



SRX Customer Profile

Multi-Regional Operator

Case Study



Details:

23 Facility Operator

Avg. 28 Medicare Pt A / Managed
Care Residents Per Building

All information represents actual
results though the operator name and
associated identifying information is
confidential.

Multi-Regional Operator Case Study*

23 Facility Operator
Avg. 28 medicare part a/managed care residents per building

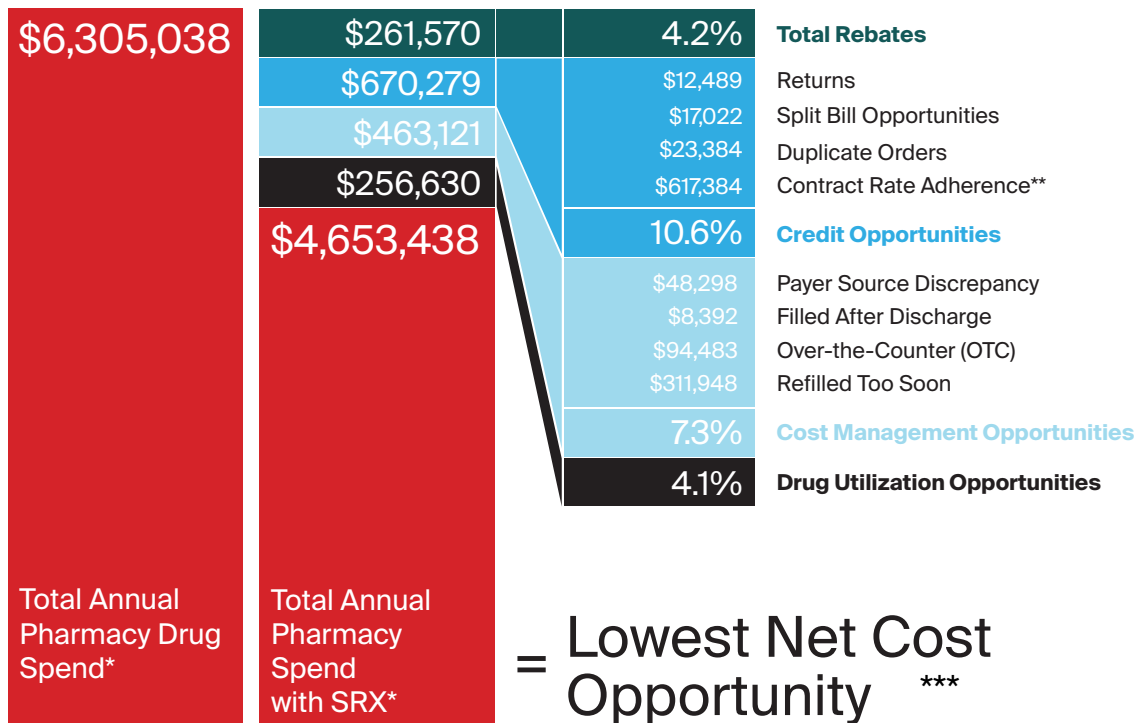
- o Submitted over \$260,000 in annual rebates
- o Identified over \$600,000 in errors on contract rate adherence
- o SRX saved \$97,000 through Price Reconciliation & Drug Lookup tools

Operator was unaware of opportunities to capture drug rebates for Part A and Managed Care residents. Though initially skeptical, the client was willing to trial SRX services due to there being no out-of-pocket costs / risks.

“When SRX approached us, we didn’t even know rebates were a thing. Obviously getting those first checks was shocking—in all the right ways—but what has been even more shocking are the cost savings and efficiencies we have experienced with SRX.”

– Operator VP of Operations

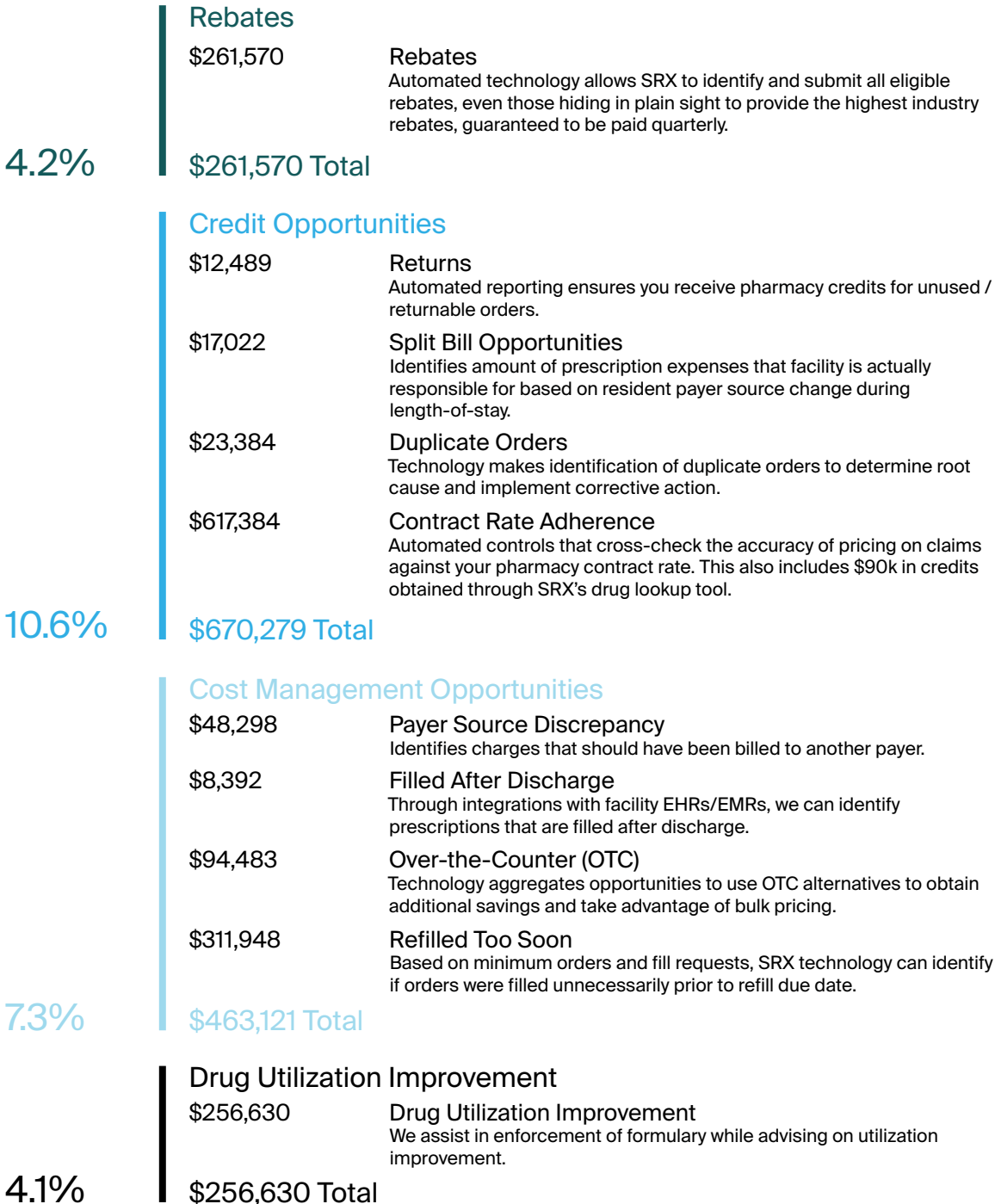
2020 Pharmacy Drug Spend



*All information represents actual results through four quarters
 **Includes \$90k in credits obtained through SRX’s drug lookup tool.
 ***Results vary based on number of facilities, patient Medicare populations, eligible states, etc.

SRX technology closely examines each and every line item on a pharmacy invoice, providing greater insight and control into drug spend. By integrating with drug databases and EHRs, and building in cost and waste reduction parameters, SRX provides greater control over spending and helps operators realize the lowest net cost for medication. The following represents actual data and results from a valued customer.

\$6,305,038 Total Pharmacy Drug Spend 2019

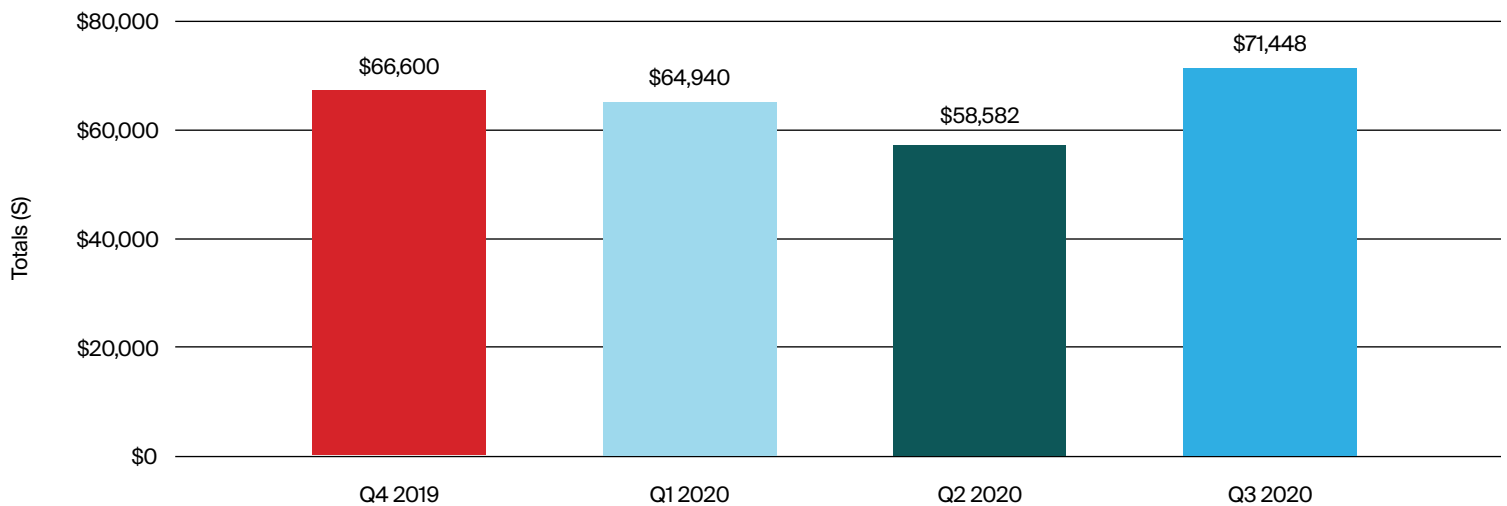


\$4,653,438 Lowest Net Cost Opportunity

Rebates are a critical component of well-planned medication cost management efforts. SRX has captured significant savings for this client through drug manufacturer rebates. When paired with a lowest net cost formulary, maximum lowest net cost savings are achieved. Results below show rebate dollars obtained over the annual period from Q4 2019 through Q3 2020.

All Facilities – Q4 2019 through Q3 2020

Summary



\$261,570

Total Annual Rebates

4.2%

of Total Pharmacy Drug Spend

Historical Assessment

With SRX Pricing Proposal Tool, we can provide a robust analysis of historical data that allows us to identify areas of opportunity based on pricing schedule and facility utilization. These tools provide incredible insight into your pharmacy spend and offer simplified data that becomes actionable. Below is a sample report with the type of savings we are able to identify.

\$93,628 in Identified Annual Cost Savings*

Current Annual

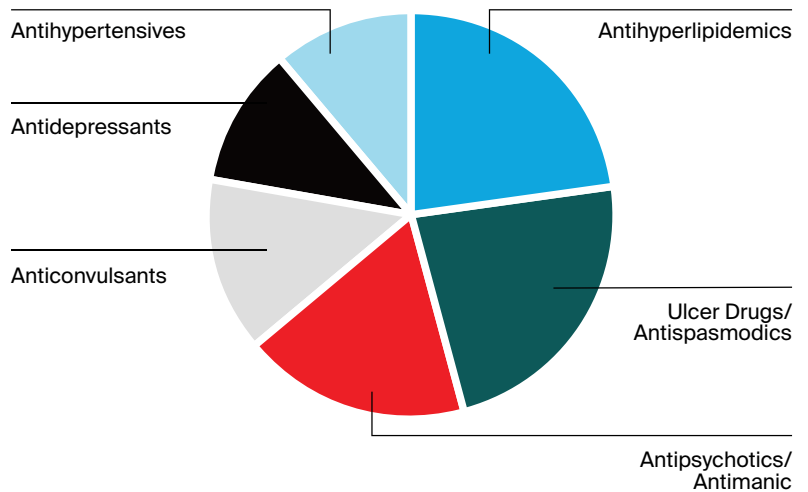
Rx Count	24,782
Invoiced Amt	\$874,4675

Proposed Annual

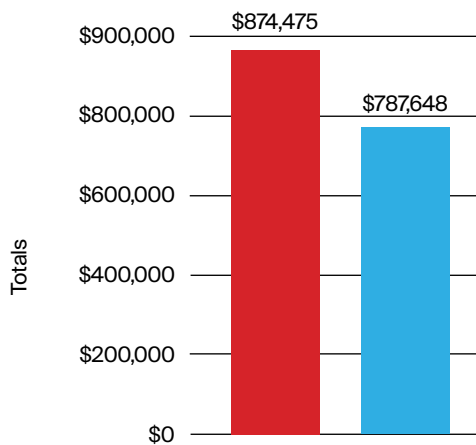
Rx Count	24,782
Invoice Amt	\$787,468
Gross Savings	\$93,628

New Cost Savings

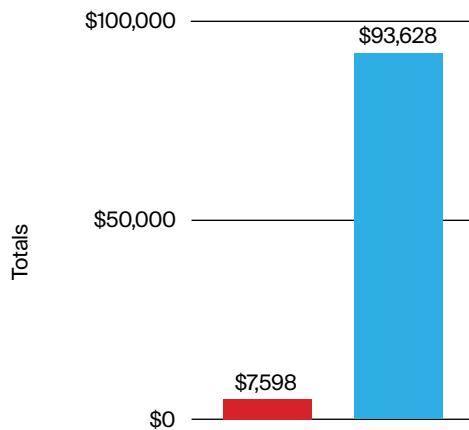
Therapeutic Class



SRX Price by Source



Gross Savings by Source



● Current Contract ● Proposed Contract

*Results for one pharmacy with eight facilities

Price Reconciliation and Drug Lookup

SRX also provides ongoing reconciliation and reporting tools that hold pharmacies accountable and allow operators to take control of their pharmacy spend. This operator saved \$97k in 2020 due to our Price Reconciliation and Drug Lookup Tools (where we give users line of sight to published pricing benchmarks such as AWP and WAC). Clients can leverage the SRX Drug Lookup tool to monitor drug pricing on a daily basis.

“The SRX Drug Lookup tools allow our facility admins to verify pricing is being adhered to and also allows us to see benchmark pricing.”

– Operator VP of Operations

Drug Lookup Tool

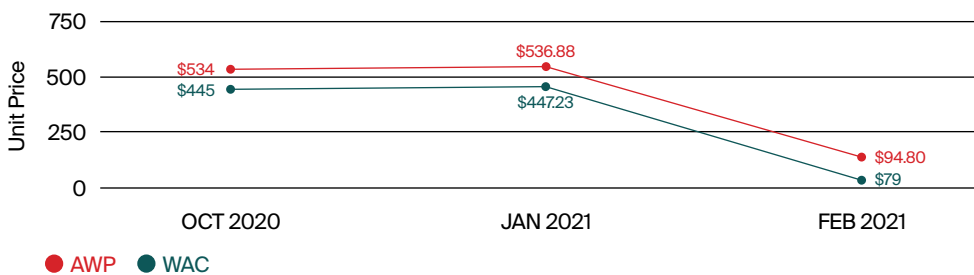
Enter NDC	Search drug by NDC
Enter GPI	Search drug by GPI
Enter drug name	Search by drug name

Identify Lowest Net cost by Manufacturer

NDC	GPI	Drug Name	RX	Price Code	Unit Price
XXXX-XXX-XX	16270030002130	DAPTOmycin SOLR 350MG	Yes	AWP	\$534
XXXX-XXX-XX	16270030002140	DAPTOmycin SOLR 350MG	Yes	WAC	\$445
XXXX-XXX-XX	16270030002140	DAPTOmycin SOLR 350MG	Yes	AWP	\$584
XXXX-XXX-XX	16270030002130	DAPTOmycin SOLR 350MG	Yes	WAC	\$528

Show Price History for Selected NDCs

Medispan Price History for Daptomycin Solr 350mg



\$97,000

Savings from SRX Price Reconciliation and Drug Lookup tools