

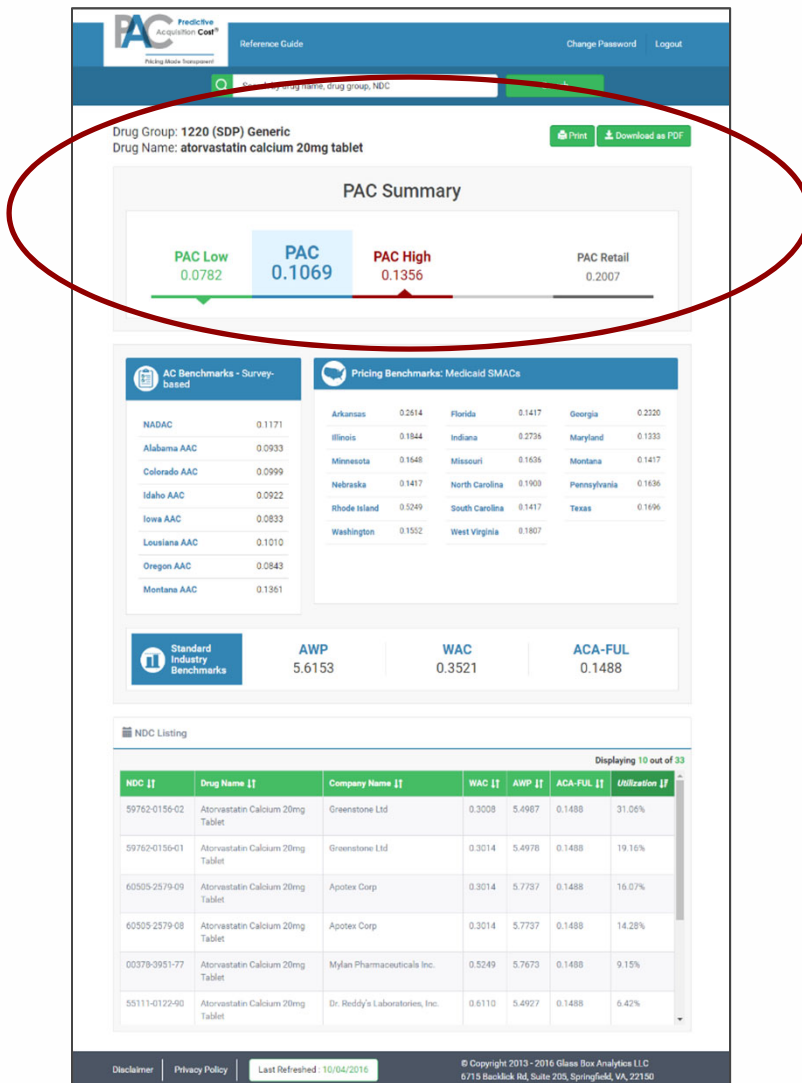
# Predictive Acquisition Cost



**Driving Pharmacy Industry  
Business Solutions**

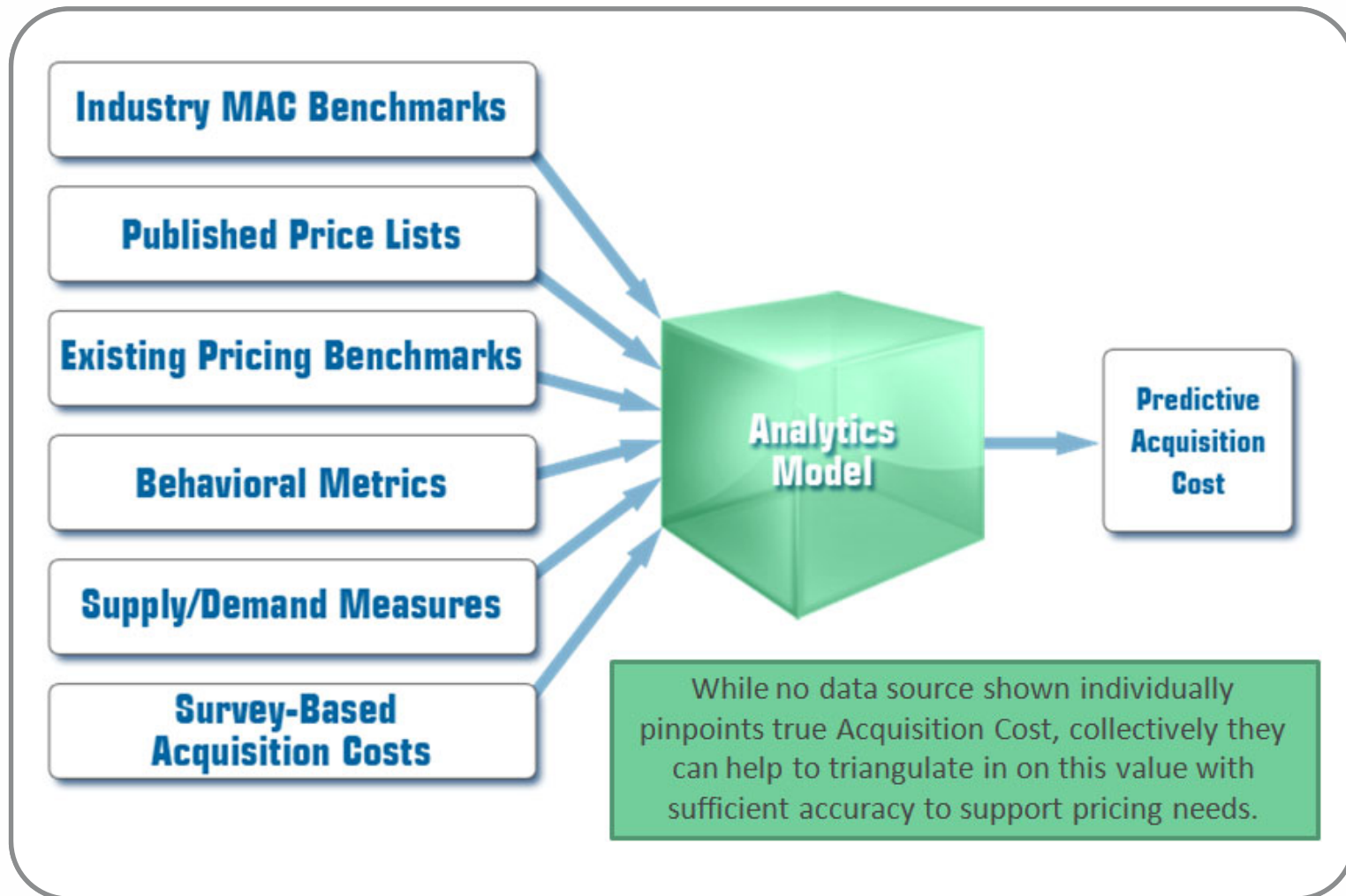
***December 2018***

# PAC provides an estimate of typical drug acquisition cost for each drug, both brand and generic



- PAC estimates drug Acquisition Costs in a transparent and defensible way
- PAC is more closely aligned with true drug acquisition cost than any other available drug price type
- PAC supports both Pricing Analytics and Contractual Requirements
  - Use of **PAC** (with **PAC<sub>low</sub>** and **PAC<sub>high</sub>** range) to determine performance of contracts, guide reimbursement rates, improve negotiating position
  - Use of **PAC** as formal reference in “cost plus” contracts or **PAC Retail** as formal reference in discount based contracts

PAC's predictive analytics model ingests dozens of data sources, updated daily, to provide an up-to-date view on pricing



# PAC is the basis for powerful business solutions

PAC Data File

PAC

PAC Retail

PAC<sub>low</sub>

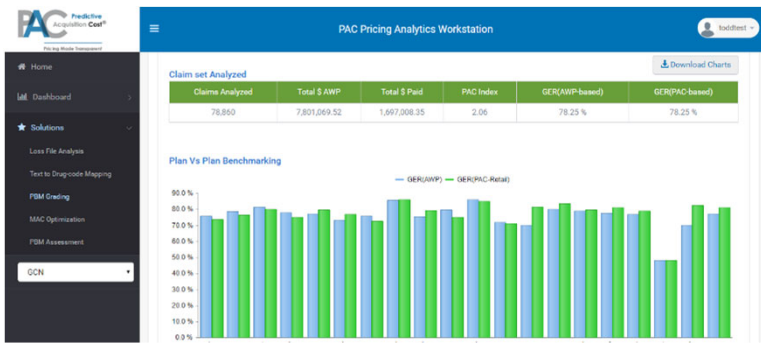
PAC<sub>high</sub>



Templates + Analytics

Plan	Rate	Value
1	0.0000	0.0000
2	0.0000	0.0000
3	0.0000	0.0000
4	0.0000	0.0000
5	0.0000	0.0000
6	0.0000	0.0000
7	0.0000	0.0000
8	0.0000	0.0000
9	0.0000	0.0000
10	0.0000	0.0000
11	0.0000	0.0000
12	0.0000	0.0000
13	0.0000	0.0000
14	0.0000	0.0000
15	0.0000	0.0000
16	0.0000	0.0000
17	0.0000	0.0000
18	0.0000	0.0000
19	0.0000	0.0000
20	0.0000	0.0000
21	0.0000	0.0000
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34	0.0000	0.0000
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78	0.0000	0.0000
79	0.0000	0.0000
80	0.0000	0.0000
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82	0.0000	0.0000
83	0.0000	0.0000
84	0.0000	0.0000
85	0.0000	0.0000
86	0.0000	0.0000
87	0.0000	0.0000
88	0.0000	0.0000
89	0.0000	0.0000
90	0.0000	0.0000
91	0.0000	0.0000
92	0.0000	0.0000
93	0.0000	0.0000
94	0.0000	0.0000
95	0.0000	0.0000
96	0.0000	0.0000
97	0.0000	0.0000
98	0.0000	0.0000
99	0.0000	0.0000
100	0.0000	0.0000

Pricing Analytics Workstation



MAC Optimization + Transparency



Price Quality + GER Predictability



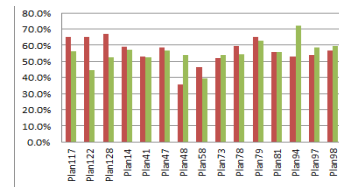
Loss File Analysis

Reimbursement

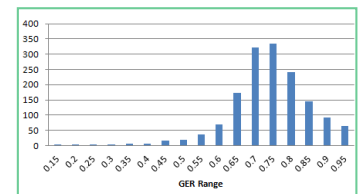
Procurement



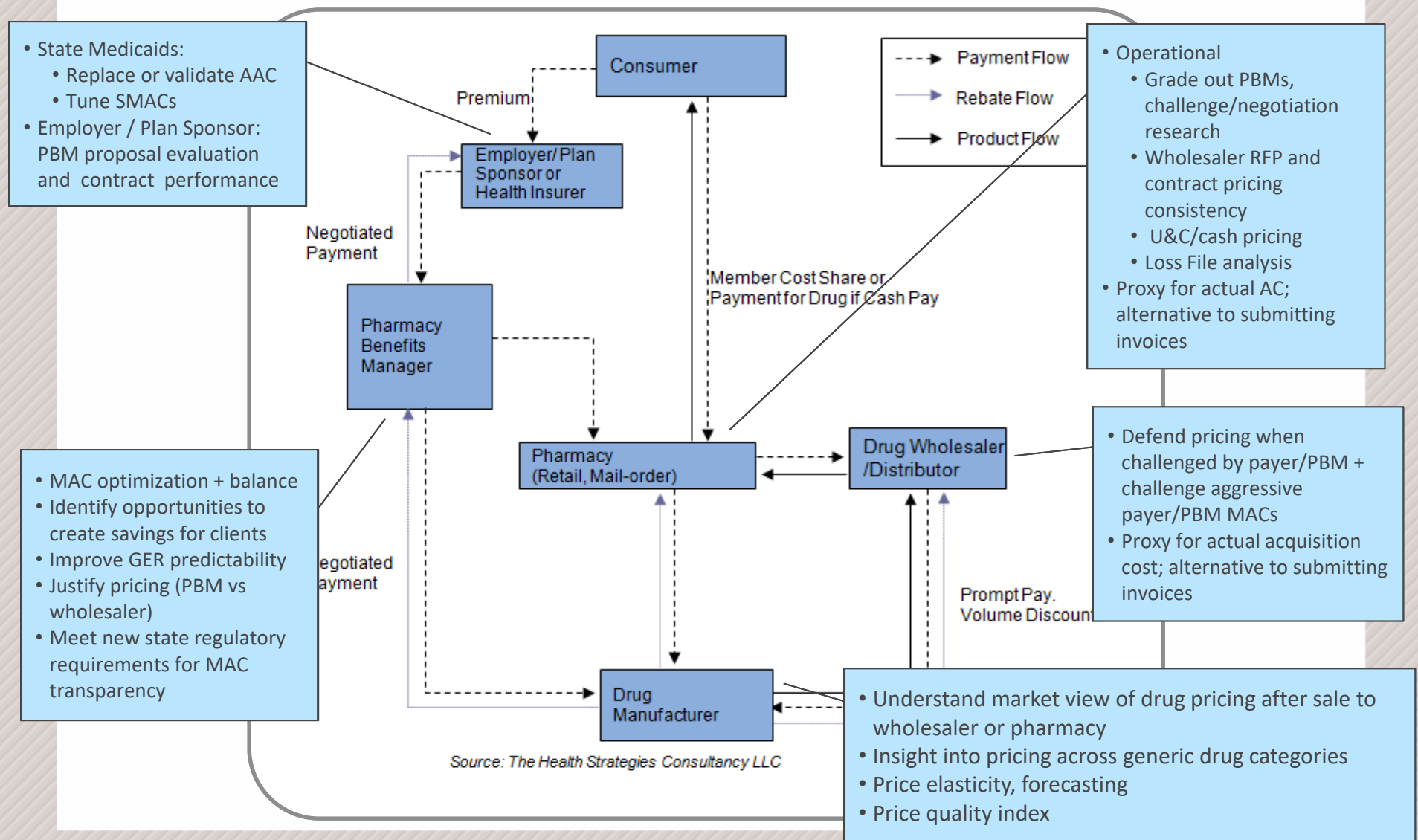
PBM Grading



Pricing Guarantees



# PAC's use cases support core pricing activities throughout the pharmacy supply chain



Source: The Health Strategies Consultancy LLC