GROUP INSURANCE

Our strategy to balance drug costs and patients' needs

Beneva closely monitors drug costs by relying on mandatory biosimilar transition and our pharmaceutical agreements.

The right mix of solutions

This year, our cost control efforts have resulted in significant savings by focusing on mandatory biosimilar transition and expanding our pharmaceutical agreements.

Yearly Savings Generated: $71M

- **$51M | Mandatory biosimilar transition**
- **$20M | Pharmaceutical agreements**

Mandatory biosimilar transition

The transition to biosimilars is one of the most effective solutions to offset rising drug expenditures due to the lower prices of these drugs compared to originator biologics.

In 2022, Beneva implemented a mandatory biosimilar transition policy, mandating substitution with these more affordable alternatives whenever possible.

This approach reflects our commitment to **prioritize the member experience** with clear communications, online resources, transparent exemption criteria, and reasonable timelines.

Our strategy helped **mute growing drug expenditures**, all while **preserving patient health** and ensuring a smooth transition for our members.

13 medications targeted by the biosimilar transition

The prices of biosimilars can be **10%** to **40%** lower than those of biologics drugs.

Pharmaceutical agreements

Product listing agreements work together with biosimilars to manage costs while giving patients access to innovative treatments, leading to better health outcomes.

Beneva's pharmaceutical expertise team is continually working to expand our agreements with drug manufacturers. Through ongoing negotiations, we've secured discounted pricing on over **49 products**, offering another means to mitigate costs for plan sponsors.

The discounts obtained from pharmaceutical agreements average **12%** and can go as high as **60%**

Products listing agreements : 49

Chronic conditions: **30 products** | Other conditions: **19 products**

Grace under pressure

How can we find the balance between cost management and the quality of services for our members?

The rising demand for comprehensive benefits plans amid financial pressures underscores the need for strategic, proactive solutions. As insurers, it is our role to navigate these challenges effectively, ensuring that businesses can continue to offer valuable coverage without compromising on cost control.

Our commitment to innovative approaches and sound cost management reflects our dedication to supporting both employers and employees.

Beneva is convinced that the transition to biosimilars is essential in ensuring the sustainability of benefits plans. The synergy between expanding our pharmaceutical agreement strategy and implementing proactive drug management measures, such as prior authorization and step therapy, generates substantial savings for our plan sponsors.

You're in good hands for the future!

For more information, talk to your account executive.
If you don't have one, simply get in touch with our team at beneva.ca/en/group-insurance/form.

beneva

People protecting people