



Utah & Healthcare Savings

M ILLIGRAM

Utah & Healthcare Savings: Opportunity

- Utah spends **2B+** on pharmacy annually (**21M+** claims)
- Opportunity to save **250M+** annually on Utah's top 100 drug expenditures

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Milligram Dashboard

Total Spending

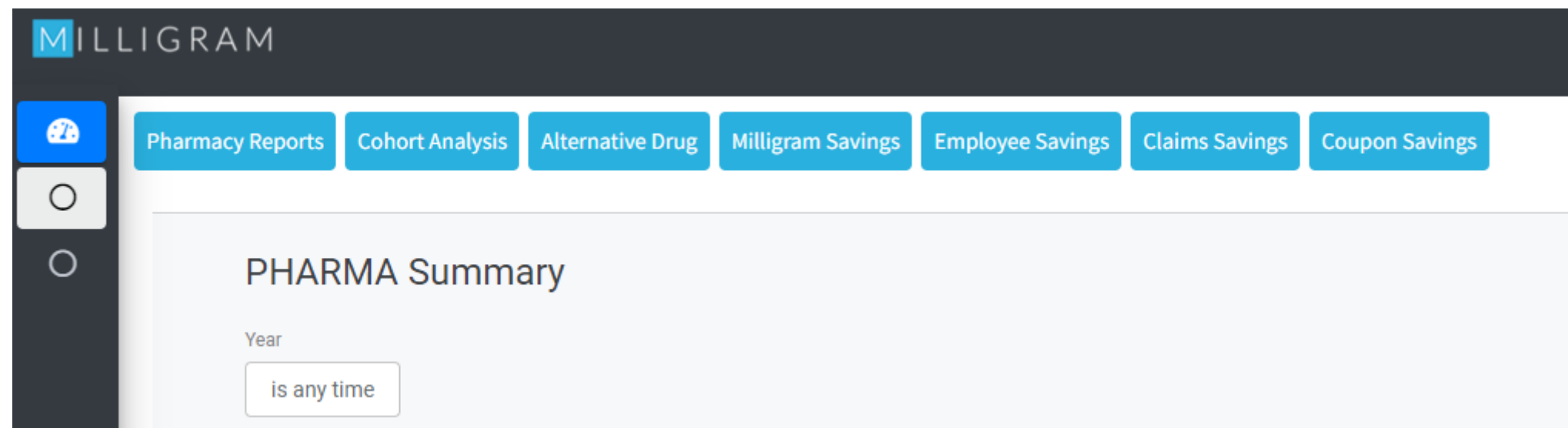
Total Cost: \$2.08B

Percent Spending on the Top 100 Drugs: 53.57%

Select a Drug Using this Filter or by Clicking the Table: ▼

Utah & Healthcare Savings: **Process**

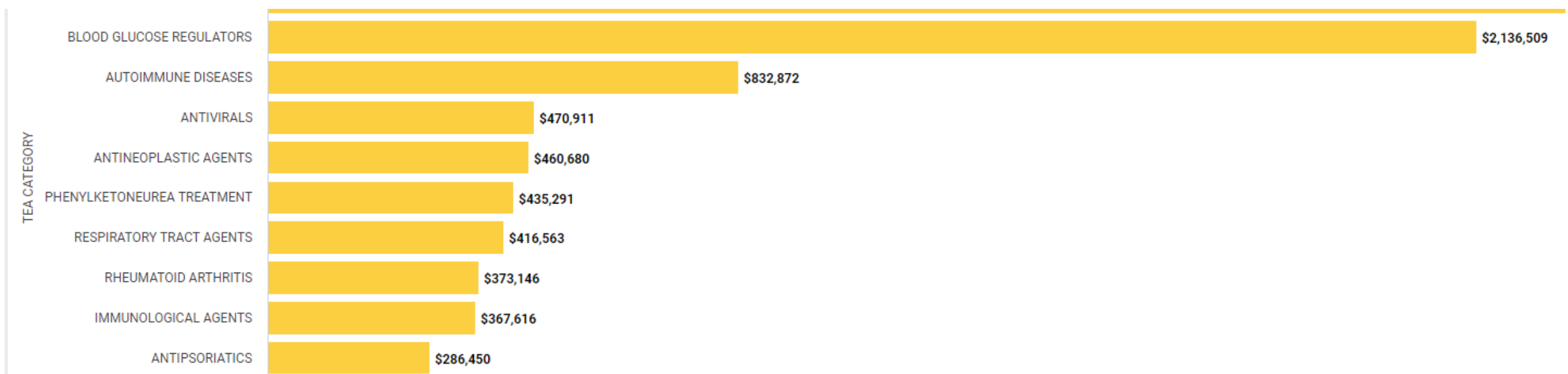
- **\$250 Million+** Savings Opportunity
- Milligram Savings Realization Process:
 - 1) **Formulary** Design
 - 2) **Switching** to Therapeutically Equivalent Drugs when Formulary Design not Contractually Viable
 - 3) **Focus** on sickest and costliest



Technology Guided Consultative Process with Clinical Insight

Utah & Healthcare Savings: Process

- Fortune 500 Healthcare Company (Public) engaged with **Milligram's** consultative process
- Spending by Disease State, Drug Class:
Insight = Path to Savings



01 / 01 / 2021

PHARMACY Claim - START

08 / 31 / 2021

PHARMACY Claim - END

\$12,194,243

Total Spend (\$)

Utah & Healthcare Savings: COPD

- The highest dose of Advair costs Utah **\$9M** annually
- Breo, a newer equivalent, would save **\$3M on one drug**

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COPD

Medication	Breo 200-25	Symbicort 160-4.5	Advair Diskus 500-50	Advair HFA 230-21	Dulera 200-5
Total Spent	\$1,777,446.67	\$62,812.38	\$8,280,079.22	\$873,659.53	\$12,457.64
Number of Days	170,808.00	8,216.00	541,093.00	58,349.00	1,714.00
Cost/Day	\$10.41	\$7.65	\$15.30	\$14.97	\$7.27
Canada Cost / Day	\$5.00	\$1.67	\$2.00		\$5.17

Utah & Healthcare Savings: COPD

Cost **per day** of One Dose of Advair

	Advair 500	Symbicort 160	Breo 200	Dulera 200	AirDuo
2017	\$16.03	\$10.29	\$4.55	\$9.78	\$3.32
2018	\$17.21	\$10.94	\$7.57	\$10.31	\$3.04

Spend **per year** for Advair & Equivalents

2017	\$5.05m	\$910k	\$246k	\$361k	\$21.2k
2018	\$4.84m	\$1.34m	\$338k	\$309k	\$106k

Utah & Healthcare Savings: Hep C

Milligram platform = Watchdog and Advocacy

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Hepatitis C

Medication	Harvoni	Sovaldi	Epclusa	Zepatier	Mavyret
Total Spent	\$14,334,321.10	\$1,305,496.60	\$8,714,477.08	\$2,733,697.70	\$0
Number of Days	13,092.00	1,372.00	9,776.00	4,228.00	0
Cost Per Day	\$1,094.89	\$951.53	\$891.42	\$646.57	\$314.29

FDA approves Mavyret for Hepatitis C



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For Immediate Release: August 03, 2017

[Español](#)

The U.S. Food and Drug Administration today approved Mavyret (glecaprevir and pibrentasvir) to treat adults with chronic hepatitis C virus (HCV) genotypes 1-6 without cirrhosis (liver disease) or with mild cirrhosis, including patients with moderate to severe kidney disease and those who are on dialysis. Mavyret is also approved for adult patients with HCV genotype 1 infection who have been previously treated with a regimen either containing an NS5A inhibitor or an NS3/4A protease inhibitor but not both.

Mavyret is the first treatment of eight weeks duration approved for all HCV genotypes 1-6 in adult patients without cirrhosis who have not been previously treated. Standard treatment length was previously 12 weeks or more.

“This approval provides a shorter treatment duration for many patients, and also a treatment option for certain patients with genotype 1 infection, the most common HCV genotype in the United States, who were not successfully treated with other direct-acting antiviral treatments in the past,” said Edward Cox, M.D., director of the Office of Antimicrobial Products in the FDA’s Center for Drug Evaluation and Research.

Utah & Healthcare Savings: Hep C

- Design, Alternatives, Clinical Guidance & Cost Savings
- Could have saved **\$17.8M** for Utah from 2017 to 2018

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Hepatitis C - Switch Impact

Switch	
Harvoni to Zepatier	\$5,869,427.47
Harvoni to Epclusa	\$2,663,910.51
Harvoni to Sovaldi	\$1,876,914.77
Sovaldi to Zepatier	\$418,402.64
Sovaldi to Epclusa	\$82,474.65
Epclusa to Zepatier	\$2,393,609.36
All to Zepatier	\$8,681,439.47
All to Mavyret	\$17,859,804

“Additional savings can be realized through better oversight”

Performance Audit of Medicaid’s Pharmacy Benefit Oversight
(May 2020)

“Our review of PBMs found that contracting and pricing practices prevent policymakers and health care plans from effectively overseeing prescription drug costs.”

Performance Audit of PEHP’s PBM (December 2019)

Utah & Healthcare Savings: Next Steps

Work with the State of Utah to ...

- Analyze Top 100 Costly Drugs via Milligram Platform
- Design & Implement Formulary for Selected Drugs
- Provide Clinical Guidance on Implementation
- Provide on-going quarterly updates and advocacy
(to avoid missed opportunities like Hep C)

How we can work together ...

- Go At-Risk for Design & Implementation (Share in Savings)
- 1 Year Consultancy with Access to Milligram Platform

Excited about ...

- Advocating for Utah and its citizens
- Showcasing Utah Healthcare Savings & Innovation

Clinical Advisory

Allergy/Respiratory: Bruce Wolf, MD (*Chair*)

Endocrinology: Robert Busch, MD

Cardiology: Tom Johnston, MD

Psychiatry: William Petrie, MD

Gastroenterology: Howard Mertz, MD

Urology: Brooks Jackson, MD

Bariatrics: John Beleek, MD

Neurology: Mike Kaminski, MD

Dermatology: Jack Krushell, MD

Pain: Kevin Kelly, MD

Rheumatology: Porter Meadors, MD

Ophthalmology: Karen Joos, MD

Sleep: William Noah, MD

Emergency Medicine: Tim Love, MD

Oncology: John Zubkus, MD

HIV/AIDS: Michael Saag, MD

Obstetrics/Gynecology: Karen Puckett, MD

Questions & Discussion

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Reference Slides

Reference: State Work

Already Vetted by State Auditor's Office
Current live interface -

The screenshot displays the 'Drug Search' interface on the Utah Health Cost Compare website. The page includes a header with the Utah State Auditor's Office logo and navigation links for Procedure Search, Drug Search, Cannabis Visit, and Methodology. A large watermark of the Utah State Auditor's Office seal is visible in the background.

Drug Search

Pharmaceutical claims data was aggregated and generously provided by Milligram, Inc. The Office of the State Auditor is not responsible for the accuracy of any displayed price or therapeutic equivalent. Please check with your pharmacist or insurance provider for actual costs. All questions regarding data methodology should be directed to Milligram, Inc (milligramrx.com). Please consult your healthcare professional before taking any prescribed drug or therapeutic equivalent. Consider using medication discount apps and drug coupon websites for cost savings.

Select a Drug
ADALIMUMAB ▼

Selected Drug Summary	Therapeutic Equivalent Summary
<p>Drug Name: ADALIMUMAB</p> <p>\$6,533.09</p> <p>Average Cost Per Month for Dose</p>	<p>Drug Name: HUMIRA PEN PSORIASIS START PK</p> <p>\$5,505.43</p> <p>Best cost per month for dose</p>
	<p>Branded or Generic: Branded</p>

Performance Audit of PEHP's PBM (December 2019)

ESI and PEHP have been in a relationship since 2001

ESI “does not allow PEHP access to claim-level rebate information”

“although rebates increased by 105% from 2014-2018, the increase was not enough to prevent net costs by rising by 8%”

PEHP covers 154,000+ members = \$85 million drug spend
(N.B. but all Utah citizens are at the mercy of PBMs)

Diabetic Analysis

Diabetic Analysis

Search Sheet

Share

Home

Insert

Page Layout

Formulas

Data

Review

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Conditional Formatting

Format as Table

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Sort & Filter

Find & Select

Sensitivity

Activate Office to Create and Edit Buy Office or sign in to activate Office if you've already bought it.

Activate

G13

fx

 =IFERROR(INDEX('Base Comparison'!E:E, MATCH(E13, 'Base Comparison'!C:C, 0)), "N/A")

	A	B	C	D	E	F	G	H	
1	Drug Name	Current Employee Spending	Median Cost per Day (CPD)	Median Cost per Month (CPM)	Top Drug Dosage (By Savings)	Total Claims (Dosage)	Total Employee Spending (Dosage)	Total Employer Spending (Dosage)	Overpaying CPM (A)
2	LANTUS	\$53,737.52	\$1.91	\$57.34	INSULIN GLARGINE,HUMAN RECOMBINANT ANALOG 100 UNIT/ML SUBC	84	\$6,717	\$43,288	
3	GLYXAMBI	\$8,735.39	\$1.83	\$55.00	EMPAGLIFLOZIN/LINAGLIPTIN 10 MG-5 MG ORAL TABLET	49	\$7,785	\$17,569	
4	BLOOD SUGAR DI	\$6,855.58	\$0.90	\$27.01	ONETOUGH ULTRA TEST STRIPS	198	\$6,856	\$16,478	
5	LEVEMIR	\$31,206.66	\$1.27	\$38.04	INSULIN DETEMIR 100 UNIT/ML SUBCUTANEOUS VIAL	87	\$5,201	\$42,579	
6	JANUMET	\$28,245.34	\$1.06	\$31.73	SITAGLIPTIN PHOSPHATE/METFORMIN HCL 50 MG-500 MG ORAL TABLET	46	\$11,784	\$13,070	
7	TRESIBA	\$7,953.86	\$7.94	\$238.22	INSULIN DEGLUDEC 100 UNIT/ML (3 ML) SUBCUTANEOUS INSULIN PEN	47	\$7,954	\$15,376	
8	DULAGLUTIDE	\$10,765.11	\$1.96	\$58.93	TRULICITY 0.75 MG/0.5 ML PEN	73	\$10,765	\$43,398	
9	0.5 ML dulaglutide	\$8,129.03	\$1.96	\$58.93	0.5 ML dulaglutide 3 MG/ML Auto-Injector [Trulicity]	164	\$8,129	\$120,579	
10	JANUMET XR	\$7,272.78	\$1.83	\$55.00	SITAGLIPTIN PHOSPHATE/METFORMIN HCL 50 MG-500 MG ORAL TABLET	8	\$1,772	\$0	
11	HUMALOG	\$51,238.24	\$0.89	\$26.67	HUMALOG 200 UNITS/ML KWIKPEN	11	\$2,658	\$4,045	
12	JARDIANCE	\$106,151.77	\$1.83	\$55.00	JARDIANCE 10 MG TABLET	195	\$20,032	\$75,863	
13	TRADJENTA	\$24,071.52	\$1.83	\$55.00	LINAGLIPTIN 5 MG ORAL TABLET	100	\$8,024	\$33,579	
14	TRESIBA FLEXTOU	\$25,366.11	\$1.83	\$55.00	TRESIBA FLEXTOUCH 200 UNITS/ML	104	\$8,455	\$53,168	
15	INVOKANA	\$15,499.12	\$1.83	\$55.00	CANAGLIFLOZIN 100 MG ORAL TABLET	40	\$2,130	\$22,261	
16	VASCEPA	\$36,421.84	\$1.83	\$55.00	ICOSAPENT ETHYL 1 GRAM ORAL CAPSULE	170	\$9,105	\$39,653	
17	JANUVIA	\$72,134.10	\$1.83	\$55.00	SITAGLIPTIN PHOSPHATE 50 MG ORAL TABLET	56	\$3,212	\$31,365	
18	NOVOLOG	\$34,570.69	\$1.83	\$55.00	INSULIN ASPART 100 UNIT/ML SUBCUTANEOUS CARTRIDGE	539	\$34,571	\$439,278	
19	VICTOZA	\$49,481.56	\$1.83	\$55.00	LIRAGLUTIDE 0.6 MG/0.1 ML (18 MG/3 ML) SUBCUTANEOUS PEN INJECTO	221	\$12,370	\$188,865	
20	LANTUS SOLOSTA	\$585,304.83	\$1.83	\$55.00	INSULIN GLARGINE,HUMAN RECOMBINANT ANALOG 100 UNIT/ML (3 ML	793	\$65,034	\$250,191	
21	NOVOLOG MIX 70	\$550.00	\$1.83	\$55.00	INSULIN ASPART PROTAMINE HUMAN/INSULIN ASPART 100 UNIT/ML (70	11	\$550	\$11,500	
22									
23	Savings Summary:						\$233,104.57	\$1,462,106.56	

Top 100 Popular Drugs(Employee)

Manufacturers Assistance

Base Comparison

+

Ready

100%

Milligram Leadership Team



Bruce Wolf, MC | *CEO*

- Practicing Physician with >30 years experience
- Founder of Non-Profits Dispensary of Hope and Hope Beyond Hope



John Chapin | *CIO*

- Software engineer with >10 years experience in healthcare IT
- Web, mobile application development engineer
- Consultant to several companies



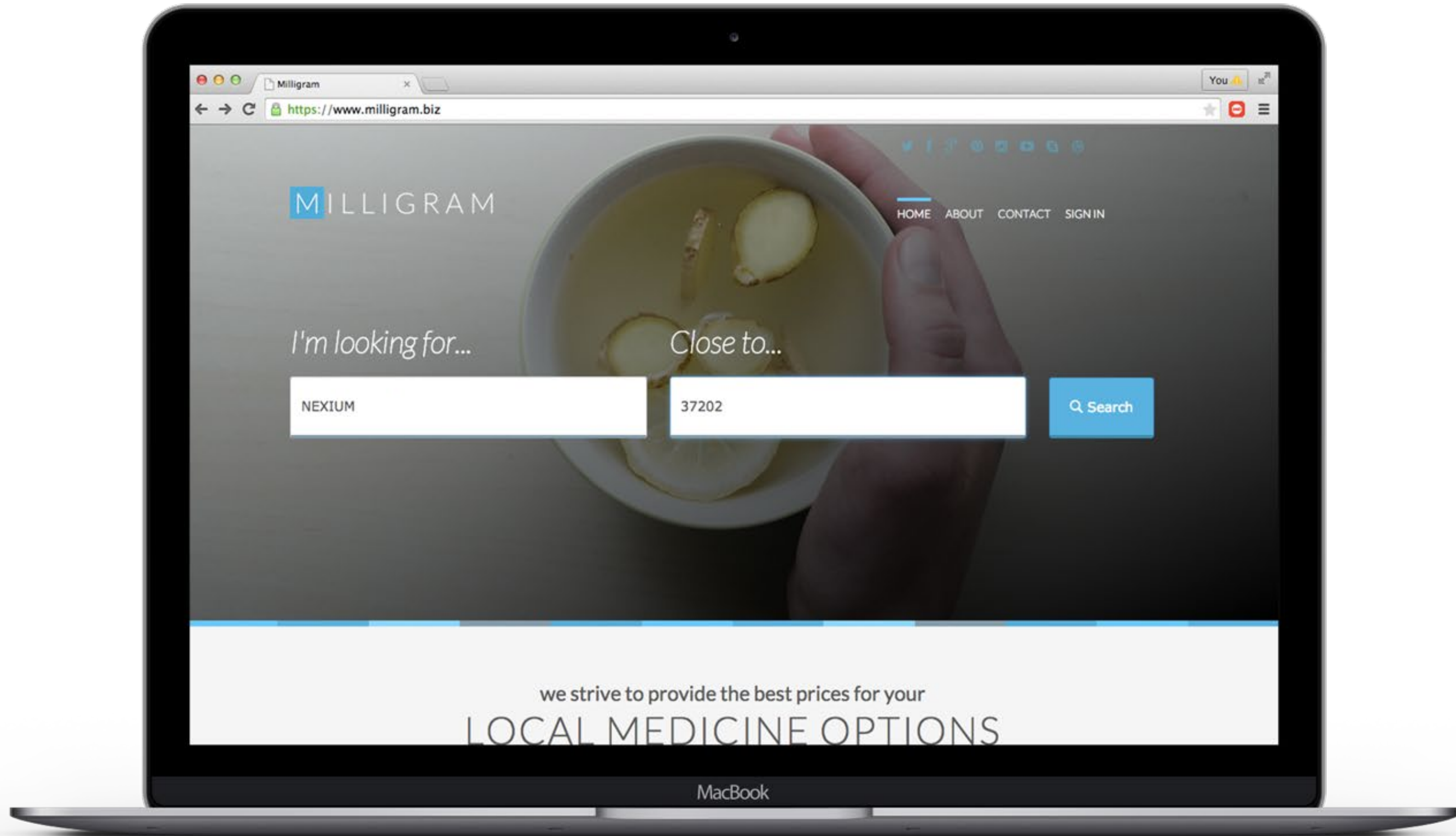
Richard Galentino, Ed.D. | *COO*

- Experienced healthcare executive with several large healthcare organizations
- Managed healthcare teams in 27 different countries
- Consulted top 10 academic medical centers with regards to strategy
- Developed medication management program for frail elders with Duke University



Wade Carroll, Bdes | *UX/UI Creative Designer*

- 15 years of graphic design, specializing in digital and UI/UX
- Branding specialist and creative director



THANK YOU

