



National Association of Counties

Prescription Discount Card Overview



NACo Prescription Drug Discount Card

- Caremark Experience
- Who can use a prescription discount card
- Retail Provider Network
- Mail Service
- Specialty Pharmacy
- Service
- Program Participant Materials
- Real Value
- Program Participant Benefits
- County Benefits
- Next Steps



Caremark Experience

- Caremark has administered prescription discount card programs since 1993
 - Processed more than 20 million discount card program claims in 2006 across book of business
 - Currently more than 18 million discount card program participants
- One of the largest prescription benefit managers
 - One in every four Americans is served by Caremark
 - Caremark administers more than 250 prescription discount card programs



Who Can Use a Prescription Discount Card

The NACo prescription drug discount card can be used anytime a prescription is not covered by insurance – even for pets!

- Uninsured
- When drug is not covered:
 - Underinsured
 - Medicare Plan D participants non-covered drugs
 - All Prescription Plans
- Pet prescriptions



Retail Provider Network

- “Pharmacy-friendly” network contracting philosophy
 - More than 59,000 participating pharmacies nationwide
- All major chain pharmacies participant, including: CVS, Rite-Aid, Walgreens, and Kroger
- Solid reputation with retailers since 1969
 - Agreement to accept the prescription drug discount card
 - Acceptance of online claims processing system



Mail Service Program

- Program participants receive:
 - Mail service delivery to location of program participant's choice
 - Toll-free phone number to Caremark Customer Care
 - Convenient refill options through mail, via telephone or online
 - Access to a registered pharmacist 24 hours a day



Specialty Pharmacy

- Program participants receive:
 - Discounts on high-cost specialty medications
 - Access to toll-free phone number to clinical support staff
 - Mail service convenience
 - Coordination of care

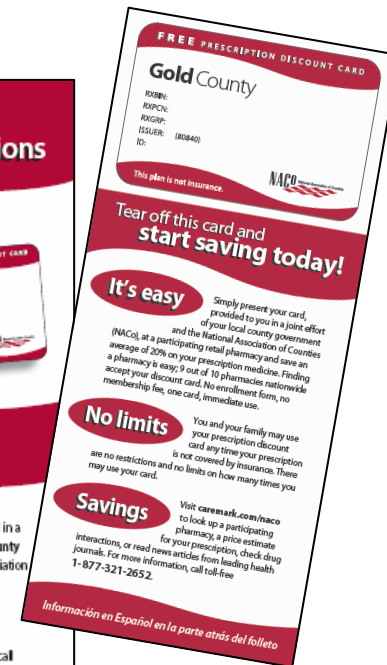
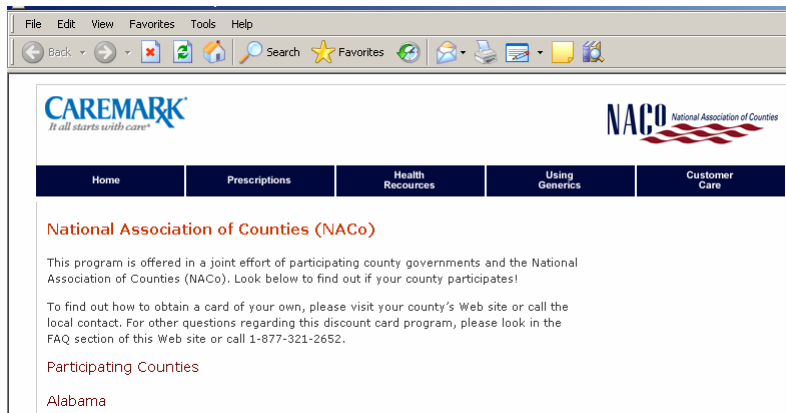


Service

- Dedicated implementation team
- Program participant communication materials
- Web site support for program participants
- Toll-free phone number to Caremark Customer Care for program participants
- Pharmacy help desk
- Flexible enrollment process – no paperwork
- Quarterly reports
- Review and approval of marketing materials

Program Participant Materials

- Caremark will provide standard participant materials at no charge to the county
 - ID card/brochures
 - Posters
 - Display stands
 - Website





Real Value

- Full complement of capabilities
 - Retail discounts
 - Mail service discounts
 - Specialty discounts
 - Manufacturer discounts on select products shared with program participants

Real Value (cont.)

- “Lower of” pricing model
 - Designed to provide the best pricing available to cash paying program participant by utilizing a “lower-of” (MAC, usual and customary, ingredient cost, network pricing)
- On select drugs, additional point-of-sale (POS) discounts may apply.
 - These additional POS discounts are shared with program participants
- Caremark works with pharmacies and manufacturers to provide cost-effective medicines for cash paying program participants

Real Value -- NACo Program 2006

- Average savings of 22.2%
- Average savings of \$11.10 per prescription
- Generic medicine average savings
 - 30% off retail
 - \$9.59 per prescription
- Brand medicine average savings
 - 15.5% off retail
 - \$15.11 per prescription
- Actual savings varies by drug and pharmacy

Based on all claims adjudicated by Caremark for NACo in 2006.

Program Participant Benefits

- **Ease**
 - Caremark name is universally recognized by retail pharmacies
- **Choice**
 - Accepted at more than 59,000 chain and independent pharmacies nationwide
- **Recognized program**
 - Operational since 1993, currently servicing millions of program participants
- **Savings**
 - An average of 20% off regular retail pharmacy price
- **No paperwork**
 - Discount provided at point of service
 - Automatic enrollment



County Benefits

- No cost to the county
 - Program provided at no cost
 - Standard marketing materials provided at no cost
- Easy to administer
 - No enrollment paperwork
 - Caremark supports the program
 - Customer Care managed by Caremark
- Proven results
 - Average savings of 20% off the regular retail price
 - More than 700 counties nationwide participate

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Next Steps

Fill out the *Prescription Discount Participation Form* from the Members Only section of www.naco.org