

Full Replacement Modern PBM

# Case Study



A Better Medication Experience

“ We were looking for a **100% transparent PBM** who would be **honest** and provide us **real rebates** and costs.

We also wanted to **take out the middleman** – a partner who goes straight to the pharmacy for our employees. ”

- **Stephanie States,**  
**Director of Human Resources**  
Curry Supply Co



WithMe Health PBM client since 2020, in partnership with a TPA

Family-owned, self-insured employer

Manufacturer of trucks and other heavy equipment

Approximately 500 employees, spanning manufacturing to on-site maintenance to back-office support personnel

Had a traditional PBM (spread pricing, not pass-through rebates) before switching to WithMe Health



## The Challenge

- Client frustration with existing, traditional PBM after being loyal for many years
- Dissatisfaction with transactional service and member support model
- Hard-to-reach employee population in the field, with historically low engagement

## WithMe Health's Solution

- Immediate price-driven savings
- Human-led, proactive guidance for members
- Holistic clinical program model to optimize utilization
- Digital front door – the mobile app that suited members' needs
- Transparent reporting and accountability

## Annual Impact

**29% savings**  
on pharmacy spend

- 10% driven by cost avoidance through plan design compliance
- 13% driven by direct cost savings through patient assistance programs, site of fill optimization, and clinical interventions
- Remaining 6% from price-driven savings (rates and rebates)

**\$28**  
PMPM savings

**\$228k**  
total savings

# How we did it

Immediate price-driven savings



Our 100% pass-through model delivered immediate savings in the form of **improved network rates and rebate yield**, especially since Curry Supply wasn't getting a good deal from a large PBM as a smaller plan sponsor

Human-led, proactive guidance for members



Our pharmacist-led Medication Guide team sprung into action for members, **resolving any transition-related questions** during initial months and **proactively engaged members and their providers** to improve medication selection

Holistic clinical program model to optimize utilization



We **activated our evidenced-based clinical programs** to identify and prevent members from becoming high risk and high-cost users and helped **optimize medication regimens for existing high-cost and chronic users**

Digital front door – the mobile app that suited members' needs



Curry Supply employees are in the field and on the move. With our Member Mobile App, they had **easy access to all their Rx benefit information and our team of Guides** without needing to login into desktop-oriented portals or search for their physical card

Transparent reporting and accountability



We like to say, "If your PBM isn't reporting it, they likely aren't doing it." In addition to standardized cost and trend reports, WithMe Health furnished Curry Supply with **in-depth utilization data to better guide plan and formulary design decisions** as well as to launch more targeted clinical interventions

# Making it real | Member Stories

## Identifying lower cost diabetes medications

- A member's spouse called our Guide team asking for help with a prescription for Tradjenta, a non-formulary drug that was rejecting at the pharmacy
- The member was also on Jardiance and had previously tried three different diabetes medications that were not effective
- A WithMe Guide recommended Glyxambi, a combination of the two drugs, to simplify the member's regimen and control their blood glucose levels
- The member's provider accepted the Guide's recommendation, and the member filled the new prescription

## Preventing migraines and optimizing therapy

- WithMe's analytics engine identified a member with a migraine medication for outreach to discuss their regimen
- The member indicated their migraines were not controlled with their existing therapy, so they were using up to a month's supply every week
- A WithMe Guide recommended a prophylactic drug therapy based on clinical guidelines to prevent future attacks
- The member's provider accepted the recommendation, and the member started taking Topiramate prophylactically to proactively manage migraines

**Annualized cost savings:**  
\$15,516 for plan  
\$1,260 for member

**Lowered Rx utilization**

**Improved clinical outcomes**

“ Service has been excellent.

Their Client Services team always answers our questions.

And their Guides handle any issues with employees directly. ”

- Stephanie States,  
Director of Human Resources  
Curry Supply Co

