



Governed By Ohio School Officials for Ohio's Schools

## Significant Savings on Prescription Drug Costs



Anyone reading this article knows that one of the largest operational costs of non-profit schools (colleges, universities and K-12 public schools) is employee health benefits. Now there is help in lowering and controlling the prescription drug benefit portion of these costs. Non-profit schools now have access to a low cost prescription drug plan administered by Scriptsense™, a fully transparent pharmacy benefit management company.

The prescription drug portion of a school's overall health insurance cost is usually between 15 to 25%. Savings of up to 30% on the prescription drug cost will have a significant impact to the bottom line of your school.

*Scriptsense™ is different by design.* It was designed to be a low cost, fully disclosed solution for its clients with its only source of income being a fixed per paid claim administrative fee. This allows Scriptsense™ to align its objectives with those of their clients and focus on controlling costs. The Scriptsense™ founder, a retired college professor and a health insurance consultant for over 20 years, grew tired of seeing individuals (especially the elderly on fixed incomes) and organizations, pay too much for their prescription drugs. He formed Scriptsense™ in 2003 to do his part in helping control the skyrocketing costs of healthcare.

Scriptsense™ is designed to provide prescription drugs at cost including any drug manufacturer or wholesaler price incentives to the people and organizations paying for the drugs. Scriptsense's™ fixed administrative fees are fully disclosed and are determined to provide a reasonable, but not exorbitant profit for its owners. There are no commissions based on the price of the drug and 100% of the negotiated discounts are passed along to the client. The **BOTTOM LINE** is that the purchaser of the drugs can receive the lowest net price and be confident about it because the costs and fees are fully disclosed.

### Two Program Pricing Levels

There are two program pricing levels for non-profit schools. The first is the "*National*" pricing level which all individual institutions are eligible to receive. The "*National*" pricing level participants will find their cost savings in the up to 15% range depending on the overall mix and usage of their drugs. The Scriptsense™ drug card can be used at over 55,000 drug stores nation wide.

The second and lowest cost pricing is the "*Community Partnership*" level. This option will be implemented by forming "*Community Partnerships*" in the local area of the school to drive the prescription cost down. This should provide schools with up to 15% savings in addition to the "*National*" savings. "*Community Partnership*" pricing requires a local pharmacy (or pharmacies) in the area of the school to be designated as preferred participants in the distribution channel. This designation will be developed during the first year of Scriptsense™ participation, and the sooner you choose Scriptsense™, the sooner the savings begin.

It is easy to calculate the up to 30% savings on your school's current prescription expenditures. The savings are well worth the effort to achieve them.



## What are the steps to achieve the significant prescription savings?

- Unbundle the prescription drugs from the medical insurance, if it is not already separate.
- Get the last six to twelve months prescription drug usage (utilization data) for your institution, so you can request a Scriptsense™ proposal based on your usage. We will supply the spreadsheet of the information required.
- Contact Jim Rowan of Hylant Administrative Services to start the Scriptsense™ proposal process. (jim.rowan@hylant.com or 513-839-0008)
- Contract with Scriptsense™ to start your savings at your next prescription drug / health insurance renewal.

## Frequently Asked Questions:

- **Will I have a problem due to my in-force collective bargaining agreements?**

*Answer: It is in the best interest of both parties to achieve these savings, especially with the "Community Partnership" level of savings. Also, with "Community Partnership" pricing, it is encouraged to reduce the "out of pocket" expenses of the individuals though lower co-pays.*

- **Will Scriptsense™ save me money the first year to get my business then raise rates the next year?**

*Answer: Scriptsense™ provides the drugs at cost including any manufacturer or wholesaler incentives. Just enough fees are added and fully disclosed to provide a reasonable profit for Scriptsense™. Any increase or decrease in pricing will normally be the fully disclosed cost of the drugs. Your overall drug mix and volume will determine the overall savings.*

- **Where else is Scriptsense™ providing its savings?**

*Answer: Scriptsense™ has clients as far west as Montana and as far east as Pennsylvania. References will be included in your Scriptsense™ proposal.*

- **Why are you providing savings of this magnitude to non-profit schools?**

*Answer: The Scriptsense™ founder participates in STRS. He has also consulted on health insurance with his former college and its labor union. He has seen the cost savings benefit both the individual and the educational organization. Most importantly, the savings provide more funds to invest in the education of our youth.*

- **How do I get started?**

*Answer: See the "steps" section earlier in this article.*

**Contact Jim Rowan of the Hylant Group**  
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