firstscript[SM]

DRUG TRENDS

HIGH IMPACT DRUG CLASSES

Compared with opioids, other high impact drug classes like topicals, compound kits, combo packs, and specialty medications represent proportionately low volume. However, they can be associated with exponentially significant costs. Recognizing the trends related to such cost drivers can help promote clinically-appropriate savings.

2018 proportion of high impact drug classes by cost

Topicals
14.0%

Specialty
6.8%

Compounds
1.3%

Opioids
20.7%

All other classes
57.3%

Topical and specialty classes accounted for a larger percentage of total cost, each up at least 1.0% pt. in 2018

2018 proportion of high impact drug classes by volume

Topicals
5.1%

Specialty
1.4%

Compounds
0.3%

Opioids
22.0%

All other classes
71.2%

With declining usage of opioids and compounds, topicals and specialty medications have accounted for a slightly larger share in 2018

2018 overall trends for all topicals

- 0.4% pts. volume increase
- 1.0% pt. cost increase
- 1.4% utilization per claim decrease
- 0.5% cost per claim decrease

The average cost of topical scripts rose by less than 1% in 2018

Injured workers using topicals has remained steady for four consecutive years

12.6% in 2018

Prescription (Rx) & private label topical analgesics (PLTAs)

68 of every 1,000 injured workers are using topical Rx analgesics

19.6% increase from 2017

Nearly 8 of every 1,000 injured workers are using a PLTA

13.9% decrease from 2017

Examples

Rx:

NSAIDs & lidocaine

PLTA:

Terocin & Lidopro

Prescription (Rx) and PLTA topical analgesics by volume

Prescription (Rx)

- **3.1%** of all scripts — 21.5% increase from 2017
- **60.4%** of topical scripts — 12.2% increase from 2017

Private Label (PLTA)

- **0.3%** of all scripts — 8.5% decrease from 2017
- **6.3%** of topical scripts — 15.6% decrease from 2017

Prescription (Rx) and PLTA topical analgesics by cost

Prescription (Rx)

8.2% of all costs — 12.9% increase from 2017

57.7% of topical costs — 4.6% increase from 2017

Private Label (PLTA)

2.5% of all costs — 4.4% decrease from 2017

18.0% of topical costs — 11.5% decrease from 2017

2018 compound kit/combo pack trends*

Compound Kits

< 1% of scripts and cost

82.5% Decrease in scripts per claim

77.9% Decrease in cost per claim

Combo Packs

< 1% of scripts and cost

14.6% Increase in scripts per claim

4.9% Increase in cost per claim

These products overlap other therapeutic classes including topicals, compounding products, and others.

Fixed combination and co-packaged drugs and non-drug items combined into one saleable unit.

Compound kit/combo pack trends between 2014 and 2018

Compound Kits

92.6% Decrease in scripts per claim

90.3% Decrease in cost per claim

Combo Packs

>400% Increase in scripts per claim

>3000% Increase in cost per claim

High impact pharmacy categories emerging with the decline of traditional compound utilization and cost

2018 specialty medication trends

0.2% pts. volume increase

1.6% pts. cost increase

6.7% utilization per claim increase

20.7% cost per claim increase

The cost per specialty script in 2018 increased 13.0%

Overall cost nearly doubled over 5 years

3.6% in 2014

6.8% in 2018

Typically used to treat patients with complex, chronic conditions, and have significant costs

Methodology

Aggregate trends were based upon First Script clients where both in-network (retail/mail-order and extended networks) and out-of-network bill review prescriptions were available for analysis. Including this client base allows for the most accurate representation of overall trend experience.

About First Script

First Script is the Pharmacy Benefit and Drug Utilization Management Program offered as part of the Coventry suite of products. The role of a work comp PBM has evolved in response to new dispensing practices, medications, regulations, and overall health care reform. This shift has moved from management of price alone to a greater focus on utilization controls and an increasing demand for better outcomes and improvements in total cost. First Script considers pharmacy transactions from all available dispensing and billing sources through comprehensive data integration that allows for the application of price and utilization pharmacy management tools. Our Clinical Intervention Model impacts overall cost and outcomes through program integration and collaboration with providers.

About Coventry

Coventry offers workers' compensation, auto, and disability care-management and cost-containment solutions for employers, insurance carriers, and third-party administrators. With roots in both clinical and network services, Coventry leverages more than 35 years of industry experience, knowledge, and data analytics. As a part of the specialty division of Aetna our mission is returning people to work, to play, and to life. And our care-management and cost-containment solutions do just that. Our networks, clinical solutions, specialty programs, and business tools will help you focus on total outcomes.

Acronyms

PLTA: Private Label Topical Analgesics

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