

## OIL AND GAS CLIENT CASE STUDY

An oil and gas company reached out to EHIM seeking a way to mitigate their pharmacy spend without adversely impacting their 3,000 members. This required a steady long-term strategy to achieve pharmacy savings.

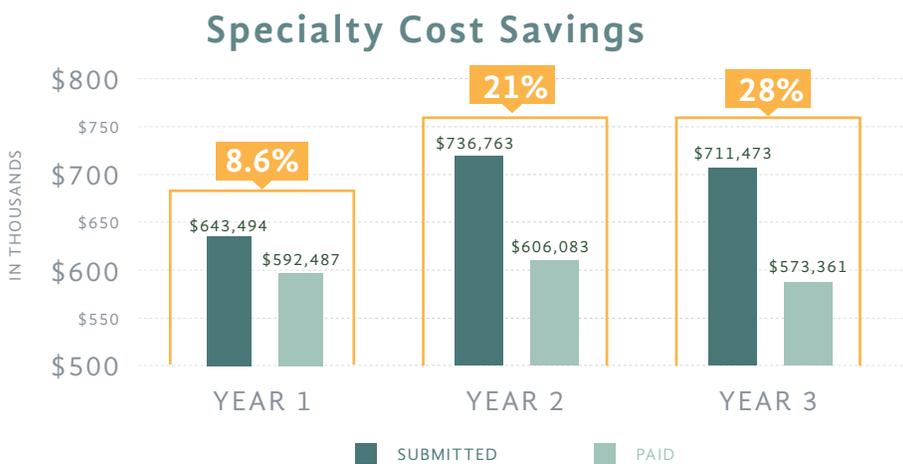
EHIM began by implementing the EHIM Cares Program in conjunction with the existing pharmacy plan. The EHIM Cares program is a specialty drug program that employs a series of proprietary clinical interventions that dramatically reduce overall specialty drug costs. This adjustment resulted in the client **saving 8.6%** on their specialty trend over the first 12 months.

The following year EHIM removed the barriers on a value-based plan offering, opened 90-day supplies at retailers and continued enhancing the EHIM Cares program to offer more hands-on patient management. This resulted in **21% savings** on specialty medications in addition to the improved authorization protocols.

Throughout year three, EHIM created a custom formulary to address the client's specific pharmacy needs, analyzed member impact and provided consistent communication to ensure proper education. The final outcome was an increased specialty pharmacy **savings of 28%**. Additionally, a long-term plan was implemented to continue the reduction in pharmacy costs while still offering quality rich benefits.

### Key Strategies Implemented for Plan Cost Aversion:

- Year-over-year generic utilization increase
- Enhanced employee communication, including improved access to formulary
- Quarterly face to face meetings with HR and finance teams
- \$9 Custom 90-day maintenance medication formulary
- EHIM Cares program for specialty medications



*EHIM's steady approach ultimately enabled the client to experience a total savings of*

**28% of their specialty spend**

*over three years.*

**We're different, and that's a good thing.**

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