



## OptumRx study shows an average savings of \$16 PMPM medical savings

*New study certifies the value of OptumRx synchronized pharmacy care services.*

### The power of proof.

A new study demonstrates once again that the OptumRx total cost of care strategy delivers better health outcomes for members and medical cost savings for plan sponsors and the health care system.<sup>1</sup>

Lowering the total cost of care and improving health outcomes relies on stakeholders that influence outcomes, making the right choices every day. The choices that members, care providers and plan sponsors make can have a dramatic impact on not just lower pharmacy costs, but the total cost of care.

OptumRx has been investing since 2013 in our integrated capabilities that help members, providers and plan sponsors make the best choices. Our most recent study features data from nearly 500 clients covering over 3 million members and rigorous statistical controls.

This is the third and largest study OptumRx has conducted to quantify the value that our integrated model can provide to members and clients.<sup>1</sup>

Our analysis demonstrates that plan sponsors can realize an average of \$16 PMPM incremental medical savings by simply adopting an integrated approach.<sup>1</sup> However, plan sponsors who implement our most robust set of integrated solutions can realize up to \$25 PMPM incremental medical savings. Integration happens across a combination of OptumRx pharmacy care services, comprehensive OptumHealth clinical management programs, UnitedHealthcare medical benefits, and our health advocacy model.

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Up to  
**\$25 PMPM**  
medical cost savings

Based on selected services

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There are four essential building blocks to our integrated strategy:

- **Combined medical, pharmacy, and other clinical data** on a common information platform that creates a holistic view of each member. [OptumIQ™](#) is the unique combination of curated data, leading analytics and applied expertise infused in all Optum products and services. It supports personalized and targeted member outreach efforts.
- **More personalized member engagement.** Our *next best action* tool consolidates all data tied to a member to provide personalized health improvement options. Our proprietary algorithm presents offers that a member is most likely to accept and act upon, for maximum impact on health and cost outcomes.
- **More effective clinical care.** Our member support teams—health advocates, nurses, and pharmacists—leverage the same integrated data systems and holistic view to provide members with the clinical assistance and guidance they need for improved health. Such assistance can include educating members about their treatment, notifying doctors when a prescription is abandoned at the pharmacy, sending proactive refill reminders, and alerting prescribers to potential drug safety issues.
- **Empowering physicians.** We impact decisions at the point of care by empowering physicians with timely information and decision support. This enables better care decisions in real time, for example, with increased patient safety and recommended care.

These four building blocks comprise a total cost of care strategy that promotes increased member engagement across all of the available benefits—medical, pharmacy, and clinical management. This leads to improved quality of care and material total cost of care savings.

## Closing gaps in care.

Documented improvements in closing gaps in care with our most robust set of integrated services include<sup>2</sup>:

- **Increased medication adherence:**
  - Asthma / Chronic Obstructive Pulmonary Disease (COPD): +11%;
  - Coronary Artery Disease (CAD): +18%;
  - Diabetes: +15%
- **Evidence-based therapies** are followed more often: +11%
- **Increased patient safety** (e.g., avoided adverse drug / drug interactions): +8%
- **Improved physician quality metrics** (by promoting recognized quality standards like regular blood tests for members with diabetes): +11%

## Additional incremental savings<sup>3</sup>:

**Lower ER costs:** Incremental medical cost savings for OptumRx members who participate in OptumHealth clinical programs versus those without OptumRx.

11%

**Lower inpatient costs:** Incremental medical cost savings for OptumRx members who participate in OptumHealth clinical programs versus those without OptumRx.

15%

## Conclusion.

Helping all stakeholders in the healthcare system make the right choices every day is how OptumRx impacts total cost of care. OptumRx has the integrated solutions to tackle total cost of care and the resources and expertise to deliver. We've been managing total cost of care for a number of years with proven results and are uniquely positioned to address the biggest challenges in healthcare and help plan sponsors meet their goals today and for the future.

### Methodology

<sup>1</sup> This study measured the medical savings impact of synchronized medical and pharmacy benefits and capabilities for 351 Administrative Services Only (ASO) commercial clients with UnitedHealthcare medical benefits, OptumHealth care management support, and OptumRx pharmacy care services compared to that of 121 ASO commercial clients with UnitedHealthcare medical benefits, OptumHealth care management support, and an external Pharmacy Benefit Manager. The study was based on 2017 medical claims data and included 3.3M members.

Inverse probability weighting was used to control for over 100 key demographic, geographic, health risk, and plan specific factors in alignment to prior study practices. Savings were calculated at the member level and aggregated up to the cohort to allow for better balancing of client membership to the control cohort.

<sup>2</sup> Based on analysis completed using 2017 medical claims data on approximately 3M members. Study measured increase in clinical gap closures rates for commercial ASO customers when OptumRx acted as PBM (vs. external PBM).

<sup>3</sup> Based on analysis completed on subset of customers using 2017 medical claims data. Study demonstrated increased savings for OptumHealth care management enrollees with OptumRx as PBM (vs. external PBM).

