

# em|sanaRx| *Plus*

## Mark Cuban Cost Plus Drug Company (MCCP) & EmsanaRx Partnership: **Frequently Asked Questions or FAQs** **for Brokers & Consultants**



### **1. What is Mark Cuban Cost Plus Drug Company (MCCP) and what is EmsanaRx, PBC?**

- a. "MCCP buys and sells drugs." - Mark Cuban
- b. EmsanaRx is a PBM. They have created EmsanaRx Plus, in partnership with MCCP, as a product to offer to employers.

### **2. What are EmsanaRx and Mark Cuban Cost Plus Drug Company (MCCP) partnering to offer?**

- a. Today, MCCP is a direct-to-consumer discount drug program that allows consumers to access significant savings when purchasing generic drugs. Through the EmsanaRx Plus product, your self-funded employer clients will now be able to access this product on behalf of all their employees and dependents.

### **3. How does this product fit in with your employer clients' current pharmacy benefit strategy?**

- a. EmsanaRx Plus is a standalone product that is exclusively offered through EmsanaRx to supplement what is already being handled by the employers' PBM.
- b. EmsanaRx is connecting employers to this discount drug program with MCCP that has never been offered in the industry before.
- c. The current structure for MCCP does not allow employers an interface for access. EmsanaRx Plus solves this.

- d. Employers that do not have access to offering these generic medications at a lower price to their members will now have an additional product to offer.

#### **4. What is the value of this product for employers?**

- a. Lower cost and convenience.
- b. This added product offers members' savings on their prescriptions and reduces overall pharmacy spend. EmsanaRx Plus will seamlessly connect employers with an additional pipeline to lower cost medications that their employees can access.
- c. Until now, employers have not had the opportunity to offer a product like this directly to their members.
- d. EmsanaRx Plus gives employers and members an added product (that they currently source on their own) for added convenience and ease of use.

#### **5. Who is eligible for this product?**

- a. Any employee or member included in the employer's eligibility file will have access to EmsanaRx Plus. (Note: U.S.-based eligibility only)
- b. Members can be full-time, part-time, contractors or dependents as long as they are included in the employer's eligibility file. (Note: U.S.-based eligibility only)
- c. Members for the EmsanaRx Plus product do not have to be on the employers' benefit plan today.

#### **6. What are the benefits of this product for me as a broker or consultant?**

- a. EmsanaRx Plus gives brokers and consultants an additional product to offer to their self-funded employer clients as a way to control cost and offer an enhanced product to the client's existing PBM service.
- b. EmsanaRx Plus will seamlessly connect employers with an additional medication access option.

#### **7. How is this different than existing drug discount programs?**

- a. With the majority of discount cards in the market today, employers do not receive data on claims filled and medications received by their members. With EmsanaRx Plus, all employers will have full transparency and access to this data.
- b. Transparency of data means higher utilization and better clinical review for your members.

**8. How many drugs are available through MCCP?**

- a. As of December 7, 2022, there are just over 1,000 prescription SKUs available on the MCCP website, with additional medications being added frequently.

**9. How many drugs will be available through MCCP in 2023?**

- a. MCCP adds additional medications to their website monthly. They will continue to expand this offering to brand drugs and specialty medications.

**10. Why did Mark Cuban start Mark Cuban Cost Plus Drug Company (MCCP)?**

- a. Mark Cuban started MCCP to offer significant savings for generic and brand-name drugs to make purchasing medication more affordable for Americans.

**11. Why is MCCP partnering with EmsanaRx?**

- a. EmsanaRx and MCCP have alignment of company missions - to bring transparency and trust to pharmacy benefits.
- b. Both companies are [Public Benefit Corporations \(PBC\)](#)
- c. Both organizations have a focus on trust
- d. Both offer simplicity for affordable medications

**12. What is the average savings?**

- a. The average savings will be based on the mix of prescriptions ordered. EmsanaRx will have an independent third party provide and validate reporting.
- b. Groups that have analyzed MCCP pricing, report back that if they had a 100% replacement of current generic utilization (on MCCP pharmacy available generic drugs) that they could save as much as 60% on their overall generic spend. An independent consulting firm performed a comparison to NADAC pricing. They found the MCCP pricing to be 20% less than NADAC pricing. They also found MCCP's AWP pricing to have an AWP - 91-92 percent equivalent discount. There are many medications that had a 98-99 percent AWP equivalency discount.

**13. How do MCCP and EmsanaRx work with my current prescription benefit coverage?**

- a. Self-funded employers' current prescription benefit coverage will not be impacted and will not change.
- b. This is a supplemental product offering, and not a replacement for employers' current PBM services.

- c. There is no implementation process or communication needed with your clients' current health benefits plan or PBM.

**14. Will employers have visibility into EmsanaRx Plus pricing?**

- a. Yes, any employer who signs up to use this product will have full visibility and transparency to pricing details.
- b. If broker and/or consultant fees are added, they have to be fully disclosed to the employer/client.

**15. Can any self-funded employer use their own pharmacy?**

- a. For this product, MCCP is the sole pharmacy and will deliver prescriptions to members by mail.

**16. Is this only for PBGH members?**

- a. No, any self-insured employer, large or small, can sign up to utilize this product.

**17. Is this only for one-time medication use or can this be used for a member's maintenance medications?**

- a. All medications on the MCCP website are eligible. Find more information here: <https://costplusdrugs.com/medications/> (medication list and costs are updated frequently)

**18. Who do I contact to move forward?**

- a. Send an email to [Plus@emsanaRx.com](mailto:Plus@emsanaRx.com) or find more information at [www.emsanaRx.com/Plus](http://www.emsanaRx.com/Plus)
- b. Employer-specific information sessions and broker/consultant-specific information sessions will be provided by webcast - find the schedule and register at [www.emsanaRx.com/Plus](http://www.emsanaRx.com/Plus)

**19. What is the timeline to begin offering MCCP medications to employers?**

- a. The launch date of this product is March 1, 2023, or any time after, depending on implementation timelines agreed upon by EmsanaRx and the employer.
- b. For your convenience, EmsanaRx Plus does not have to line up with your clients' current benefits effective dates and can be implemented or launched outside of the benefits cycle.

**20. How will members receive education about EmsanaRx Plus?**

- a. EmsanaRx will provide materials, videos and additional educational marketing for your clients, as requested.

**21. Will employers receive data and/or reporting from EmsanaRx?**

- a. Yes, EmsanaRx is focused on clarity and transparency. Employers will have access to their data pertaining to the EmsanaRx Plus product and will be provided a standard reporting package on a monthly, quarterly and annual basis. Customization based on client-specific needs can be discussed.

**22. Can employers go directly to MCCP or the current PBM for this offering?**

- a. No, the only access an employer has to this product is through EmsanaRx Plus direct agreements and implementation.

**23. Does MCCP need EmsanaRx? Shouldn't employers just communicate the availability and employees just go out and order on their own?**

- a. If employees order on their own directly through MCCP, the employer is no longer providing the service, and they lose all data insight for their members.

**24. Is there a broker/consultant commission included in the EmsanaRx Plus product?**

- a. No, it is not standardly included, but we can add any amount as long as it is fully disclosed to the client.

**25. Will this work with all PBMs or does EmsanaRx have to be the PBM to offer this product?**

- a. This additional, standalone or "plus" product can work alongside any PBM's current benefit plan.

## **About EmsanaRx**

EmsanaRx, PBC is a pharmacy benefit manager that partners with self-funded employers to deliver patient-centric pharmacy benefits with a mission to improve health care outcomes by bringing clarity, integrity and trust to pharmacy benefit management. As a public-benefit corporation, its social mission of improving public health is just as important as the bottom line. EmsanaRx is part of the Emsana Health group of companies, which is majority owned by the Purchaser Business Group on Health (PBGH), a non-profit coalition of nearly 40 large, private employers and public health care purchasers committed to transforming health care nationwide. Learn more at [www.emsanaRx.com](http://www.emsanaRx.com). Connect with us on LinkedIn at [www.linkedin.com/company/emsanaRx](http://www.linkedin.com/company/emsanaRx).