

# Guarding your plan against upcoming shifts

### In this session we shared that ...

- Significant shifts have and will continue to happen in specialty.
- Despite the changing specialty landscape, we are outperforming the competition in managing specialty trend at the book of business level by nearly **2% year over year**.<sup>1,2</sup>

### ... and while many plans feel there is no way to adequately prepare for these market shifts:

- There are strategies available to help navigate changes, including solutions that address specialty generics, copay assistance and management of rare therapies.
- **Clients who have already implemented these solutions achieved significantly lower specialty spend than their peers.**

### WHAT'S NEXT?

In this environment, it's necessary to regularly evaluate what your plan is doing to drive down specialty trend. Facing a substantial gene therapy pipeline, **what you do now could make all the difference.**

### CONSIDER THIS

In 2018, the average specialty trend for our commercial book of business was 8.7%<sup>3</sup>, but plans implementing a number of the strategies discussed achieved specialty trend as low as **NEGATIVE 11%**. And, yet, even those plans have untapped specialty opportunity available.

1. Express Scripts 2017 and 2018 Drug Trend Report
2. CVS 2017 and 2018 Drug Trend Report
3. Express Scripts BoB commercial trend based on plan cost, data from 2018 Express Scripts Drug Trend Report client sample.  
**Note:** the 2018 specialty drug trend (measured as gross cost PMPM [net of rebates]) was 9.4%.