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The Northwest Prescription Drug Consortium  
Nevada Statewide Prescription Drug Discount  
Card (ArrayRx)

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*Helping people. It's who we are and what we do.*



# Agenda

1. What is the Northwest Prescription Drug Consortium
2. Northwest Prescription Drug Consortium (NWPDC) Drug Discount Card (ArrayRx)
3. Pricing Tool Drug Cost Comparison
4. Discussion and Questions

# Northwest Prescription Drug Consortium (ArrayRx)

- The Northwest Prescription Drug Consortium (NW Consortium) is an inter-state agreement, created in 2006 between the States of Oregon and Washington designed to meet the broad and unique pharmacy program needs of public and private entities in participating NW Consortium states.
- The Consortium has more than 1.3 million members served by public employee, commercial employer, Managed Medicaid, discount card and facility programs.



# NW Consortium program services

## Integrating Solutions for Best Value

PBM  
Services

Discount  
Card  
Program

GPO  
Program  
Services

FFS  
Medicaid  
Program  
\*coming  
soon

States and participating programs may use all or only select services available through the NW Consortium.





# Future direction

- Soliciting participation and growth from other states
- Developing Fee-for-Service Medicaid options
- Evaluating alternatives to improve the pharmaceutical supply chain
  - Fulfillment
  - Wholesaler distribution
  - Manufacturer

# Northwest Prescription Drug Consortium (ArrayRx).

- NW Consortium operating principles
  - Primarily for public sector purchasers
  - Fully transparent operations
  - Pure pass-through pricing from pharmacies
  - 100% pass-through of all manufacturer rebates and fee payments
  - Fixed administration fee
  - Annual market checks
  - Comprehensive audit rights
  - **For states, by states!**

**Participation from other states increases the value for public purchasers.**

# Northwest Prescription Drug Consortium Drug Discount Card (ArrayRx)



- The ArrayRx Card program is an outstanding value to residents in states that join the NW Consortium as participating programs. ArrayRx Card is the name that was recently implemented for the discount card program since it is being expanded beyond Oregon and Washington.
  - Free to enroll, no age or income limit
  - All underinsured Nevadan's can join
  - Save on average up to 80% on generics and up to 20% on brand name drugs
  - All FDA approved drugs prescribed by a licensed clinician are eligible for discounts. There are no formulary restrictions.
  - Some vaccinations and immunizations are also covered.
  - Take your ID card to a member pharmacy to receive a discount

# How is ArrayRx Different?

The NWPDC partners with a local university to give students real-world marketing experience and, in turn, they provide useable (and outstanding!) tools for marketing. **Due to this partnership, no marketing fees are charged to the pharmacy or consumer!** Currently one of their projects for Spring semester is to develop an infographic on what sets the NWPDC Discount Card Program apart from the competition.

Here are some of the main points:

- The ArrayRx Discount Card **focuses on sustainability**, serving all Oregonians & Washingtonians -- both Oregon & Washington **residents as well as pharmacies**. The goal is to ensure anyone using the program receives the lowest cost for prescription drugs, while pharmacies continue to thrive and remain in business, especially small, independent pharmacies in rural areas that often serve our most vulnerable population. These rural pharmacies are often the only outlet to citizens to obtain their prescriptions for hundreds of miles. Other prescription discount cards are often purely profit-motivated to the expense of pharmacies, who end up bearing some of the cost and often-times the consumer as well.
- ArrayRx **does not require enrollees to have health insurance**, such as some of the other prescription discount cards require. Instead, the discount is available to any consumer who is either uninsured or underinsured.
- ArrayRx has an **open formulary** does not require enrollees to use brand or specific medications. All FDA-approved medications are available for discount through the program.
- **Customer service** is second to none with ArrayRx. Whenever a patient or pharmacist have questions arise, there are dedicated, highly trained staff to answer their calls and resolve any issue swiftly.
- **Market checks** are done yearly, with trigger points. If any one of the guarantees does not meet expectation, this immediately triggers updated, improved rates, which are handled through a contract amendment. With these market checks, performed by an independent third-party, there is assurance that you are getting the best possible pricing.



# ArrayRx vs. Other Discount Cards



A not-for-profit program with all the perks  
Serving the prescription drug needs of state residents

	ArrayRx Discount Card <sup>1</sup>	GoodRx	ScriptSave	SingleCare	RxSaver	Optum Perks
<b>Cost to join</b>	No	No	No	No	No	No
<b>Membership fees</b>	No	Yes <sup>2</sup>	No	No	No	No
<b>Savings</b>	Up to 80% or more for generic drugs Up to 20% or more for brand drugs	Up to 80%	Average 65%	Up to 80%	Up to 85%	60% average
<b>Prescription drug and OTC coverage</b>	Yes	Yes	Yes	Yes	Yes	Yes
<b>Accepted at</b>	64,000+ retail pharmacies 2 mail-order pharmacy options	70,000+ retail pharmacies	65,000 retail pharmacies	35,000+ retail pharmacies	60,000+ retail pharmacies	64,000+ retail pharmacies
<b>Accepts pharmaceutical manufacturer coupons<sup>3</sup></b>	Yes	Yes	No	No	Yes <sup>4</sup>	No
<b>Not-for-profit</b>	Yes	No	No	No	No	No
<b>State-sponsored</b>	Yes	No	No	No	No	No



<sup>1</sup> The ArrayRx Discount Card is not insurance or a substitute for insurance.  
<sup>2</sup> Individuals must join GoodRx Gold to unlock additional savings. Membership costs \$999 per month.  
<sup>3</sup> Coupons are available on select products and cannot be used with government benefits or private insurance.  
<sup>4</sup> Rx Coupons are accepted at Walgreens, CVS pharmacy, Rite Aid and Walmart.

Source: very well health, <https://www.verywellhealth.com/best-prescription-discount-cards-480786> (accessed 4/20/2022). Assessment provided by Moda Health, 4/20/2022.

# How Does it Work?

- 100 percent cash payment by member; purchases are not subsidized by state funds
- A per prescription admin fee is built into the Point-of-Sale transaction
- Over 56,000 network pharmacies nationwide. There are currently more than 600 licensed pharmacies in Nevada. Pharmacies can choose to contract with the NW Consortium statewide.
- Currently there are 464 participating pharmacies in Nevada including major chain drug stores, supermarkets, regional chains, big box stores and many independent pharmacies.
- Pharmacies that choose to contract with The NW Consortium, agree to accept the discounted rates
- Mail order service available through Postal Prescription Services
- “Specialty” drugs available through Ardon Health Pharmacy
- To get the discount, the card must be used at one of the participating pharmacies

# Network Pharmacy Participation

- There are 464 participating pharmacies in the ArrayRx Card program in Nevada. These pharmacies include:
  - Major chain drugs stores (like Walgreens, CVS, Rite Aid),
  - Supermarkets (like Albertsons, Raley's Safeway, VONs),
  - Regional chains (like Sav-On, Smith's),
  - Big box (Costco, Sam's, Wal-Mart),
  - and many independent pharmacies.

The approach for the network strategy for the discount card is to enlist as many pharmacies as possible that have an interest in participating in this program.



# Drug Cost Comparison

\*Prices as of 4/19/2022



<u>Drug</u>	<u>NWPDC</u>
Omeprazole Delayed Release capsule 10mg #30	\$10.99
Atorvastatin 20mg #30	\$6.14
Lisinopril 20mg #60	\$10.35
Jardiance 10mg #30	\$559.27
Xarelto 20mg #30	\$506.87
Lantus Solostart Pen 3ml/100U (5 pens)	\$417.99
Basaglar (Lantus) Kwikpen 1 carton (five 3ml Kwikpen)	\$321.69
Eliquis 5mg #30	\$261.52
Novolog(Aspart) 10ml vial 100U	\$285.68



# Questions?

