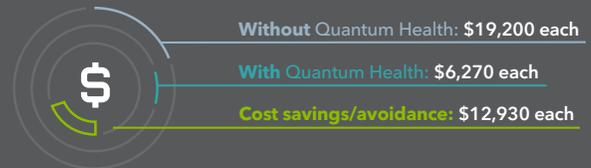


# Controlling Specialty Drug Costs by Managing Site of Care

An estimated 75% of the drugs in research and development fall in the "specialty" category. The average cost of a prescription is more than \$5,000 annually, with some costing hundreds of thousands, even millions per year. When Stephanie received specialty drug treatments for Crohn's disease, changing health plans came with a major impact: Her treating physician was now out-of-network (OON).

The impact of Quantum Health's healthcare navigation and care coordination on Stephanie's drug treatments:



## A COST-CONTROL OPPORTUNITY

The cost for recurring infusions in the doctor's office every eight weeks went from expensive to astronomical. Specialty drugs must be administered by a licensed medical professional in a clinically appropriate care setting. Expensive drug prices, along with professional fees and facility charges, have combined to make this category of drugs more than half of employers' total pharmacy costs. Quantum Health's expertise in site-of-care management gives employers and their members a much-needed cost-control option.



## EXPLORING SPECIALTY DRUG OPTIONS

In every interaction, Quantum Health seeks to reduce cost and complexity for members and employers. When Stephanie's doctor called to confirm benefits and eligibility, our Care Coordinators involved our on-site pharmacist to explore alternative medications and infusion sites. Options they found cut OON costs from \$15,000 per drug treatment, plus \$4,200 for in-office care, to \$5,770 per treatment with a \$500 in-network charge for home infusion.



## ADVOCATING FOR A CHANGE

Our Personal Care Guide (PCG) nurse carefully explained the treatment option to Stephanie, who was thrilled at the prospect of avoiding tens of thousands in out-of-pocket expenses. Because she had tolerated previous treatments well, an alternative infusion site was clinically appropriate. Our PCG conferred with the treating physician, confirmed that high-quality care would continue, then implemented the in-home solution, much to the satisfaction of Stephanie and her employer.



Our clinical team is led by a team of physicians with over two centuries of combined experience. Our chief medical officer leads our continual innovation based on unprecedented and dominating research.

Specialty drugs have remarkable potential to improve outcomes and quality of life. Quantum Health's site-of-care approach – just one feature of our core healthcare navigation and care coordination solution – helps employers and members manage the costs and ensure clinically appropriate care.

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### STRATEGIC PROVIDER ENGAGEMENT

Quantum Health is uniquely positioned to identify, and intervene in site-of-care opportunities.

- Handling service authorizations and benefits eligibility confirmation
- In-depth knowledge of member's health plan, coverage limits and provider network

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### ONGOING GUIDANCE, CARE AND ADVOCACY

Our Care Coordinators build trusted relationships with members on complex healthcare journeys.

- One-on-one support for those receiving specialty treatments and struggling with the costs
- Holistic approach to problem-solving and advocacy for every member

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### INTEGRATED, ON-SITE CLINICAL EXPERTISE

Our on-site clinicians collaborate with treating physicians and members to balance care and cost.

- Rigorous evaluation of specialty drug authorization requests against evidence-based guidelines
- In-depth knowledge of infusion site options

Quantum Health manages the site of care for specialty drugs with a deep level of clinical expertise. It's yet another way we help employers achieve the triple advantage of improved health outcomes, reduced healthcare costs and increased member satisfaction.

**LEARN MORE ABOUT THE QUANTUM HEALTH EFFECT®**

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