



## CASE STUDY

### San Diego Electrical Health and Welfare Trust

Crystal Clear Rx (CCRx) and the San Diego Electrical Health and Welfare Trust formed a relationship six years ago when they needed a three-year retrospective audit of their Pharmacy Benefits Manager (PBM) contract. The San Diego Trust's administrative manager, Ken Stuart, came to Tim Thomas, founder of CCRx, after hearing his presentation at a conference, looking for advice on their current PBM. Tim recommended they start with an audit of their contract. Today, CCRx is the main pharmacy benefits consultant for the San Diego Trust.

The initial audit looked at the Trust's prescription drug claims to ensure they were receiving financial guarantees within the parameters of their original PBM contract. With 2,800 covered members and 6,000 covered lives in total, Ken realized how vital it was to have an unbiased third-party look over the contract. During the audit, CCRx discovered potential pricing discrepancies due to vague language used in the contract.

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**CCRx identified 44 “grey areas” in total, and closed 41 of those loopholes while negotiating a new 3-year contract, bringing a new sense of transparency to the agreement.**

After the final year of the contract, the San Diego Trust's Board, on Ken's recommendation, hired CCRx to guide them through the RFP process to find a new, more transparent PBM for their Fund.

Following the RFP, the San Diego Trust kept CCRx on as a long-term partner and consultant. To this day, CCRx provides monthly and quarterly reviews that show a detailed breakdown of various prescription components, and keeps a close eye on whether or not PBM guarantees are being satisfied.



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Crystal Clear Rx was able to bring the San Diego Electrical Health and Welfare Trust 30% in overall savings. This was achieved by lowering average ingredient costs per unit (pill) and by increasing rebates through the use of a more transparent rebate process.

### Overall Savings

 30%

### Average Ingredient Cost

 20%

### Average Cost Per Pill

 25%

Should other Funds or self-insured employers have an independent pharmacy benefits consultant like CCRx review their contract?

### Ken Stuart's Thoughts

“For any plan purchaser, if they don't have a transparent firm monitoring their PBM contract, there is a significant chance that they will experience pricing abuse. In my opinion, they should have a PBM consultant working for them. There are many moving parts to PBM pricing and not a large majority of people with expertise like Crystal Clear Rx.”



Working on his 27th year at the Fund and 44th year in the industry, Ken Stuart highly recommends working with Crystal Clear Rx, who has demonstrated an ability to deliver true transparency alternatives.