



# **Managed Pharmacy Consultants, LLC**



## Who We Are

- A managed pharmacy consulting firm
- Solely focused on the pharmacy benefit
- Privately owned and operated with no PBM affiliation
- Over 30 years of managed pharmacy benefit experience
- Known within the pharmacy consulting industry for integrity and lack of conflict of interest
- Vast experience with employers, trust funds, and managed care organizations



# Managed Pharmacy Consultants' Service Offerings

- Conduct pharmacy program diagnostic; reviewing pharmacy benefit plan analyzing competitiveness to best practices
- Analysis and development of pharmacy benefit cost containment strategies
- Vendor procurement of PBM services
- PBM vendor contract negotiation
- Oversight of PBM implementation as needed
- PBM performance management
- Client pharmacy claims and rebate audits



# Cost Containment Strategies

- Zero \$ copay programs
- Generic drug incentive programs (i.e., step therapy)
- Incentivized mail order programs
- Copay modeling
- Review and updating quantity limit programs
- Review and updating prior-authorization programs
- Management of the appeals process



# Vendor Procurement of PBM Services

- Development of client-specific Request for Proposal (RFP)
- Client approval of RFP prior to dissemination to prospective vendors
- In-depth analysis of vendor RFP submissions
  - Technical
  - Operational
  - Financial
  - Account and Customer Service
  - Performance Guarantees
- Modeling of proposed financial offers per contract terms
- PBM vendor selection determined solely by client



# Oversight of PBM Implementation

- Development of Gantt Chart outlining specific tasks and timelines
- Facilitating weekly implementation conference calls with vendor and client
- Resolution of outstanding issues
- Assuring appropriate implementation of contract terms through conducting a pre-implementation audit



# PBM Performance Management

- Continuous oversight of PBM performance
  - Available to handle specific pharmacy benefit issues on a daily basis
  - Analysis and recommendation of quarterly PBM recommended formulary drug changes
  - Annual review and reconciliation of client-specific performance guarantees and resolution with PBM (i.e., GER, GDR, rebates, etc.)
  - Development of agenda and attendance at quarterly client PBM meetings
  - Review and development of recommendations regarding PBM clinical programs (i.e., quantity level limits, prior authorizations, etc.)



# Client Pharmacy Claims Audit

- Comprehensive detailed financial claims analysis
  - Every claim for selected time period, not just a statistical sample
- Comprehensive detailed drug rebate analysis
  - Analysis specific for clients rebate terms of contract
- Preparation of detailed audit report with appropriate documentation
- Resolution and negotiation with PBM on client's behalf of aberrant issues





## Partial Client List

- Gillette
- Harris Corporation
- Vulcan Materials
- Tufts Medical Center
- New England Baptist Hospital
- Beth Israel Deaconess Medical Center
- Mt. Auburn Medical Center
- Children's Hospital of Boston
- Morton Hospital
- Local Government Center



# Arthur F. Shinn, PharmD, FASCP

Arthur F. Shinn, PharmD, is founder and President of Managed Pharmacy Consultants, LLC which provides a broad range of consulting and educational services to the managed pharmacy marketplace. Previously, he was a Principal in William M. Mercer's New York Health Care and Group Benefits Practice. In his capacity at William M. Mercer, he consulted on pharmaceutical management services to the pharmaceutical industry and to national clients. He was the clinical leader of the core managed pharmacy group.

Dr. Shinn has consulted on various managed pharmacy and clinical program issues. He has performed pharmaceutical outcomes research, pharmacy claims review, drug utilization analysis, PBM contract review and negotiations and PBM vendor procurement. He has consulted to the pharmaceutical industries on managed care marketing and launch strategies, interactive customer programs, market intelligence, and pull-through programs. He provides competitive assessment analyses for the provider and employer community and evaluates clients' pharmacy and clinical programs. His recent experience includes assignments of providers such as Blue Cross/Blue Shield organizations, Health New England, Harvard Pilgrim Health Care, Neighborhood Health Plan, Tuft's Health Plan, Beth Israel, Mount Auburn, Children's Hospital of Boston, New England Baptist and various Pharmaceutical Companies, Pharmacy Benefit Managers, and major employers such as Gillette, Vulcan Materials, Kodak, Clark County Education Association, Port Authority of NY and NJ, and the Harris Corporation.

Dr. Shinn's past experience includes being the founder and Vice President and General Manager of Managed Prescription Services (MPS), Inc., a national pharmacy benefit management company located in St. Louis, Missouri. He has held numerous academic appointments both in St. Louis, Missouri and Detroit, Michigan and has worked as Director in the Medical Department of a major pharmaceutical company.

Dr. Shinn is widely published in trade journals and is a frequent speaker on managed care pharmacy issues.

Dr. Shinn earned a BS from Long Island University's Brooklyn College of Pharmacy and a PharmD from the University of Michigan College of Pharmacy. He holds a fellowship in the American Society of Consultant Pharmacists.