



ASORx
360

OVERVIEW

Innovative solutions and timely insight to compete and win in your marketplace

AlignRx offers a robust suite of health plan consulting solutions that drive significant value focused on improving your business. Our company was founded with a focus on health plan services and our team members have dedicated their careers to working at and for health plans. This allows us to offer a first-hand view into the challenges your organization faces every day.

Our ASORx 360 Solution

ASORx 360 is a comprehensive health plan consulting solution offered by AlignRx that allows health plans to thrive in an extremely competitive pharmacy landscape. It's fully customized to your plan's unique needs by uncovering and addressing your key gaps, ultimately increasing your ASO membership and profitability.

What sets our solution apart is the depth of the pharmacy expertise of our industry experts who have customized ASORx 360 to provide the expert guidance you need to help navigate the self-funded Rx space.

- ◆ Grow and retain self-funded Rx membership
- ◆ Demonstrate and sell the value of integrated benefits
- ◆ Reduce risks of the Rx carve-out
- ◆ Increase profitability of Rx membership
- ◆ Ensure competitive unit costs and cost of goods

Flexible Pricing Model Helps Health Plan Drive Savings

AlignRx partnered with a global healthcare provider to address rebate retention issues and increasing market pressure to develop a more flexible pricing model.

Our pharmacy consultants performed a comprehensive pricing assessment of the current pricing model to inform the design of a new, comprehensive three-tiered pricing model.

The new model created enhanced revenue streams by fielding a larger diversity of lower-yielding rebates and implementing third-party programs throughout. We reduced potential financial exposure through the modification of the group contract language.

Utilizing our expertise to navigate the self-funded medical prescription landscape, we were able to increase the retention rates of current clients, while also increasing the membership sector by bringing back previously carved-out clients. The result was an exceptional increase in profitability of \$20 million dollars.

Case Study Highlights

STATS

600,000

Life Group

120,000

Self Funded Lives

RESULTS

\$20MM

Increase in Rx Margins



Underwriting &
Pricing Strategies

Rx Market Intelligence
& Strategy



Sales & Account
Management Support
& Training

Broker Strategies



Clinical Strategies

Formulary Strategies



RFP & PBM
Contract Support

Trend Management
Programs



Audit Services