savings Summary)

⁵ RxSS data as of 3/7/24 (Salesforce Client Scorecard, ROI Field)

5 Reasons to Renew (3 Times)

ROI was a key factor in the state's decisions to renew with Rx Savings Solutions but far from the only one:

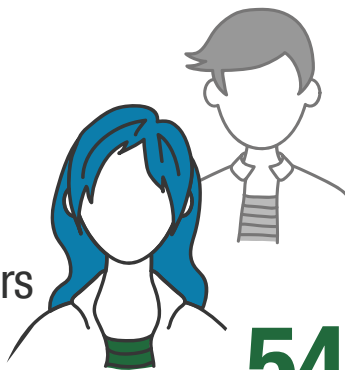
- 1 Engagement**
Rx Savings Solutions' member engagement program is personalized, data-driven, timely and targeted. It's also turnkey for the state.
- 2 Transparency**
It's an important principle for the SEHP, not only because the plan is taxpayer-funded, but also to help employees become better consumers.
- 3 Simplicity**
From day one, the SEHP emphasized ease of use. The solution continues to distill complex clinical and plan variables into simple, actionable choices.
- 4 Advocacy**
SEHP members get reliable relief for out-of-pocket costs, plus independent, compassionate experts to help them navigate the pharmacy system.
- 5 Self-sustaining**
The solution is virtually hands-free for the SEHP, thanks to seamless integration with plan designs, eligibility, formularies, networks, and all the changes from year to year.

Working Harder and Smarter

The solution the SEHP implemented years ago is working harder and smarter today, delivering more value.

1 in 2

engaged members
switch to a
lower-cost suggestion⁶



54%

registration rate for primaries on
maintenance medications⁷



Rx Savings Solutions makes it easy and convenient for our employees to begin saving right away. They handle everything for the employee so they can take advantage of chances to save on their prescriptions. **Rx Savings Solutions has delivered on all they promised us from the beginning of our relationship to today. They continue to deliver!"**

Paul Roberts
Senior Manager of
Operations, SEHP

With your help, we were able to cut our bill drastically. It was incredible. It's incredible peace of mind knowing that we can still do what we need for our family."

Dusti
SEHP Member

The drug company was telling me one thing, and the pharmacy was telling me another. But **Rx Savings Solutions took care of the whole thing in just 15 minutes.** No effort on my part, and no time on my end."

Joyce
SEHP Member

⁶ RxSS data as of February 2024 (Engagement Summary Tableau Dashboard)

⁷ RxSS data as of March 2024 (Tableau Dashboard Primary Member Registration)