

**NACO PRESCRIPTION DRUG
PROGRAM**

MEMORANDUM

TO: Michael Johnson, County Administrator
FROM: Beth Lewis, AICP, Community Development Director **BL**
DATE: February 24, 2011
RE: NACo Prescription Drug program

With the budget preparations underway, following is a summary of the NACo Prescription Drug programs benefits the citizens of the County have accrued since we joined the program. This may be useful when deciding if the investment in the dues is worthwhile.

Since June of 2010 when we joined the program, 48 citizens have used the program. The total cost savings accrued in the eight months Southampton County has been part of the program is \$648.17, with \$155.54 saved in January 2011 alone. The average savings each participant realized was \$6.48 per prescription over the eight month period, which is an average of 21.08% below the retail cost of the prescriptions.

A summary of the County residents' use of the program is attached.



NACo Prescription Drug Discount Card Program

Southampton County, VA													
MONTH	TOTAL	PLAN PRICED	% OF PLAN PRICED	RETAIL PRICED	% OF RETAIL PRICED	MEMBER COST	AVG MEMBER COST	RETAIL SUBMITTED PRICE	AVG RETAIL SUBMITTED PRICE	PRICE SAVINGS	AVG PRICE SAVINGS	% OF PRICE SAVINGS	TOTAL UTILIZERS
2011													
JANUARY	20	8	40.00%	12	60.00%	\$ 558.64	\$ 27.93	\$ 714.18	\$ 35.71	\$ 155.54	\$ 7.78	21.78%	8
2010													
DECEMBER	29	10	34.48%	19	65.52%	\$ 644.34	\$ 22.22	\$ 786.76	\$ 27.13	\$ 142.42	\$ 4.91	18.10%	13
NOVEMBER	15	7	46.67%	8	53.33%	\$ 371.31	\$ 24.75	\$ 512.13	\$ 34.14	\$ 140.82	\$ 9.39	27.50%	7
OCTOBER	10	2	20.00%	8	80.00%	\$ 100.88	\$ 10.09	\$ 114.70	\$ 11.47	\$ 13.82	\$ 1.38	12.05%	5
SEPTEMBER	11	7	63.64%	4	36.36%	\$ 283.58	\$ 25.78	\$ 373.41	\$ 33.95	\$ 89.83	\$ 8.17	24.06%	6
AUGUST	8	5	62.50%	3	37.50%	\$ 115.59	\$ 14.45	\$ 163.23	\$ 20.40	\$ 47.64	\$ 5.96	29.19%	5
JULY	6	3	50.00%	3	50.00%	\$ 317.76	\$ 52.96	\$ 363.15	\$ 60.53	\$ 45.39	\$ 7.57	12.50%	3
JUNE	1	1	100.00%	0	0.00%	\$ 33.98	\$ 33.98	\$ 46.69	\$ 46.69	\$ 12.71	\$ 12.71	27.22%	1
TOTALS:	100	43	43.00%	57	57.00%			\$ 3,074.25	\$ 30.74	\$ 648.17	\$ 6.48	21.08%	48.00

Column Headers from left to right:

1. Total Rx's: This is the total number of Rx's that were adjudicated or attempted to adjudicate through the use of the card (the explanation of the next couple of headers will help explain the necessity of this column).
2. Plan Priced Rx's: Caremark tracks all attempts to use the cards including when the pharmacy offers a lower price than the card can give. This is usually when the pharmacy sells a drug at cost or below cost to create foot traffic for the pharmacy or under a special purchase arrangement. This is the amount of Rx's that the card gave the best price vs. the pharmacy.
3. % Plan Priced Rx's: What percentage of the total attempted Rx's adjudicated via best price with the card.
4. Retail Priced Rx's: How many prescriptions where the pharmacy had a lower price.
5. % Retail Priced Rx's: Percentage of Rx's where the pharmacy had a lower price.
6. Total Drug Cost: All prescriptions totaled together at their card discount prices.
7. Average Drug Cost: Average Drug Cost per Rx at the card discounted price.
8. Retail Submitted Price: What the price would have been if the prescriptions weren't filled with the card.
9. Average Retail Submitted Price: Average Per Prescription price if the card wasn't presented at a discount.
10. Price Savings: Total dollar savings for all Rx's filled with the card.
11. Average Price Savings: Average price savings per prescription.
12. % Price Savings: Percentage price savings per prescription.
13. Total Utilizers: This is the total amount of people who represent the total amount of prescriptions *i.e.* some people fill multiple prescriptions. This gives you an indication of how many residents you are helping.

As always, if you have questions, don't hesitate to contact me. Thank you for being a member county, borough or parish and participating in this member program.

Andrew Goldschmidt
 Director, Membership/Marketing
 NACo-National Association of Counties