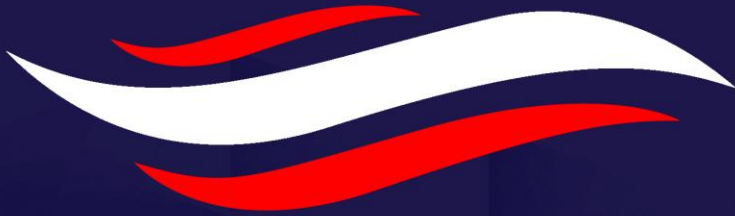


Evaluating Reimbursement Performance Analytics

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Disclosure



Jeff Jacobs is employed by American Pharmacies, which provides RxCompass to member pharmacies. RxCompass is hosted by EnlivenHealth. These relationships have been mitigated through focus on educational outcomes rather than product promotion.

Learning Objectives

- Pinpoint top payers by BIN, PBM, & performance
- Define & calculate RoR
- Evaluate reimbursement vs. cost
- Networks driving poor profit
- The MTF effect
- Reimbursement: evaluation & action
- Supplement poor reimbursement



Payer Identification



- Familiarizing yourself with PBM by BIN # is important
- The unique number of BINs by common PBM is often vast
- To which PBMs are you billing? (i.e., What is your plan mix?)
- What is the contract rate of reimbursement?
 - Your PSAO can provide this info upon request

Payer Identification

Example: CVS Caremark (20+ distinct BINs!)

BIN	Medicare Part D	Managed Medicaid	Commercial
004336 (Multiple plans)	×	×	×
001884 (Aetna)			×
610502 (Aetna)	×		×
610591 (Aetna)	×	×	
020099 (Multiple plans)	×	×	×

Payer Identification



- Which PBM is affiliated with these widely utilized BINs?

610011	Optum Rx
610097	Optum Rx
004336	CVS Caremark
003858	Express Scripts
610014	Express Scripts
015581	Humana

017010	Cigna
011552	Prime Therapeutics
610279	Optum Rx
610502	Aetna
610602	Navitus
001553	Catamaran

Payer Identification



- Top 5 BINs by total Rx volume and revenue:

610011	Optum Rx
610097	Optum Rx
004336	CVS Caremark
003858	Express Scripts
610014	Express Scripts
015581	Humana

017010	Cigna
011552	Prime Therapeutics
610279	Optum Rx
610502	Aetna
610602	Navitus
001553	Catamaran

Payer Identification

- Brand Part D reimbursement rate for Top 5: **(RDS)**

610011	Optum Rx	
610097	Optum Rx	AWP-16.50% to -18.00%
004336	CVS Caremark	AWP-19.00% to 21.10%
003858	Express Scripts	AWP-25.30% to 26.30%
610014	Express Scripts	AWP-25.30% to 26.30%
015581	Humana*	AWP-21.67%

Payer Identification

- Brand Part D reimbursement rate for Top 5: **(EDS)**

610011	Optum Rx	
610097	Optum Rx	AWP-16.50% to -18.00%
004336	CVS Caremark	AWP-19.00% to 21.10%
003858	Express Scripts	AWP-30.30%
610014	Express Scripts	AWP-30.30% to 31.30%
015581	Humana*	AWP-21.67%

Rate of Reimbursement



AWP: Billed amount

- Estimated average price wholesalers charge (same for everyone)

Ingredient Cost: Paid amount

- Reimbursement from payer, less any dispensing fee (can vary)

$$\left[\begin{array}{l} \text{AWP Discount: \% of AWP paid} \\ \bullet = [\text{Ingredient Cost} \div \text{AWP}] - 1 \end{array} \right]$$

Rate of Reimbursement



Generic:

- Varies, often by fill
- Typically, MAC'd by payers (because they can)

Brand:

- Consistent throughout the plan year
- More significant because Brand drugs have higher WAC
- Depending on PSAO, effective rates can be a factor

Poor Brand Reimbursement by Payer

- Which BINs/PBMs are reimbursing Brands poorly?

AWP-26.3%	610014	ESI	WAC-11.6%
AWP-31.3%	610014*	ESI	WAC-17.6%
AWP-21.7%	015581	Humana	WAC-5.96%
AWP-26.3%	017010	Cigna	WAC-11.6%
AWP-31.3%	017010*	Cigna	WAC-17.6%
AWP-26.3%	003858	ESI	WAC-11.6%

*EDS

Learning Objectives

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- Supplement poor reimbursement



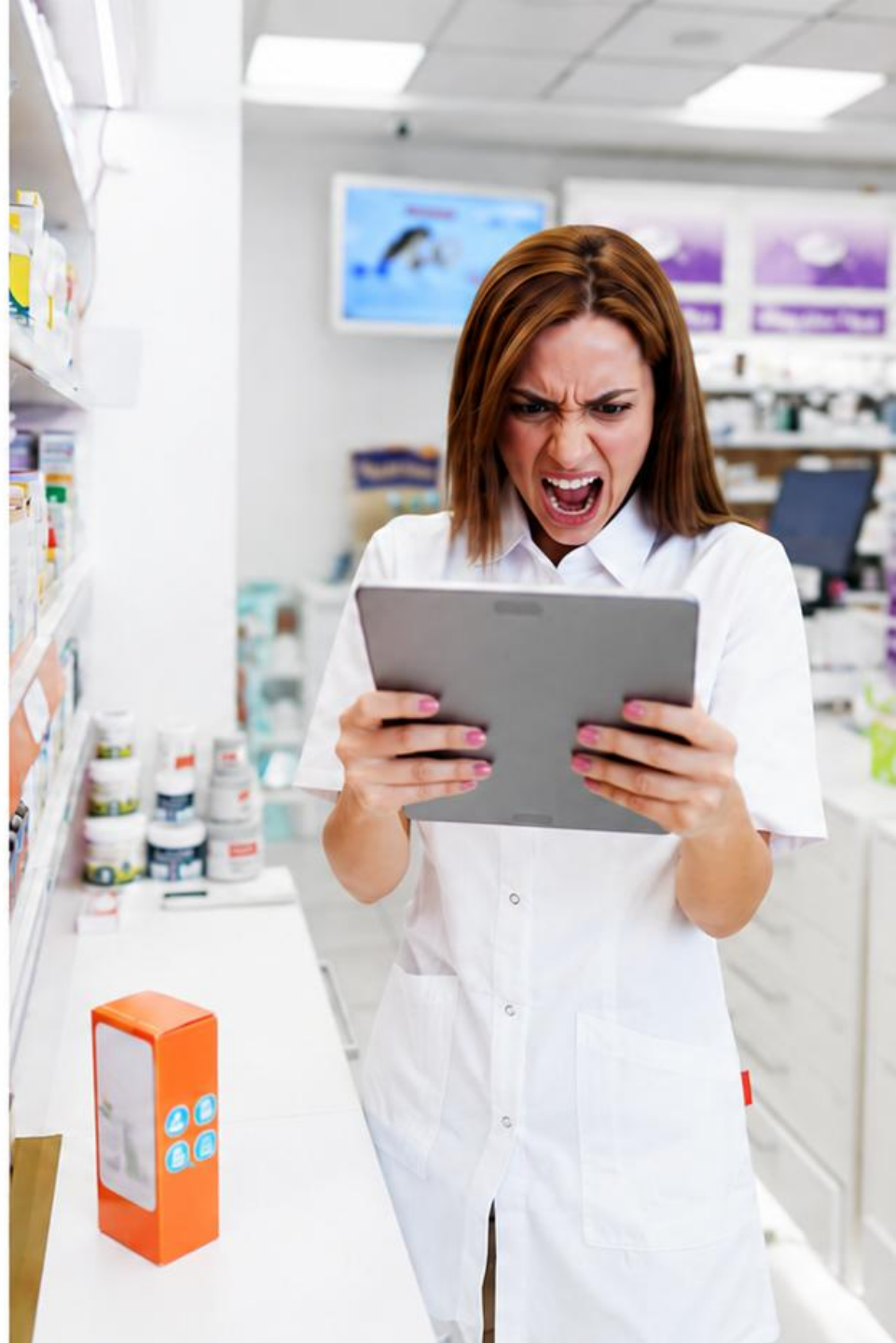


“Wait...*WHAT?!*”





“WHAT?!”



Recent Changes in Brand Reimbursement



2023 Plan Year:

- ESI Brand reimbursement the poorest (~AWP-21%)
- Humana Brand reimbursement the best (~AWP-11%)
- DIR and BER/GER:
 - Historically, revenue was higher at POS, clawed back later
 - Cash flow may have seemed “better” as a result
 - Near impossible to calculate net

Limited Cash Flow: From Payer to Policy-Driven



Jan 2024:

- DIR eliminated, net reimbursement at POS, cash flow limited
- Millions of patients move under ESI umbrella (rates plummet)

Jan 2026:

- IRA/MDPNP/MTF/MFP begins
- SDRA payments from manufacturers pay pharmacies slowly
- Cash flow further limited as a result

The IRA-MDPNP-MFP-MTF Acronym Salad



IRA: Inflation Reduction Act

- Law authorizing U.S. government to negotiate with manufacturers

MDPNP: Medicare Drug Price Negotiation Program

- IRA program dictating which drugs and how Medicare negotiates

MFP: Maximum Fair Price

- Highest allowable price for negotiated drugs

MTF: Medicare Transaction Facilitator

- CMS infrastructure tracking Rx's and coordinating payment

The MTF Effect: Pros & Cons



Pros:

- For MTF fills only, ESI, Cigna, and Humana Brand reimbursement is now profitable
- **Are patients filling MTF and non-MTF Brands profitable overall?**
- Often, Generic volume is a difference maker
- Evaluate patients filling non-MTF Brands only!

The MTF Effect: Pros & Cons



Cons:

- CASH FLOW!
- Optum Rx:
 - The top Brand payer in recent consecutive years...
 - Reimbursement diminished for MTF Rx's
 - Still a benefit to being in network
 - **Are patients filling MTF and non-MTF Brands profitable overall?**

The MTF Effect: Reporting



Reporting suggestion #1:

- Without SDRA payment info, aggregate data is skewed
 - Rx and patient volume data isn't affected, just financials
- Largely, MTF dispensing has been proven profitable
- So, evaluate primary performance without MTF Rxs

and/or...

The MTF Effect: Reporting



Reporting suggestion #2:

Calculate estimated profit conservatively using WAC:

- For each claim:
 - Est. Gross Profit = WAC less Acquisition Cost
 - Est. Gross Profit Margin (GPM) = Est. Gross Profit ÷ WAC
- This estimate assumes \$0 dispense fee
- **Payers are not required to pay any dispense fee**
- Learning to aggregate individual claims is recommended

Cost Problem or Reimbursement Problem?

Pharmacies are often reimbursed far below Brand cost:

- In these instances, profitable acquisition cost is unattainable

What is the WAC Discount needed to break even? (i.e., COGS)

- $= [\text{Revenue} - \text{WAC}] \div \text{WAC}$ (represented as a %)
- Does this COGS exist in the marketplace?
- **Note: \$0.00 $\neq$ Profitable**
- Limiting 90-day ESI or Cigna Brand Rxs is recommended

OK, Reimbursement Problem; Now What?



Supplement existing patient revenue:

- Strong adherence for any profitable fills (without fail!)
- OTC (high-margin!)
- Clinical billing (whenever applicable)
- Enroll eligible patients in LTC at Home
- If Medicare-eligible, help patient find a better plan
- Consider you or an employee becoming a licensed insurance agent

Reimbursement Reporting



Evaluate performance regularly in varying ways:

- By plan
- By formulation
- By NDC
- By patient (determines plan and drug mix)

Reimbursement Rate

Store(s):	Drug Store Pharmacy	Start Date:	1/1/2026	End Date:	5/31/2026
Adjudication Plan Named Group:	All	Pharmacy Plan Named Group:	All	BIN:	All BINs
PCN:	All PCNs	Group Number:	All Group Numbers	Financial Implication:	Financially Relevant
Claim Type:	All	Date Type:	Fill Date	Patient Named Group:	All
Prescriber Named Group:	All	Drug Named Group:	2026 MFP Drugs (E)	Formulation Type(s):	Brand
Patient Age:	All Ages	Insurance Type:	All	Display Columns:	Store Name,NCPDP,BIN,PCN,Grou

1 of 5

100%

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Reimbursement Rate

BIN	PCN	Group	Rx Count	Distinct Patients	Claim Amount	Copay	Revenue	Contract Cost	Profit	GPM	AWP	Ingredient Cost Paid	Dispensing Fee	AWP Discount
610014	MEDDPRIME	TRSEGRX	53	18	\$7,847.48	\$1,095.64	\$8,943.12	\$9,638.73	(\$1,695.61)	-7.78%	\$12,230.72	\$8,921.42	\$1.70	-27.06%
003858	MA	2FDA	168	58	\$27,954.54	\$5.00	\$27,959.54	\$28,944.52	(\$984.98)	-3.52%	\$37,051.65	\$27,629.07	\$276.00	-25.43%
003858	A4	ERSOFTX	56	14	\$13,698.70	\$1,538.74	\$15,324.67	\$15,927.62	(\$682.95)	-3.93%	\$19,547.76	\$15,462.44	\$0.00	-20.90%
610014	MEDDPRIME	ERSEGWP	60	27	\$11,561.50	\$1,621.07	\$13,182.57	\$13,825.80	(\$643.23)	-4.88%	\$17,817.31	\$13,058.32	\$4.25	-26.71%
011552	PDPTX	0005	9	2	\$2,069.74	\$1,532.28	\$3,602.02	\$3,952.53	(\$350.51)	-9.73%	\$4,864.24	\$3,602.02	\$0.00	-25.95%
003858	A4	TRSACRX	23	7	\$9,319.18	\$987.74	\$10,306.92	\$10,576.40	(\$269.48)	-2.61%	\$13,444.76	\$10,607.77	(\$0.85)	-21.10%

NDC Reimbursement Trending

Store(s): Time Frame: Insurance Type:

BIN: PCN: Group:

Formulation Type: Plan Named Group: Patient Named Group:

Prescriber Named Group: Drug Named Group: NDC: ☒ NULL

Navigation: 1 of 14 100%

NDC Reimbursement Trending

Drug Name	NDC	Formulation Type	Rx Count (Net)	Total Contract Cost	Total Profit	Avg. Revenue	Avg. Quantity	Avg. Days Supply	Avg. Profit	GPM
GENVOYA TAB	61958190101	Brand	6	\$3,691.32	(\$9,438.10)	\$1,417.74	80.0000	80.00	(\$82.70)	-9.23 %
SKYRIZI INJ 360/2.4	00074107001	Brand	9	\$2,894.78	(\$2,894.78)	\$483.15	2.4000	60.00	(\$24.78)	-35.83 %
ZEPBOUND INJ 2.5/0.5	00002250680	Brand	14	\$1,122.34	(\$1,811.28)	\$206.94	2.7500	38.63	(\$38.21)	-23.17 %
MOUNJARO INJ 2.5/0.5	00002150601	Brand	9	\$956.83	(\$942.20)	\$425.90	7.0000	56.00	(\$41.10)	-21.16 %
MOUNJARO INJ 2.5/0.5	00002150680	Brand	35	\$942.20	(\$823.38)	\$574.52	3.5385	47.38	(\$61.03)	-8.05 %
WEGOVY INJ 1.7MG	00169451714	Brand	3	\$933.64	(\$499.75)	\$342.58	5.0000	46.67	(\$39.92)	-17.48 %
OZEMPIC INJ 2MG/3ML	00169418113	Brand	39	\$919.75	(\$457.52)	\$817.28	3.6667	34.44	(\$37.57)	-4.64 %
OZEMPIC INJ 4MG/3ML	00169413013	Brand	45	\$906.83	(\$417.52)	\$870.55	3.7059	34.59	(\$24.56)	-20.34 %
RYBELSUS TAB 3MG	00169430330	Brand	2	\$827.84	(\$407.84)	\$446.66	120.0000	120.00	(\$42.84)	-35.83 %
UBRELVY TAB 100MG	00023650110	Brand	4	\$822.55	(\$396.71)	\$725.28	23.3333	61.67	(\$15.57)	-28.74 %
WEGOVY TAB 4MG	00169440431	Brand	2	\$935.79	(\$393.79)	\$438.10	45.0000	45.00	(\$19.90)	-4.06 %
REPATHA SURE INJ 140MG/ML	72511039302	Brand	12	\$816.91	(\$390.76)	\$483.15	2.0857	29.03	(\$11.62)	-4.03 %
FEMRING MIS 0.05/24H	72495020105	Brand	2	\$425.90	(\$342.58)	\$446.66	3.0000	270.00	(\$16.29)	-21.16 %

NDC Reimbursement Trending (cont.)

- Which plans are driving profitability by NDC?

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Rx Count Detail

Reporting Period: 01/01/2026 to 05/27/2026

NDC: 00173088710

StoreName	Rx Count	Quantity Dispensed	Claim Amount	Copay	Contract Cost	Revenue	Profit	Avg. GPM
Drug Store Pharmacy	14	840.00	\$9,677.48	\$287.95	\$9,008.13	\$9,965.43	\$957.30	9.60%

Rx.Refill	Patient Age	Transaction Date	Drug Name	NDC	Quantity Dispensed	BIN	PCN	Group Number	Basis Of Reimbursement	Days Supply	AWP	Ingredient Cost Paid	AWP Discount	WAC	Claim Amount	Copay	Contract Cost	Revenue	Profit	GPM
40646	70	03/16/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	TRSEGRX	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$592.08	\$25.00	\$607.53	\$617.08	\$9.55	1.55%
70285	57	01/31/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	2FGA	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$617.08	\$0.00	\$607.53	\$617.08	\$9.55	1.55%
70285	57	02/27/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	2FGA	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$617.08	\$0.00	\$607.53	\$617.08	\$9.55	1.55%
83692	57	03/25/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	2FGA	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$617.08	\$0.00	\$607.53	\$617.08	\$9.55	1.55%
83692	57	04/20/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	2FGA	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$617.08	\$0.00	\$607.53	\$617.08	\$9.55	1.55%
83692	57	05/18/2026	TRELEGY AER 100MCG	00173088710	60.00	610014	MEDDPRIME	2FGA	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$617.08	-26.30 %	\$697.73	\$617.08	\$0.00	\$607.53	\$617.08	\$9.55	1.55%
54714	67	01/12/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	MPDURS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$678.20	-19.00 %	\$697.73	\$633.95	\$45.00	\$607.53	\$678.95	\$71.42	10.52%
54714	67	03/04/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	MPDURS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$678.20	-19.00 %	\$697.73	\$633.95	\$45.00	\$607.53	\$678.95	\$71.42	10.52%
86999	67	04/21/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	MPDURS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$678.20	-19.00 %	\$697.73	\$633.95	\$45.00	\$607.53	\$678.95	\$71.42	10.52%
90763	69	05/22/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	PDP9URS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$678.20	-19.00 %	\$697.73	\$509.21	\$45.00	\$607.53	\$678.95	\$71.42	10.52%
30087	81	01/05/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	COS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$699.13	-16.50 %	\$697.73	\$275.90	\$45.00	\$607.53	\$699.88	\$92.35	13.20%
57833	72	03/11/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	MPDCSP	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$699.13	-16.50 %	\$697.73	\$687.23	\$12.65	\$607.53	\$699.88	\$92.35	13.20%
57833	72	04/13/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	MPDCSP	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$699.13	-16.50 %	\$697.73	\$687.23	\$12.65	\$607.53	\$699.88	\$92.35	13.20%
78170	81	02/09/2026	TRELEGY AER 100MCG	00173088710	60.00	610097	9999	COS	Ingredient cost reduced to AWP less X% pricing	30.00	\$837.28	\$699.13	-16.50 %	\$697.73	\$559.90	\$12.65	\$607.53	\$699.88	\$92.35	13.20%

Patient Value

Store(s):	Drug Store Pharmacy	Start Date:	1/1/2026	End Date:	5/27/2026
PDC Drugs Only:	No	Patient Age:	65 +	Value Measurement Period:	Value for selected time frame
Patient Named Group:	All	Insurance Type:	All	Drug Named Group:	2026 MFP Drugs (E)
Display Columns:	Patient Value, Patient Name, Birthd:	Sort By:	Patient Value	Rx Number:	
Adjudication Plan Named Group:	All				

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Patient Value

Patient Name	Birthdate	Last Seen	Total Fills	Maintenance Med Fills	Revenue	Profit	GPM	Maint Drug User	PDC Drug User	Household Count
BILLY CONNER	05/15/1947	04/20/2026	1	0	\$45.00	(\$1,314.50)	-11.00%	No	No	1
Linda Schmid	12/12/1957	05/19/2026	43	27	\$477.08	(\$1,196.72)	-4.00%	Yes	No	2
Julius Shirley	02/11/1934	05/14/2026	6	5	\$533.96	(\$1,184.22)	-2.00%	Yes	No	2
Ralph Ramsey	09/18/1957	04/20/2026	8	2	\$347.84	(\$1,008.29)	-2.00%	Yes	No	1
CONNER MILLER	06/14/1953	05/11/2026	20	10	\$219.40	(\$911.68)	-4.00%	Yes	No	1
Georgia Schmid	12/25/1940	05/09/2026	9	9	\$994.48	(\$542.47)	-5.00%	Yes	Yes	1
Carol Wilson	08/20/1946	05/25/2026	69	55	\$1,597.50	(\$512.59)	-3.00%	Yes	Yes	1
Ralph Morales	02/24/1957	05/20/2026	82	66	\$1,019.92	(\$502.26)	-9.00%	Yes	Yes	1
Shirley Wilson	02/16/1955	05/25/2026	6	5	\$290.45	(\$441.98)	-1.00%	Yes	No	1

Patient Value (cont.)

- Which patients are driving profitability for the household?
- Do others in the household make up for unprofitable patients?

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Patient Value By Household Detailed Report

of stores selected: 1 Date Range: 01/01/2026 to 05/27/2026 Prescriber Named Group: All
Drug Named Group: 2026 MFP Drugs (E) Plan Named Group: All Pharmacy Plan Named Group: All
Patient Named Group: All Active Status: All Household Address: 21 JACKSON RD
Record Count: 4

Household Address	Fills	Revenue	Profit	Brand Rx Count	Brand Profit	Generic Rx Count	Generic Profit	GPM				
21 JACKSON RD	23	\$426.71	\$124.65	1	\$115.05	32	\$9.60	29.21%				
Patient Name	↕ DOB	↕ Last Seen	↕ Maintenance Drug User	↕ PDC Drug User	↕ Active Status	↕ Rx Count Net	↕ Revenue	↕ Avg. Revenue	↕ Profit	↕ GPM	↕ AWP Discount	
JOHN KELLEY	2/19/1946	05/15/2026	Yes	Yes	Active	12	\$66.03	\$5.50	(\$59.15)	-89.58%	-98.29%	
MARIA COOPER	3/15/1938	03/18/2026	Yes	No	Active	6	\$22.41	\$3.74	\$1.32	5.89%	-99.11%	
MARY KELLEY	2/2/1934	01/24/2026	Yes	No	Active	4	\$288.19	\$72.05	\$175.53	60.91%	-42.15%	
RICHARD COOPER	3/26/1937	01/21/2026	Yes	Yes	Active	11	\$50.08	\$4.55	\$6.95	13.88%	-93.41%	

Important Performance Queries



Does your reporting answer these questions?

- Which plans/NDCs/patients derive 80% of your revenue?
- Is the revenue profitable?
- Does the patient's household overcome poor individual profit?
- Which plans/NDCs/patients derive 80% of your profit?
- How are you targeting profit now?
 - Refill adherence is a great, recurring place to start!

Evaluating Performance Over Time



Monitor changes in performance period over period (PoP):

- Month over month (MoM), year over year (YoY)

Common factors driving changes in PoP performance:

- Number of business days (can vary by period)
- Brand drugs going Generic
- Seasonal activity (e.g., flu season, beginning of plan year)
- New, broad programs (e.g., MTF)

Evaluating Performance Over Time

Ozempic 8mg/3mL (00169-4772-12)

Period	Days	Volume	AWP Disc.	Revenue	GPM
Mar 2026	22	15	AWP-18.4%	\$17,120	0.8%
Feb 2026	20	18	AWP-19.4%	\$17,976	-0.1%
Mar 2025	21	18	AWP-20.1%	\$19,331	-0.4%

Evaluating Performance by Payer

Ozempic 8mg/3mL (00169-4772-12)

Mar 2026 by Payer

BIN	Volume	AWP Disc.	Revenue	Profit	GPM
610014	4	AWP-26.3%	\$3,635	-\$364	-10%
017010	6	AWP-26.3%	\$5,453	-\$545	-10%
015581	7	AWP-21.7%	\$3,863	-\$135	-3.5%
610097	3	AWP-16.5%	\$3,777	\$113	3.0%

Evaluating Performance by Payer

Ozempic 8mg/3mL (00169-4772-12)

Mar 2026 by Payer

BIN	Volume	AWP Disc.	Revenue	% of Total	GPM
610014 017010 015581	17	AWP-21.7% to -26.3%	\$12,951	61%	-8.1%
610097	3	AWP-16.5%	\$3,777	18%	3.0%
Total	30		\$21,233		

Case Study: The Value of Immediate Action



Among APRx Members, what is the #1 top dispensed Brand Rx drug billed to Part D that is not currently part of MDPNP?

Trelegy Ellipta 100mcg (00173-0887-10)

*Note: This drug is one of the 15 selected for MDPNP in 2027

Case Study: The Value of Immediate Action



Part D dispensing data was compiled from 8 randomly chosen Member pharmacies in MI, NM, TX, OK, NY, CA, and SC.

Jan-May 2026 Summary:

- 268 total fills (RDS)
- \$200K total revenue
- 3.3% of aggregate Brand Rx revenue

Case Study: The Value of Immediate Action

BIN	Volume	Revenue	AWP Disc.	Breakeven	GPM
610097	62	\$43,370	AWP-16.5%	WAC-0.3%	2.3%
004336	45	\$29,899	AWP-19.5%	WAC-3.4%	-1.4%
015581	37	\$24,934	AWP-21.7%	WAC-5.96%	-4.2%
610011	33	\$23,309	AWP-19.9%	WAC-3.9%	-1.9%
610014	23	\$14,901	AWP-26.3%	WAC-11.6%	-11%
610602	14	\$9,435	AWP-19.5%	WAC-3.3%	-1.4%
003858	11	\$7,159	AWP-26.3%	WAC-11.6%	-11%
610502	10	\$6,782	AWP-20.0%	WAC-4.0%	-2.1%
011552	5	\$3,085	AWP-26.3%	WAC-11.6%	-11%

Case Study: The Value of Immediate Action

BIN	Volume	Revenue	AWP Disc.	Breakeven	GPM
610097	62	\$43,370	AWP-16.5%	WAC-0.3%	2.3%
004336	45	\$29,899	AWP-19.5%	WAC-3.4%	-1.4%
015581	37	\$24,934	AWP-21.7%	WAC-5.96%	-4.2%
610011	33	\$23,309	AWP-19.9%	WAC-3.9%	-1.9%
610014	23	\$14,901	AWP-26.3%	WAC-11.6%	-11%
610602	14	\$9,435	AWP-19.5%	WAC-3.3%	-1.4%
003858	11	\$7,159	AWP-26.3%	WAC-11.6%	-11%
610502	10	\$6,782	AWP-20.0%	WAC-4.0%	-2.1%
011552	5	\$3,085	AWP-26.3%	WAC-11.6%	-11%

Case Study: The Value of Immediate Action

BIN	Volume	% of Total	Revenue	% of Total	Profit
610097	62	26%	\$43,370	27%	\$1,118
004336	45	19%	\$29,899	18%	-\$529
015581	37	15%	\$24,934	15%	-\$785
610011	33	14%	\$23,309	14%	\$80
610014	23	10%	\$14,901	9%	-\$703
610602	14	6%	\$9,435	6%	-\$138
003858	11	5%	\$7,159	4%	-\$241
610502	10	4%	\$6,782	4%	-\$55
011552	5	2%	\$3,085	2%	-\$333
Total	240		\$162,876		-\$1,586

Case Study: The Value of Immediate Action

BIN	Volume	% of Total	Revenue	% of Total	Profit
610097	62	26%	\$43,370	27%	\$1,118
004336	45	19%	\$29,899	18%	-\$529
015581	37	15%	\$24,934	15%	-\$785
610011	33	14%	\$23,309	14%	\$80
610014	23	10%	\$14,901	9%	-\$703
610602	14	6%	\$9,435	6%	-\$138
003858	11	5%	\$7,159	4%	-\$241
610502	10	4%	\$6,782	4%	-\$55
011552	5	2%	\$3,085	2%	-\$333
Total	240		\$162,876		-\$1,586

Case Study: The Value of Immediate Action

BIN	Volume	% of Total	Revenue	% of Total	Profit
610097	81	34%	\$56,661	35%	\$1,461
004336	45	19%	\$29,899	18%	-\$529
015581	37	15%	\$24,934	15%	-\$785
610011	33	14%	\$23,309	14%	\$80
610014	12	5%	\$7,774	5%	-\$367
610602	14	6%	\$9,435	6%	-\$138
003858	6	3%	\$3,905	2%	-\$131
610502	10	4%	\$6,782	4%	-\$55
011552	2	1%	\$1,234	1%	-\$133
Total	240		\$163,933		-\$598

Case Study: The Value of Immediate Action

BIN	Volume	% of Total	Revenue	% of Total	Profit
610097	81	34%	\$56,661	35%	\$1,461
004336	45	19%	\$29,899	18%	-\$529
015581	37	15%	\$24,934	15%	-\$785
610011	33	14%	\$23,309	14%	\$80
610014	12	5%	\$7,774	5%	-\$367
610602	14	6%	\$9,435	6%	-\$138
003858	6	3%	\$3,905	2%	-\$131
610502	10	4%	\$6,782	4%	-\$55
011552	2	1%	\$1,234	1%	-\$133
Total	240		\$163,933		-\$598

Case Study: The Value of Immediate Action



Conclusion:

- Diminish poor reimbursement » Confidently serve more patients
- Actively guiding patients to better coverage is worth your time!
 - Open Enrollment
 - Monthly as patients turn 65
- Transitioning just 50% of patients to better plans is meaningful
 - Results imply significant ROI per time invested

References



- American Pharmacies. (2026). *Top BINs by Varying Metrics*. RxCompass.

Thank You

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