

Evaluation Rubric



The lower the score – the lower the risk.

Criteria	Highest Risk 5	Moderate Risk 3	Lowest Risk 1	Score
Type of PBM model	Traditional	Hybrid Pass-through or Hybrid Transparent	100% Pass-through and Transparent	
Vertical Alignment	PBM also owns a TPA, Pharmacy Network, &/or Repackaging company.	PBM owns more than one entity.	Owns only a PBM. No conflicts of interest.	
Revenue Model	Multiple forms of revenue with lack of transparency into revenue streams.	More than two forms of revenue with partial transparency.	Contractual reps and warrant one source of revenue is disclosed.	
Use of Rebates	PBM retains rebates. Practices spread.	PBM retains rebates. Practices spread.	No rebate retention. 100% back to client.	
Access to Claims System	No access	Access to dashboards	Broad access to data and systems	
Guarantee Language	No guarantee and/or strictly uses discount and rebate guarantees.	Offers minimal guarantees.	Net savings guaranteed using a mutually agreed upon basis. (i.e., PEPM guarantee)	
DIR Fee	Utilizes DIR fees as revenue stream.	Does not denounce DIR fees or mention them in their contract.	Does not utilize DIR fees. Complete clarity on DIR stance.	
Repackaged NDCs	Allows repackaged NDCs to process.	Does not denounce or mention repackaged NDCs in their contract.	Contract warrants repackaged NDCs are not allowed to process.	

Criteria	Highest Risk 5	Moderate Risk 3	Lowest Risk 1	Score
Formulary Flexibility	Formulary is not customizable.	Nominal formulary changes are allowed.	Broad flexibility to customize the formulary.	
Prior Authorization (PA) Program	Upsell program. Per PA fee of \$75+	Upsell program. Per PA fee of \$50+	No upcharge. Included in admin fee.	
PA Approval Rate	Above 90%	Above 70%	Below 50%	
Mail Order (MO)	Promotes their MO pharmacy. Waives copays to steer and drive revenue.	Restricted MO network. Requires plan incentives to use MO.	Does not own a MO pharmacy. Member choice in where to fill. Does not waive copays.	
Alternative Funding Programs	Provides restrictions or limits on alternative funding programs.	Allows only their own alternative funding program.	Allows multiple solutions for alternative funding.	
Site of Care (SOC)	Does not offer SOC program.	Offers a voluntary SOC program.	Offers a <u>mandatory</u> SOC program.	
Full Disclosure	Often restricts access to data or information by utilizing proprietary language.		PBM offers answers to all questions related to PBM relationship.	
Final Score				

Risk Scoring Results

- 75 Highest Risk
- 45 Moderate Risk
- 15 Lowest Risk

