

PARTNERING TO INTEGRATE

Drug discounts for members, without price shopping



Express Scripts and **GoodRx** are teaming up to expand savings at the pharmacy counter while improving adherence, safety and health outcomes. With **Express Scripts Price AssureSM**, plan sponsors can provide members with access to GoodRx prescription drug discounts built right into their pharmacy benefit, eliminating the need for price shopping.

A partnership with



Facing high deductibles, members shop outside their benefit for pricing relief

When prescription medication is more affordable, individuals are more likely to be adherent to their treatment plan, avoid downstream medical costs and – most importantly – achieve healthier outcomes.

The vast majority of time, an insured member's lowest prescription price is the one negotiated within their plan's pharmacy benefit. However, with widespread adoption of high-deductible health plans, individuals (who pay the full cost of their medications until the deductible is met) are seeking every alternative to lower their costs.

As a result, an increasing number of insured members are turning to prescription drug discount cards and programs to find potentially lower prices on certain generics at retail pharmacies. If the prices are lower than what their plan charges, members may question the value of their benefit. That creates member noise, abrasion and dissatisfaction, challenging payers to take action.

Paying less...but not happy about it



Dissatisfied

- + Complain about having to price shop
- + Question value of benefit offered by employer/plan



Detached

- + Must circumvent the plan for savings
- + Have to enroll and carry multiple cards



Disconnected













- + Not benefiting from Express Scripts clinical oversight
- + Payments don't count toward their deductible

~70%

of discount card users are insured¹

Prescription drug discount card market overview

As the health care landscape has evolved, so has the discount card market. Pharmacies and single-platform companies have entered and exited, but GoodRx remains the market leader in direct-to-consumer discount aggregation platforms.

Pharmacy-based programs	Discount cards and programs	
	Single-platform services (B2B2C)	Discount aggregation platforms (DTC)
  	     	  
Discounts incorporated into usual and customary pricing for each particular pharmacy	Each company maintains its own program and pricing; Consumers enroll and show card/app at participating pharmacies for discounts	Companies partner with multiple discount programs; Consumers enroll and show card/app to price shop certain drugs at participating pharmacies



~5%

of all prescription activity is estimated to come from discount card programs¹

Express Scripts Price Assure: Enhancing our lowest possible price technology

Express Scripts plans already include “lesser of” logic at the point of sale, which automatically ensures members pay the lowest price available, whether that’s their copayment or the pharmacy’s own price for the medication.

But at Express Scripts, we expand this logic through our collaboration with GoodRx, integrating their discount card program pricing on non-specialty generic and select brand medications into the pharmacy benefit. This helps ensure members don’t miss out on potential savings and requires no further action on their part.

Seamless, safe, simple and within the benefit

Express Scripts Price Assure, powered by GoodRx, streamlines the member experience and drives member satisfaction.



With Price Assure, it's what's inside that counts

Critical to the Express Scripts partnership with GoodRx is the ability to keep visibility of claims within the pharmacy benefit. This ensures that any out-of-pocket costs contribute to a member's deductible and/or out of pocket maximum. Every prescription filled undergoes our comprehensive health and safety checks for drug interactions, allergic reactions and other clinical risks. These financial and clinical advantages are not available when using third-party discount programs.

Price Assure offers members a far better experience, too. First, they do not even have to enroll with GoodRx and there's no need to carry and present discount cards or use apps at the pharmacy. Pharmacies process the prescriptions like always, using the member's benefit plan ID. If the GoodRx discounted price is lowest, that's what the member pays.

From day one, the Express Scripts mission has been to make prescription medication more affordable and accessible. This innovative partnership with GoodRx is an example of how we constantly strive to advance this mission and deliver even greater value to plan sponsors and members.

**Talk to your Express Scripts account team now
about adding Price Assure to your pharmacy benefit.**