



Case study.

RightwayRx

Your guide to
better health.

Identifying an opportunity...

In early 2020, a property management group based in the south was struggling to control rising pharmacy costs for their self-funded pharmacy plan.

For the last 5 years, they had been using a large-scale PBM arrangement that was not tailored to their needs and not optimizing their pharmacy spend. As a result, the pharmacy portion of their overall healthcare costs was nearly twice the industry standard.

As an existing satisfied client of Rightway's Navigation solution, they decided to implement RightwayRx.



Partnering in pharmacy benefits management.



“We didn't know about the contracting games happening on the backend and didn't realize how much money we were leaving on the table.”

VICE PRESIDENT OF BENEFITS

Rightway implemented its proprietary pharmacy benefits management model which enabled savings through a combination of:

TECHNOLOGY

Rightway's intuitive app drove member engagement through support, education, and adherence tools.

TRANSPARENCY

The model eliminated rebate retention and spread pricing, leading to a lower unit cost on medication.

PHARMACY NAVIGATION

Pharmacy guides proactively navigated members to the highest-quality drug at the lowest price by:

- + Enrolling members into copay assist programs.
- + Providing streamlined access to pharmacists to make cost and health savings recommendations.

Empowering employees.

Implementing RightwayRx has improved the employee experience. Rather than being passed from one customer service representative to another, employees enjoy having a single place to go for their pharmacy needs and report feeling that they:

- + Understand their pharmacy benefits.
- + Trust their pharmacy guides to answer their questions.
- + Rely on Rightway to help them get the best cost on their medications.

“ Rightway has delivered on their promise 100%. Every little thing they said they would do, they’ve done. I’ve been doing this for 18 years and I’ve never had such good results from anyone in the health industry. ”

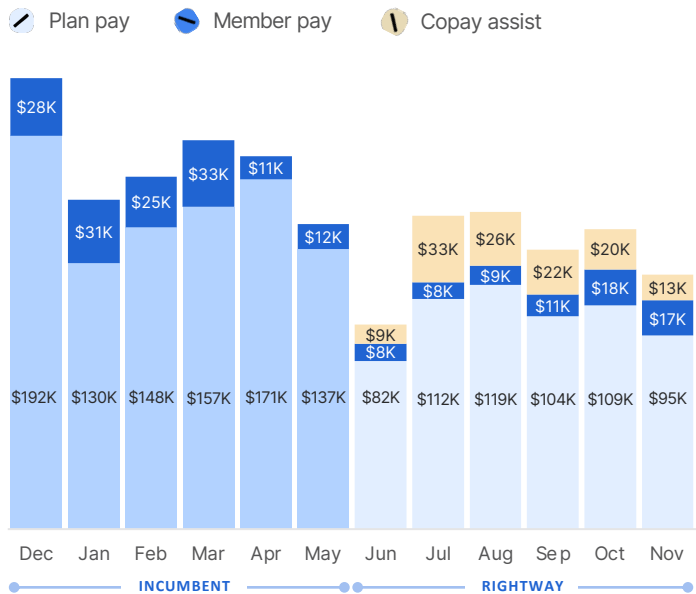
VICE PRESIDENT OF BENEFITS

Creating value.

After a seamless pharmacy benefits implementation, Rightway has helped the property manager realize immense savings.



Drug spending per-member per-month



\$259k

6-month cost-savings impact.

-33%

Decrease in pharmacy spend.

+1.9%

Increase in generic prescriptions.

3.99x

YTD ROI on RightwayRx cost.

-18%

Reduction in average gross cost PMPM.

-4%

Reduction in member cost share.