

## Contracting Best Practices Checklist

Achieving an optimized pharmacy benefit contract for your self-funded clients involves a careful review of the pricing and rebate terms and contract language. Having the ability to review and identify potential risk areas in your clients' contracts, you are in a better position to help them negotiate a more client-friendly arrangement that is structured to achieve their benefit goals.

**Consider this your handy guide to optimized pharmacy benefit contracts. Use it to help direct your conversation with your self-funded clients.**

- How well do you understand your current pharmacy contract?
- What data are you using to help you evaluate the financial and member impact of plan changes before you make them?
- What is your long-term strategy to manage ongoing pharmacy spend?
- Can you manage and adjust the pharmacy benefit as a stand-alone entity?
- What visibility do you have into the pricing terms and performance data for your plan?
- How are high-cost specialty drugs affecting your bottom line?
- What are your rights to audit and exit the contract, if necessary?