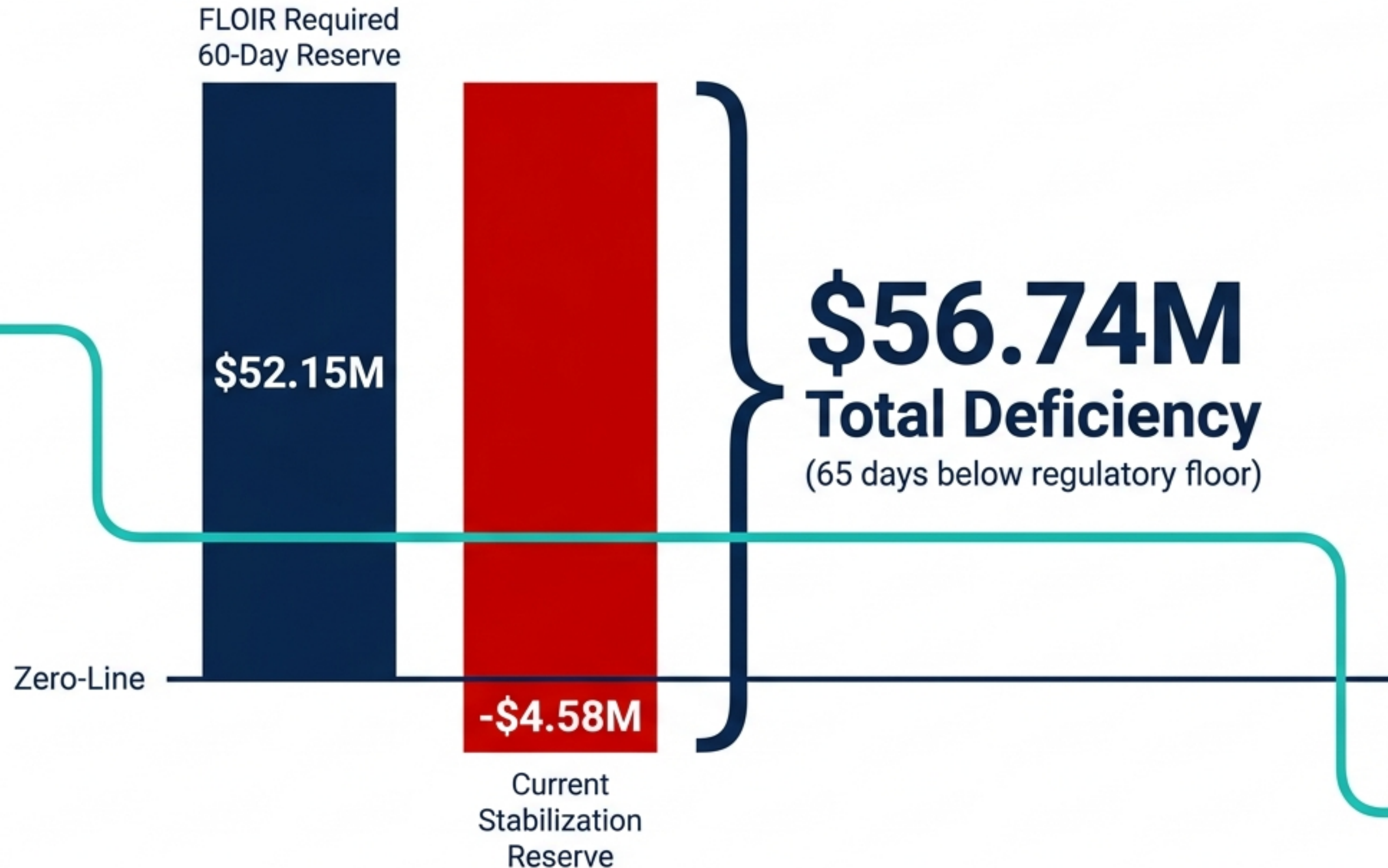


# Financial Recovery Through Clinical Precision

A 340B Clinical Pharmacy Pathway for the Orange  
County Public Schools Employee Benefits Trust

**Presented By:**  
Suncroft Health Advisors + Eleva RX

# The Financial Vital Signs: A \$56.74M Emergency



## Q1 Warning Indicators

Q1 Loss:  
**\$21.9M**  
(Nearly 4x YoY)

Earned Premiums:  
**-2.75%**

Expenses:  
**+20.66%**

# The Diagnosis: Uncontrolled Specialty Spend



1 | **Q1 Total Pharmacy Spend: \$22.1M**

2 | **Annualized Specialty Run Rate: >\$50M**

3 | **Top Drivers:** Mounjaro, Ozempic, Skyrizi, Dupixent, Stelara.

*The increase was driven primarily by prescriptions. — OCPS May 8<sup>th</sup> Trustee Report*

# The Prescription: A Clinical-Care-First 340B Model

Not a pharmacy savings program. Not a rebate trick. This is a healthcare optimization model that responsibly leverages the federal 340B program.



## Patient Care Must Improve.

Real clinical support  
for complex, chronic  
conditions.



## Compliance Must Be Airtight.

Built defensively to  
survive any serious  
regulatory review.



## Economics Must Align.

Dramatically lowering  
acquisition costs for  
the employer while  
supporting safety-net  
providers.

# The Dual-Engine Infrastructure: Compliance & Care



## Jonathan Kilman

(Compliance/Law)

30+ year attorney specializing in healthcare law. Ensures every component (covered entities, benefit design) is built with compliance as the foundation. Delivers a defensible, scalable 340B framework.



## David Hughes

(Clinical/Pharmacy)

Respected pharmacist with decades building health system pharmacy programs. Ensures members are clinically supported, not just dispensed to.

### Patient Context Bar

Supporting real OCPS families: 2,251 on dermatologic, 1,057 on antineoplastics, 484 on antiasthmatic agents.

# Transactional vs. Relational: Shifting the Paradigm

	Status Quo (PBM Specialty Pharmacy)	Suncroft + Eleva RX Pathway
<b>Patient Engagement</b>	Engagement immaterial to patient experience.	Direct access to care brings patient informed choice and reduces disruption.
<b>Pricing</b>	Pricing engagement scarce if real availability is absent.	Eleva RX secures direct channels for pricing.
<b>Transparency</b>	Limited engagement with opaque specialty pharmacy pricing.	Contract funding and engagement – transparency and knowledge flow across the process.
<b>Clinical Oversight</b>	Provider-adjusted clinical concept access delayed or patient attached to process.	Enable oversight with clinical oversight, engagement, and clinical insights.

The OCPS employee does not lose access. They gain clinical support while the Trust reduces spend.

# The Clinical Care Pathway: How It Works

## Step 1: Identification & Consent



Eligible member signs care coordination agreements. Suncroft matches OCPS with a regional Covered Entity.

## Step 2: PharmD Telehealth Consult



Deep-dive review of adherence, dosing, and side effects with a licensed Doctor of Pharmacy.

## Step 3: Specialist Access (If Needed)



Virtual consultations available for endocrinology, rheumatology, dermatology, etc.

## Step 4: 340B Compliant Dispensing



Prescription qualifies under the covered entity's structure, unlocking drastically lower acquisition pricing.

## Step 5: Direct-To-Home Delivery

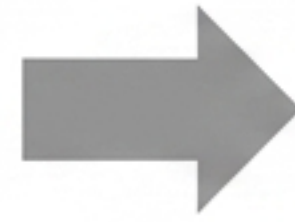


Seamless, continuous delivery with zero disruption to the member.

# Financial Prognosis: Skyrizi Intervention

~~\$20,615~~

Current Avg



~\$8,246

Suncroft + Eleva RX Model

Annualized Skyrizi Spend:	~\$3.78M → ~\$1.51M
<b>Annual Gross Savings:</b>	<b>~\$2.27M</b>
Suncroft Fee (30% of verified savings):	<b>~\$681K</b>
<b>Net Annual Savings to OCPS: ~\$1.59M</b>	

***Skyrizi alone recovers roughly 7% of your current FLOIR reserve gap.***

# Financial Prognosis: The GLP-1 Portfolio

Pathway

## Current Spend Block

**Mounjaro (\$6.55M)  
+ Ozempic (\$6.08M)  
= \$12.63M  
Single-Year Spend.**

### Resolving the Dec 10th Dilemma:

Enables expanded coverage  
without sacrificing solvency.

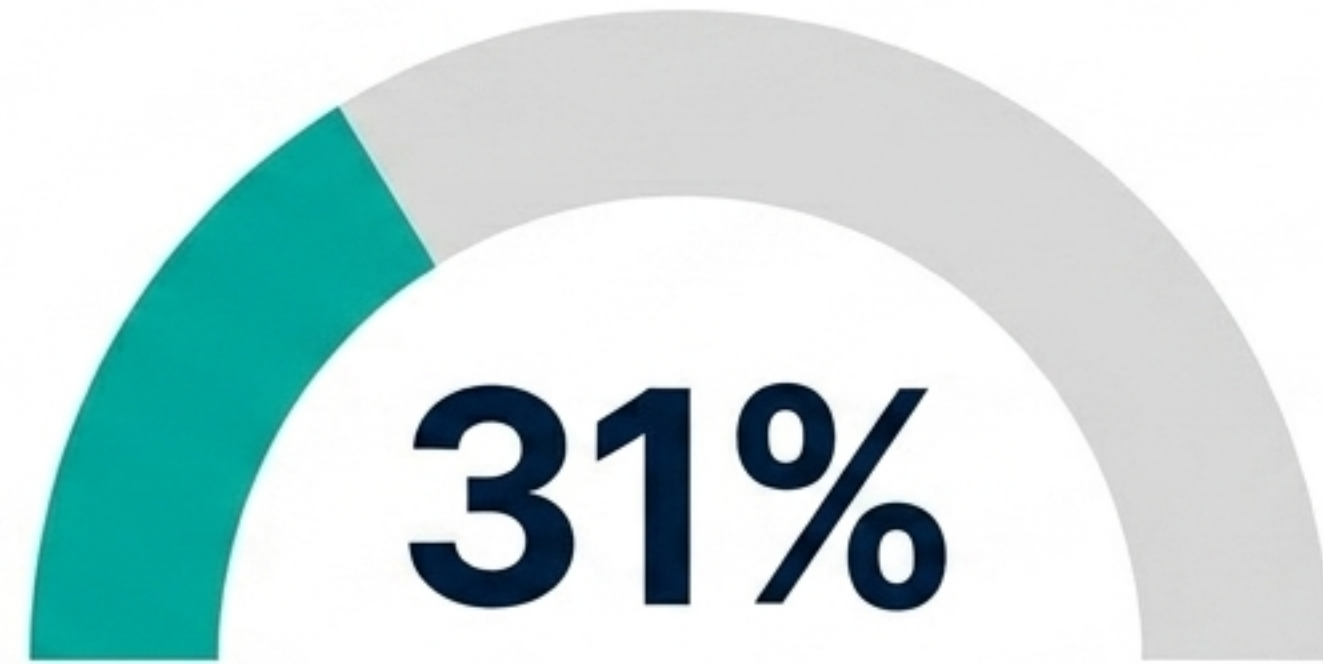
## Savings Matrix

(Based on 55% conservative reduction)

Annual GLP-1 Spend:	~\$12.63M →	<b>~\$5.68M</b>
Annual Gross Savings:		<b>~\$6.95M</b>
Suncroft Fee (30%):		<b>~\$2.08M</b>

**Net Annual Savings to OCPS: ~\$4.86M**

# Total Specialty Recovery: Closing the Gap



## ~\$17.7 Million Net Annual Savings

"Blended 50% Reduction Model" Data Matrix

Total Annual Specialty Spend: <b>~\$50.3M</b>	Gross Savings: <b>~\$25.2M</b>	Suncroft Fee (30%): <b>~\$7.5M</b>
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Achieved in a single plan year. Zero benefit cuts. Zero copay increases. Zero disruption to member access.

# Plan Integration: Preserving Trust Flexibility

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## Path A: Condition of Coverage

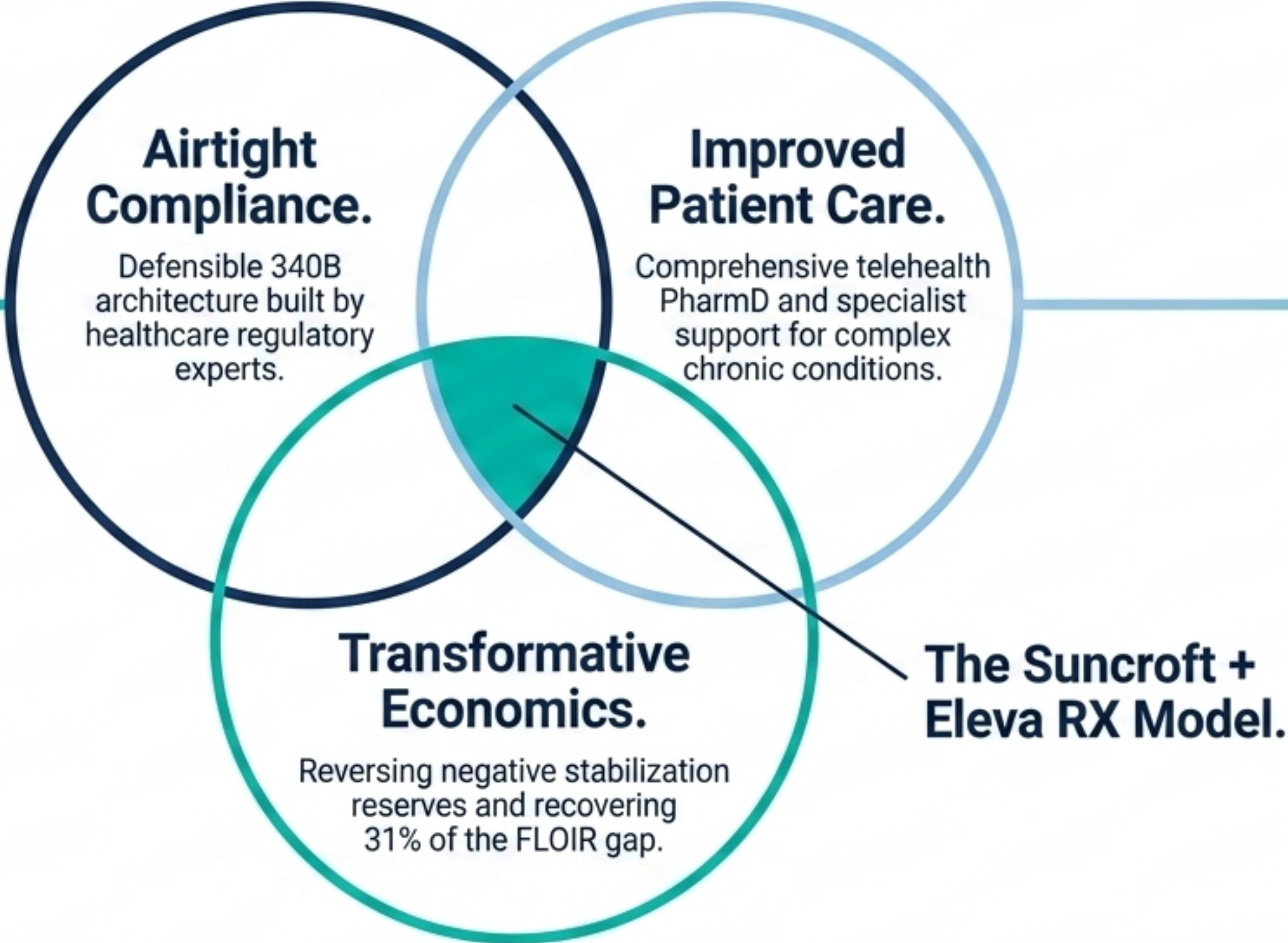
Participation in the Suncroft + Eleva RX clinical pathway is required for designated high-cost specialty medications. Maximizes immediate savings.

## Path B: Preserved Optionality

Traditional channels remain open, but at meaningfully higher copay/cost-share levels for members who opt out. Preserves ultimate member choice while incentivizing the clinical model.

**Strategic Alignment Box:** Both approaches align the health plan, the patient, and the clinical model. Compliance is maintained. Economics are solved.

# The Suncroft + Eleva RX Mandate



A win for the patient. A win for the Trust. A win for safety-net providers serving Central Florida.

# Next Steps: Developing the Formal Blueprint

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## The Request

Grant the mandate to develop a formal proposal modeled directly against the Trust's full claims file.

### Deliverables:

- Line-by-line financial breakout of Skyrizi and the GLP-1 portfolio.
- Complete analysis of the top specialty book.
- Customized benefit design recommendations.

***These are not problems solved by plan-design tinkering at the margins. We look forward to partnering with Beth, Kim, Gallagher, and the Trustees to execute a structural solution.***