Benefit Design Strategies to Optimize Access, Experience, and Affordability
August 12, 2020
• Just starting our journey
• We have a small amount of biosimilar spend now
  • Mostly through Kaiser
• What we heard
  • 3-5 years away
  • Why would you want to do that?
  • Not a major focus of ours right now

First Steps
• Looking to get familiar with biosimilars and get ahead of the curve before a significant number of options come to the market
• Where is our opportunity?
  • Pharmaceuticals delivered in an office based setting
  • Infusions
Infusions / Office Based Pharmaceuticals

Initial Analysis

• Significant amount of spend running through physicians offices
  • Not easy to get to the true amount
  • Incentive for Providers to change to biosimilars?
• Pipeline of future biosimilars could replace a significant number of these pharmaceuticals and drive savings

How Do We Drive Savings And Enhance The Experience?

• Where do we find operational expertise to get a better understanding of what is required?
• Can we financially justify the upfront spend?

Result - Looking to build a small infusion center in our onsite / near site locations
Infusions / Office Based Pharmaceuticals

- Do we want to buy the biosimilars directly?
  - How do we leverage our onsite pharmacy?
  - Do we want to align with a GPO?

- How many drugs should we focus on?

- How do we drive the volume to the new infusion center?

- How do we pull patients into our whole – person model and leverage our existing integration?
Infusions / Office Based Meds

• How do we make the experience better?

“Disney-fi” It

• Make it convenient and minimize time away from work and family
• Bright room with lots of windows
• Comfortable seating / couches
  • Room for someone to comfortably sit with you
• Disney+ / Cable TV
• Company Wi-Fi if they want to work
• Fast Pass to minimize wait times during work day
  • Reduce the need to use paid time off for treatment