

POINT OF SALE PIVOT

Preparing for the future of Medicare

In this session we shared that ...

- The Department of Health and Human Services (HHS) has **demonstrated their commitment to the Trump administration's drug pricing blueprint** that was released in 2018.
- In the last year, HHS has proposed numerous regulations **closely aligned to the strategies outlined in the blueprint.**

... and it can be difficult to stay informed as the market dynamics are continually shifting:

- Change seems inevitable, but it doesn't have to be negative.
- There is still **opportunity to think creatively to address market challenges while enabling your plan to remain competitive and grow.**

WHAT'S NEXT?

Your Express Scripts team is committed to providing value to your plan regardless of the regulatory environment.

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CONSIDER THIS

Major strategies for addressing market challenges from the blueprint include

- Improved competition
- Better negotiation
- Incentives for lower list prices
- Lowering out of pocket costs