

Impact of Retailmymeds in Test Store

Test Store 1 (TS1) is a small independent pharmacy in the rural South averaging 8000 prescriptions monthly. TS1 had been making a concerted effort to improve adherence metrics with some success. However, they found their best efforts only had a minimal impact on DIR fees. TS1 began using the Retailmymeds model in August 2021. We tracked Drug Acquisition Costs Avoided, Net Profit Forfeited (Gross Profit less DIR fees), Negative Reimbursement Avoided (amount of loss, after DIR fees, that would have been taken by filling the prescriptions in the retail pharmacy), Net Loss Recovered (negative reimbursement amount offset by net profit after DIR fees), and DIR Fees Avoided. For this purpose DIR fees assessed based on a variable rate range were calculated at the maximum rate. In the first 30 days, 15 prescriptions were identified with either a negative net reimbursement or very low profit margin relative to cost. With patient permission these prescriptions were transferred to mail order pharmacies.

AUGUST 2021 15 RxS

(PER 30 DAYS)

Drug Acquisition Costs Avoided	\$13,356
Negative Reimbursement Avoided	\$796
Net Loss Recovered	\$739

TS1 continued to add prescriptions to mail order fulfillment. By February 2022, 85 mail order prescriptions were being coordinated.

FEBRUARY 2022 85 RxS

(PER 30 DAYS)

Drug Acquisition Costs Avoided	\$53,455
Negative Reimbursement Avoided	\$1575
Net Loss Recovered	\$1394

By August 2022, TS1 was coordinating mail order fulfillment of 112 prescriptions for 69 distinct patients. An estimated 15-20 technician hours per month were devoted to mail order coordination.

AUGUST 2022 112 RxS

(PER 30 DAYS)

Drug Acquisition Costs Avoided	\$65,502
Negative Reimbursement Avoided	\$2111
Net Loss Recovered	\$1864

From August 2021 through August 2022, TS1 coordinated a total of 493 mail order prescriptions with the following results:

AUGUST 2021 through AUGUST 2022

Drug Acquisition Costs Avoided	\$635,343
Negative Reimbursement Avoided	\$21,188
Net Profit Forfeited	\$2328
Net Loss Recovered	\$18,860
Estimated DIR Fees Avoided based on 835 files and PBM correspondence.	\$71,254