

HOW WE SHARE IN THE VALUE WE CREATE WITH CLIENTS



Express Scripts (ESI) is compensated through three pricing models in exchange for the value it delivers.

A key principle underlying ESI's pricing models is client choice. Every client can select the pricing model, or combination, that makes sense based on their organization's priorities. We work with clients to design tailored pricing arrangements to manage drug costs for covered members and, in some cases, offset or forgo fees for the PBM services we provide.

1 Pass Through Pricing

Discount type negotiated by ESI:

Discounted prescription drug pricing from pharmacies and other providers

Value sharing:

Client pays the exact discounted value that ESI negotiates with pharmacies for prescriptions

Administrative fees:

Clients pay directly

2 Spread Pricing

Discount type negotiated by ESI:

Discounted prescription drug pricing from pharmacies and other providers

Value sharing:

Client realizes predictable guaranteed rate for prescriptions. If costs are above rate, ESI covers it for the client and takes a loss. If costs are below rate, ESI retains incremental value

Administrative fees:

Client chooses to offset or forgo

3 Value Sharing Arrangements on Rebates

Discount type negotiated by ESI:

Rebates from drug manufacturers

Value sharing:

Client chooses the guaranteed rebate value they want to receive (PBM retains very little)

Administrative fees:

Client chooses to offset or forgo

2/3 of clients choose to receive 100% of the rebate amount directly

OUR ECONOMIC MODELS ARE TRANSPARENT, AND ALL CLIENTS CAN AUDIT PBM PRICING AND NETWORK CLAIMS ANNUALLY AT NO ADDITIONAL COST.