



Medco Therapeutic Resource Centers[®]

Driving Growth Through Clinically Compelling,
Specialist Services

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Therapeutic Resource Centers

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Presented at the Xavier University of Louisiana College of Pharmacy's 3rd Annual Health Disparities Conference – April 19-21, 2009
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Healthcare Reform Agenda

Challenges

Increasing coverage

Responding to cost pressures

Improving quality

Promoting prevention and public health

Case for Change

- **46 million Americans, including 8 million children, are without health insurance**
- **Significant costs** associated with **chronic and complex diseases**
- **Serious flaws** in delivery systems
- **High error and poor compliance rates**

- **Total U.S. healthcare costs far outpace U.S. inflation rate**

- **Gaps in prevention services**
- **Underinvestment in public health**
- **Unhealthy lifestyles**

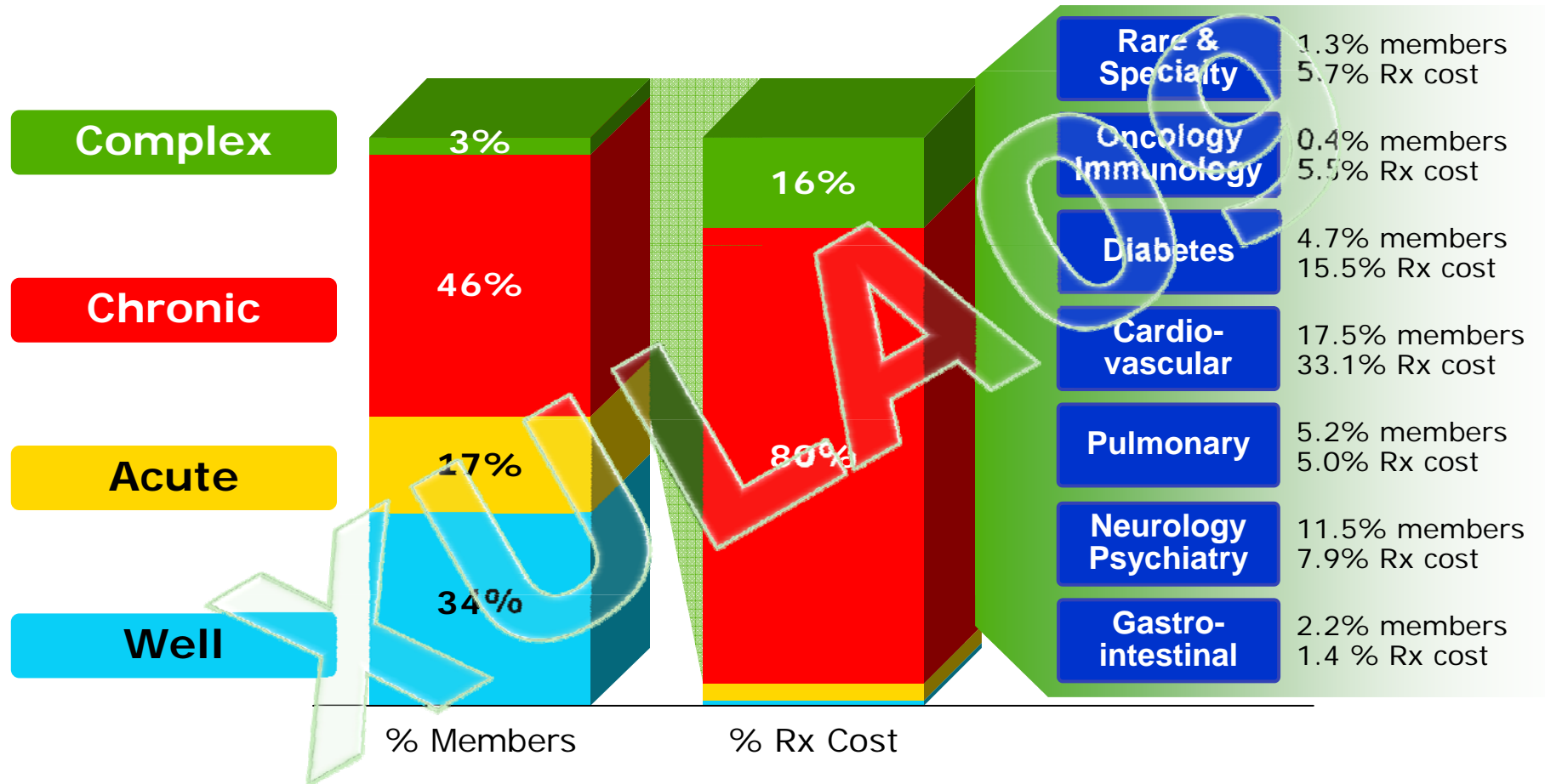
Our Opportunity

When you manage drugs better, you manage the whole healthcare system better

Facts:

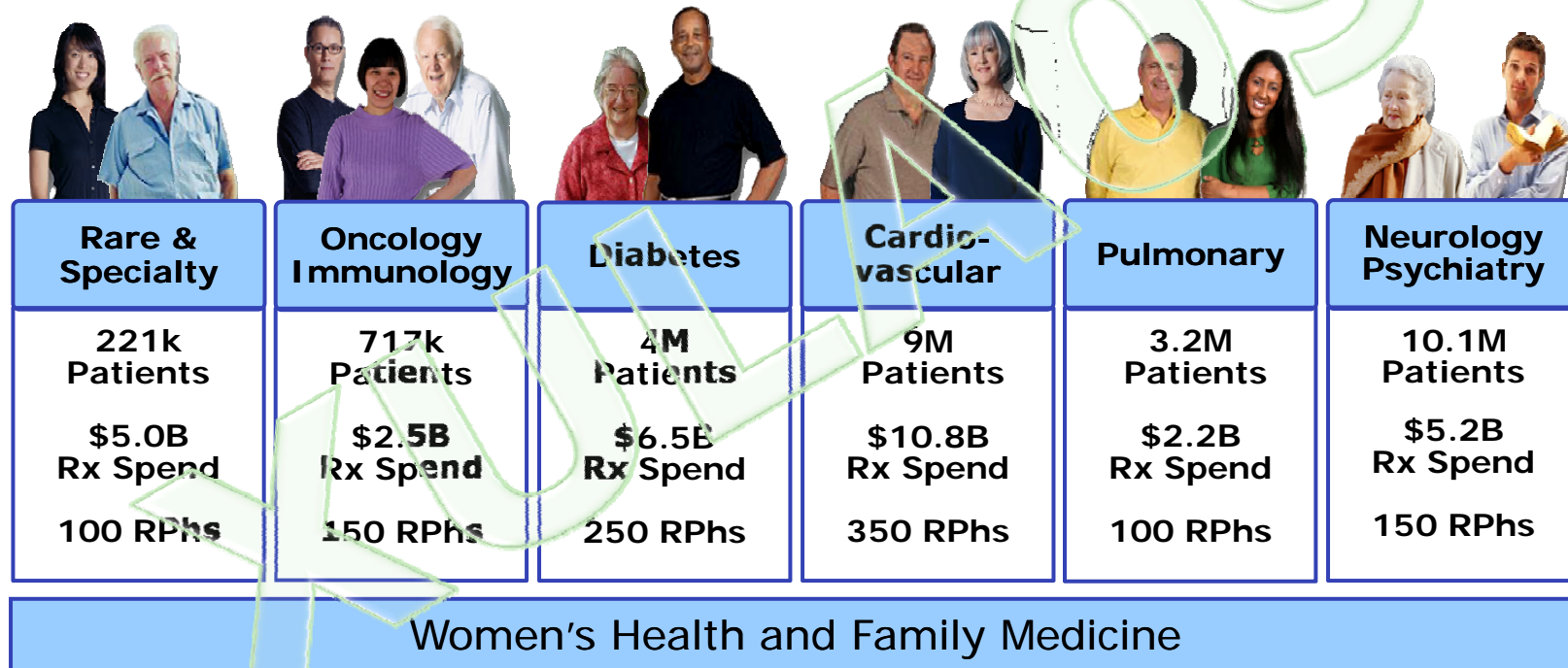
- For prescription drugs, healthcare is wired today
- Chronic and complex diseases are responsible for 96% of drug costs and 75% of medical expenses in the U.S
- For 88% of chronic and complex diseases, drugs are the first choice for medical intervention (131 out of 149)
- Instability of a chronic or complex patient is most often tied to deviations from accepted clinical protocol or non-compliance
- Deviations from protocol and non-compliance cost the system billions of dollars annually

Targeted Approach



Medco Therapeutic Resource Centers *Structure*

- **Therapeutic Resource Centers** – entire pharmacies that are specialized
- **Medco Specialist pharmacists** – advanced training, unparalleled experience
- **National Practice Leaders** – senior clinicians accountable for TRC success



Medco customer base, through 12/08

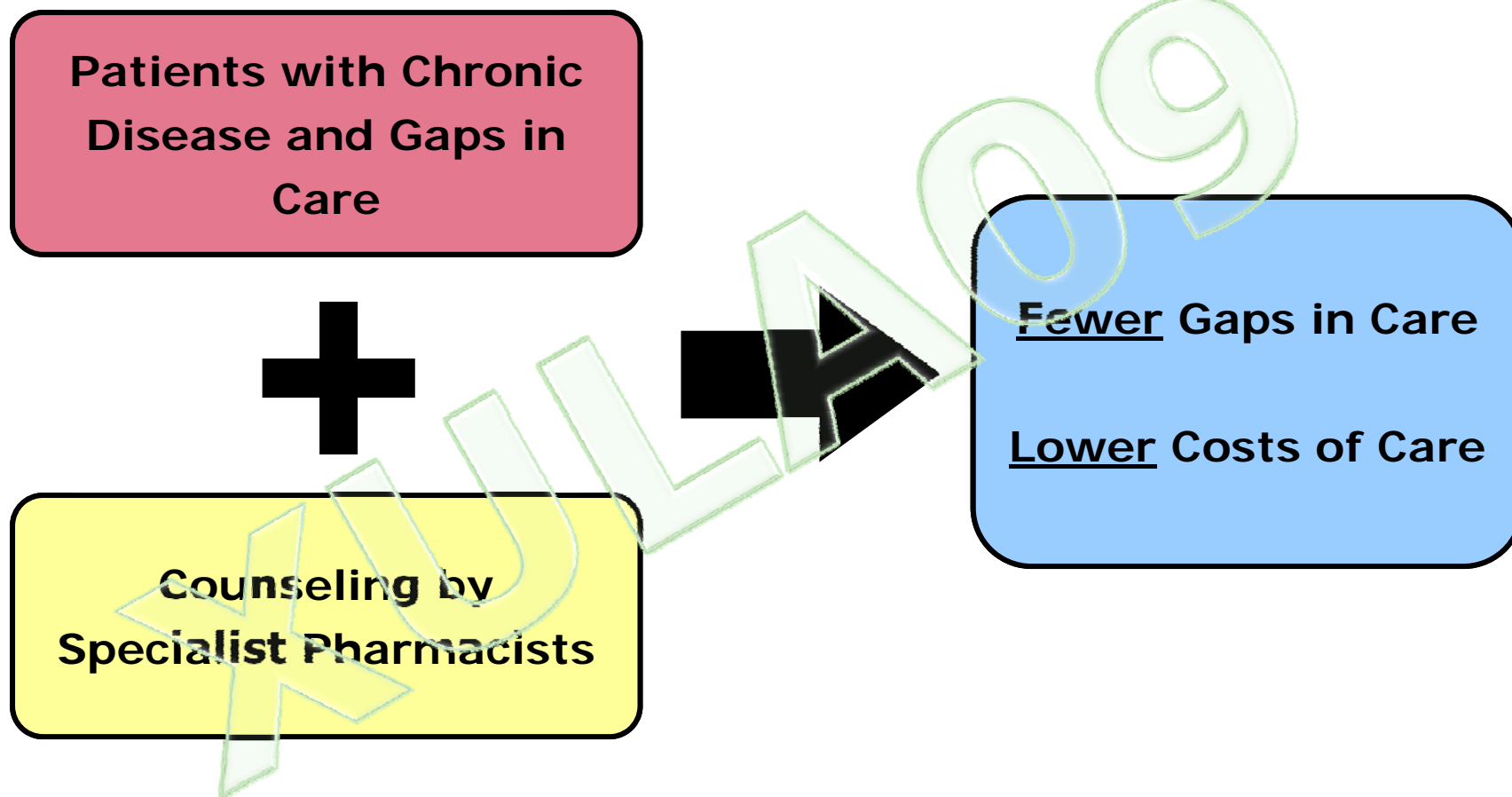
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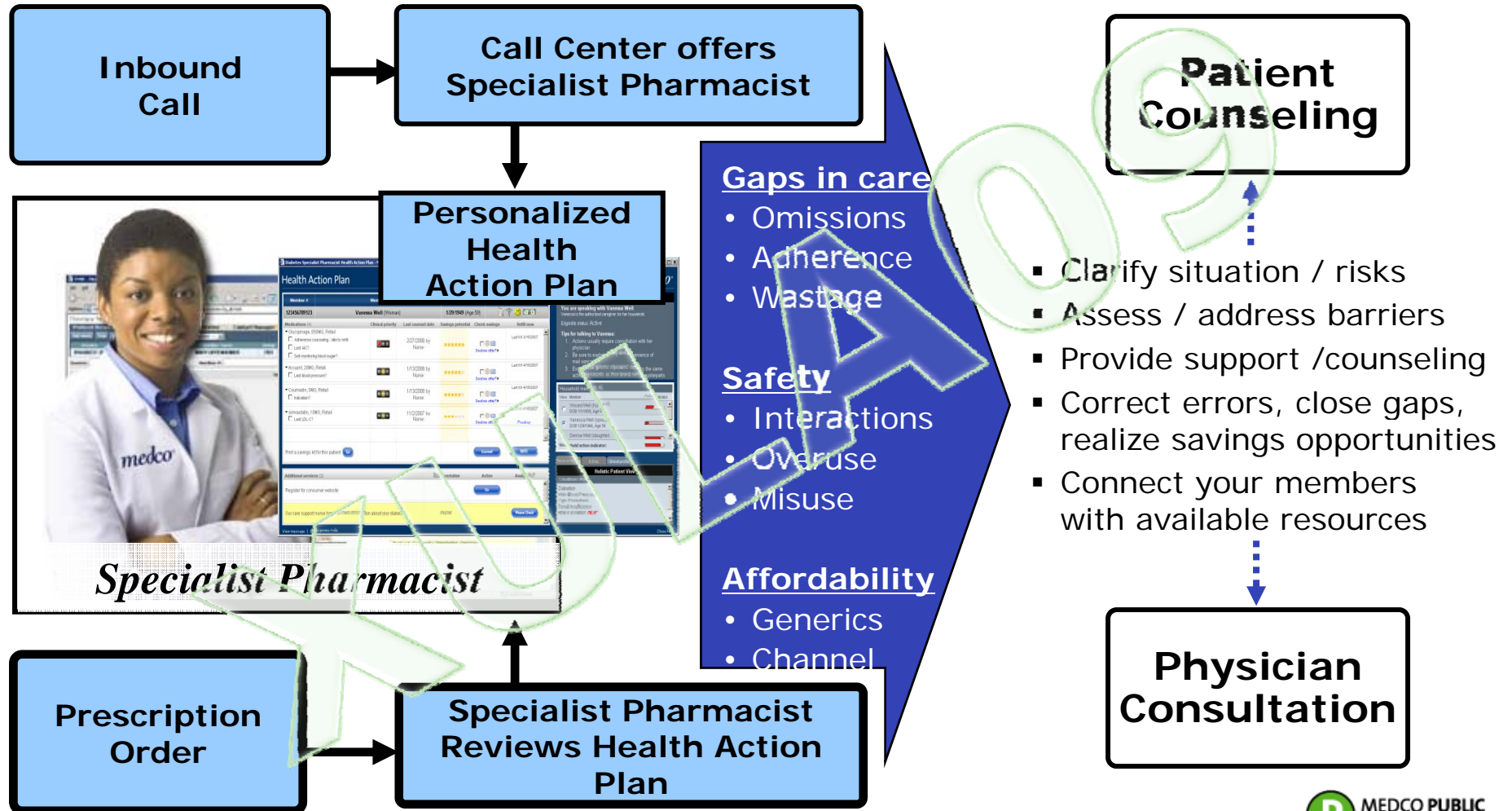
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Logic of our Approach



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Mechanism of Action



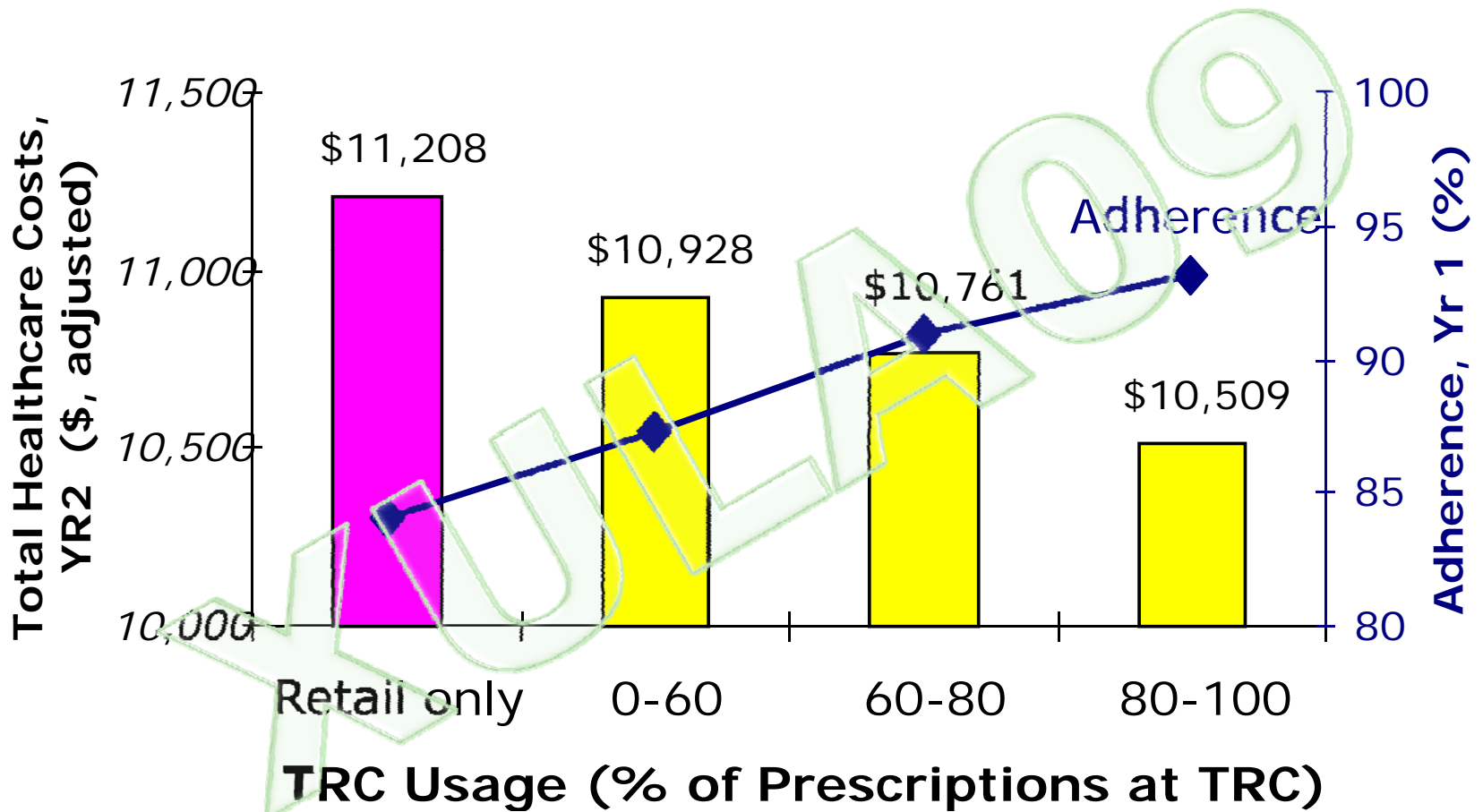
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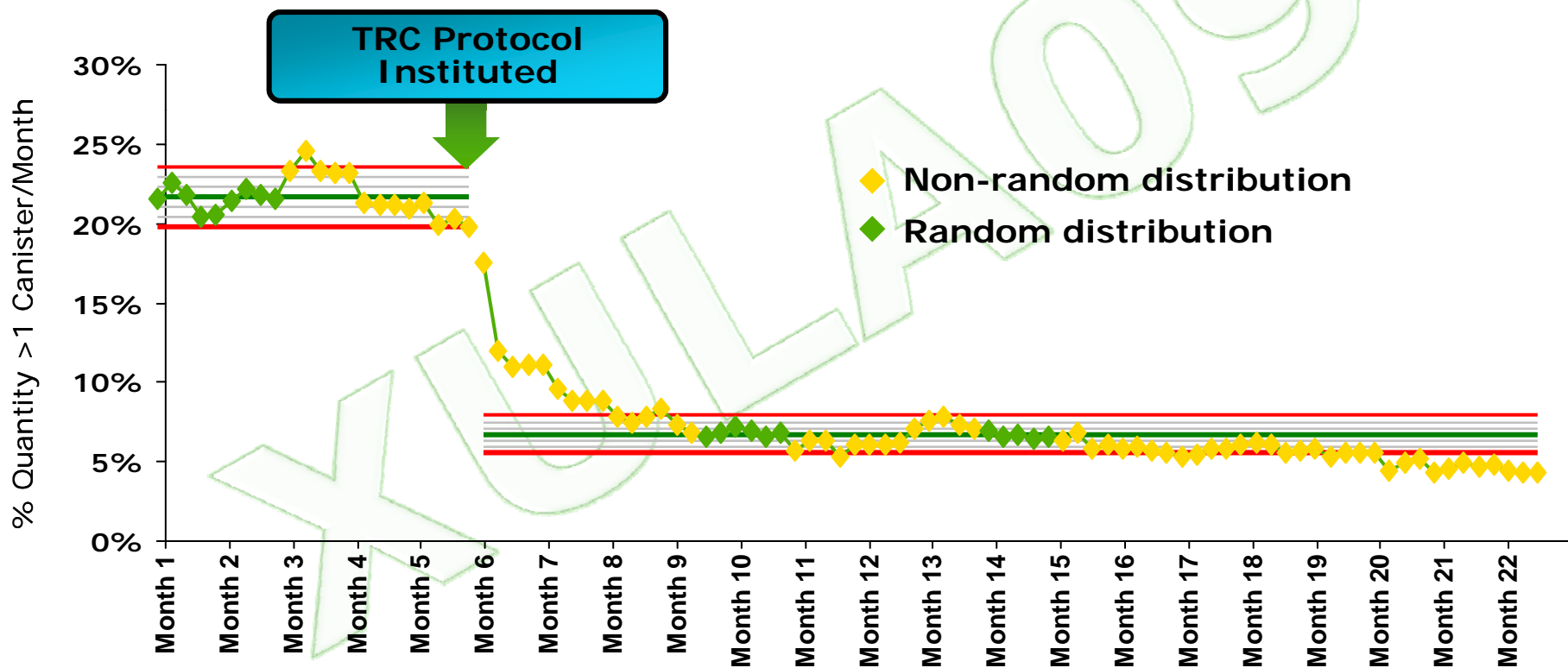
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Adherence to Antihypertensive Medications – Correlation between Higher use of TRC, Higher adherence and Lower total cost



Six-Sigma approach to reducing the need for rescue medications in patients with asthma

Percentage with Asthma Using More Than One Canister of Albuterol per Month*



*Percent of PRN Claims

Monthly Data



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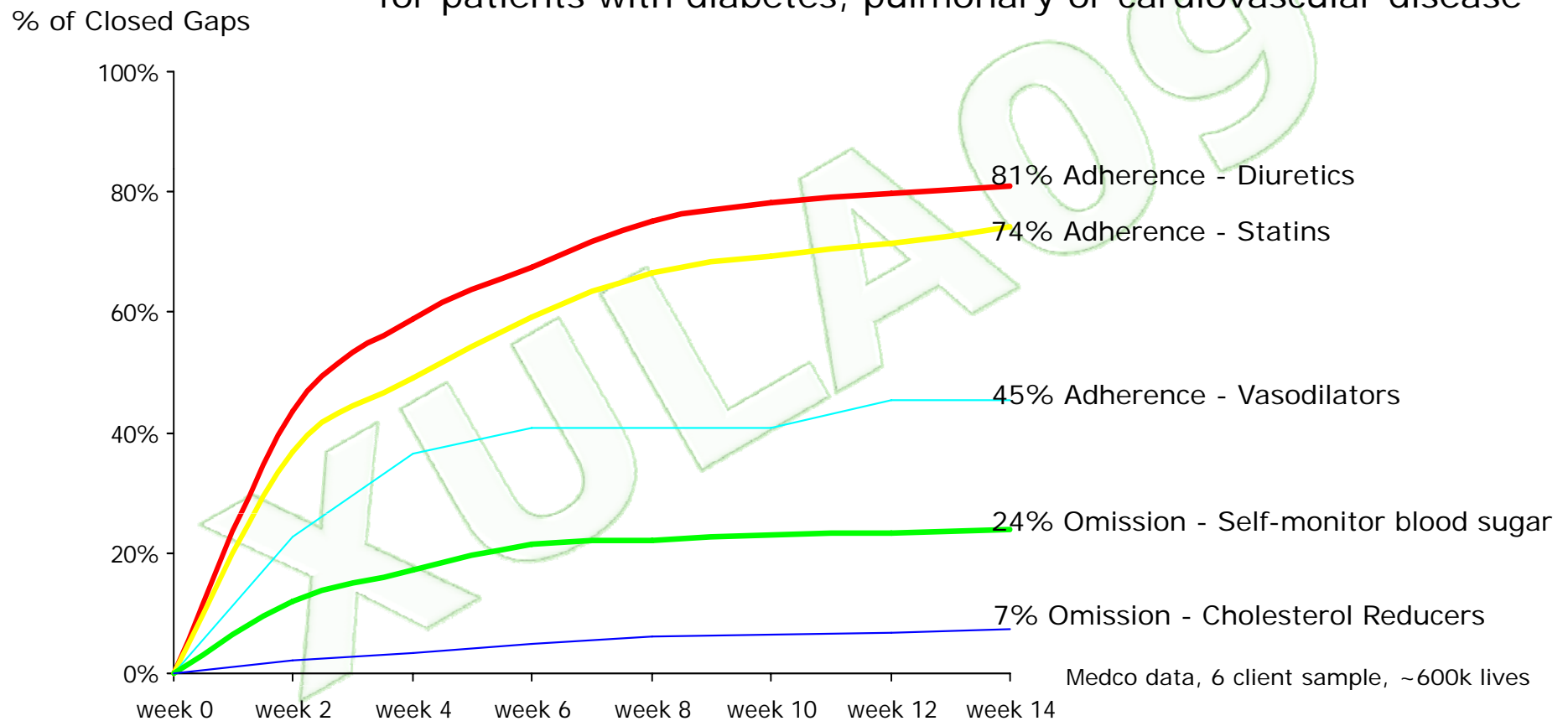
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Results of 6-client Analysis - Intervention Closure Rate by Measure

Closing Adherence and Omissions Gaps
for patients with diabetes, pulmonary or cardiovascular disease



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Closing Thoughts

*“Drugs don’t work in patients
who don’t take them”*

C. Everett Koop, MD
Former US Surgeon General