

# How do PBMs Make Money?

*Customized Training Program to Meet Your Needs*

Pricing Transparency is a hot topic for health plans and employers as they wrestle to understand the business tactics PBMs employ to increase margin yields. Pharmacy Healthcare Solutions provides an in-depth review for pharmaceutical life science companies to understand the various revenue paths PBMs seek. Our customized training program can include:

- 📌 Evolution of PBM Transparency Issues
- 📌 Identifying PBM Financial Spreads
- 📌 Additional Sources of PBM Revenue
- 📌 Pharmacy, Pharmaceutical Manufacturer, and Health Plan/Employer Perspectives
- 📌 Future Market Trends

Help increase your company's understanding of how PBMs make money. Pharmacy Healthcare Solutions will review the various dynamics that drive PBM business decisions aside from negotiating discounts and rebates.

Specific goals will be to understand:

- 📌 **Transparent Fee Arrangements**
- 📌 **Rebate Pass Through Options**
- 📌 **Fee Structure Implications**
- 📌 **PBMs - Fee for Service:**
  - Lack Incentives to Lower Rx Spend
  - Rebates vs. Low Net Rx Cost
  - Higher per Transaction Cost

Regardless of whether you are targeting new trainees, a seasoned sales force, or a veteran management team, PHSI will develop customized case studies to meet your needs.

