A CLOSER LOOK AT THE SPECIALTY PHARMACY MARKET

Today’s specialty pharmacy market is rapidly growing. Specialty pharmacy focuses on high-cost, high-touch medication therapy for people with complex diseases and health issues, ranging from cancer and multiple sclerosis to rare genetic conditions.

By 2020

Feeding the growth

It’s estimated that pharmacy costs will account for 31% of overall health care costs, becoming the number one cost driver of client health care expenses.

Specially pharmacy is expected to be 44% of pharmacy spend vs. conventional drug spend.

60% of new drugs in the pharmaceutical pipeline are specialty medications.

Only 4% of our customers take specialty medication. However, these customers’ needs drive 26% of the total health care cost.

Finding a solution

We believe the most effective way to improve health and to control related costs is to understand and manage the entire health experience. Integrating medical and pharmacy benefits is key to providing this holistic view and managing a successful program.

The advantages of integration are clear and so are the results.

Cigna clients save an average of $77 per member per year (PMPY) in medical cost savings when plans are integrated.

Additional medical cost savings: $320 PMPY for those with a chronic condition who engaged with a coach.

$740 PMPY for those with diabetes who engaged with a coach.

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Together, all the way.”

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