



## CASE STUDY

### Hylant Employee Benefits

# Cost Containment - Pharmacy PREFERRED PARTNER AGREEMENT

#### CHALLENGE

The client, a privately held diversified media holding company had increasing pharmacy expenses with a traditional Pharmacy Benefit Manager (PBM) contract that had a low rebate amount.

Due to the high cost of medical coverage, oftentimes, when companies look for cost containment opportunities, the PBM partnership is not the focus. Although this company had taken actions to ensure a favorable PBM contract, as pharmacy costs continued to escalate at an unsustainable pace, they decided to complete a PBM evaluation.

#### SOLUTION

Hylant deployed our specialized pharmacy consultation service along with our proprietary Preferred Partner Agreement methodology and delivered a more cost effective, minimally member disruptive solution for the client.

Our customized presentation included five alternative solutions to their PBM, each with different savings opportunities. In addition, negotiations with their current PBM



through this process provided savings opportunities as well.

Once the client made their selection, Hylant assisted with the implementation, monitoring and modification of the selected solution as needed for the client.

*In the first year with the Hylant Preferred Agreement in place, the client saved \$896,822, which is a 25% reduction in annual pharmacy expenses.*

#### SERVICE

Cost containment  
pharmacy consultation

#### INDUSTRY

Telecommunications

#### SIZE

1,468 Employees

#### SCOPE

Hylant deployed our specialized pharmacy consultation service along with our proprietary Preferred Partner Agreement methodology, delivering a more cost effective, minimally member disruptive solution for the client.

#### RESULTS

# \$896,822

Annual savings compared to the original program

# 25%

Reduction in annual pharmacy spend

## Minimal member impact