

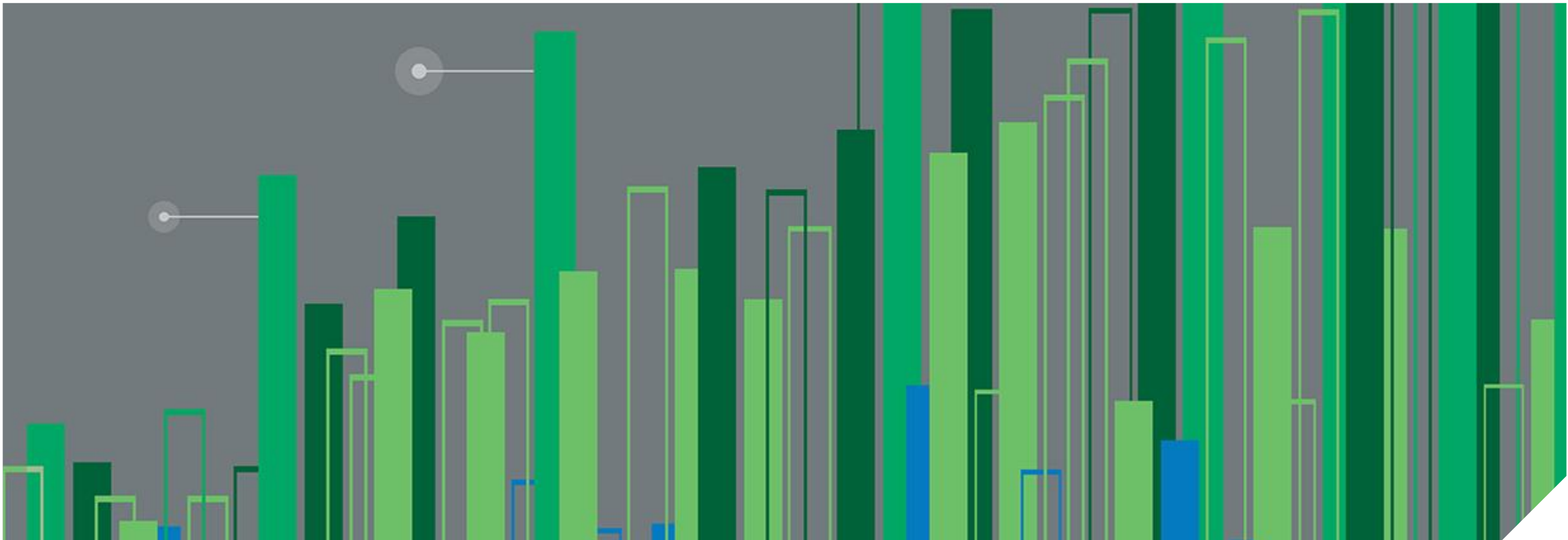


# Milliman Medicare Advantage Competitive Value Added Tool

Milliman MACVAT<sup>®</sup>

Julia Friedman, FSA, MAAA

JULY 2023



# Current Competitive Analysis Challenges



**How do you know how your organizations' benefits stack up against the competition?**



**How much valuable time and resources is your organization allocating to gathering data?**



**How does your organization easily analyze the full range of benefits in the MA marketplace?**



**Data is increasingly visual; does your organization have the capabilities to draw out these relationships?**

**The Milliman MACVAT tool is licensed to MAOs which cover over 83% of individual MA enrollment.**

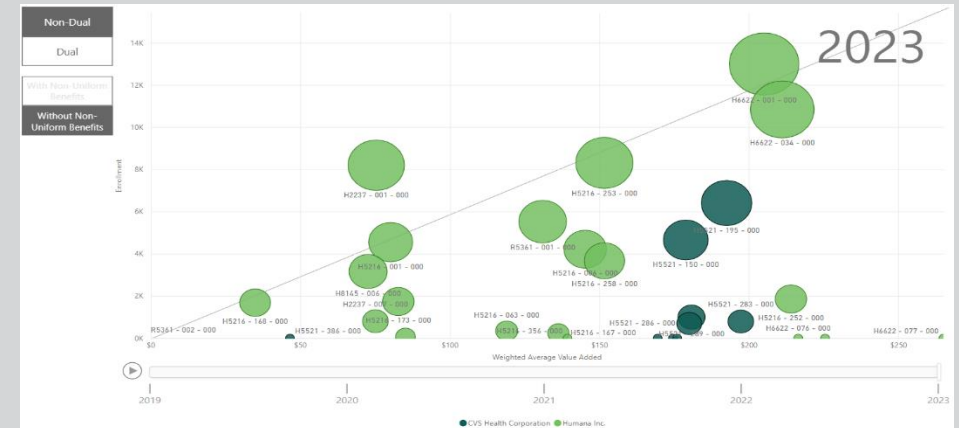
# Applications of Milliman MACVAT

## Benefit Cost Sharing Summary

- User friendly
- Easy to compare benefits for multiple sponsors
- Understandable marketability of current plan offerings

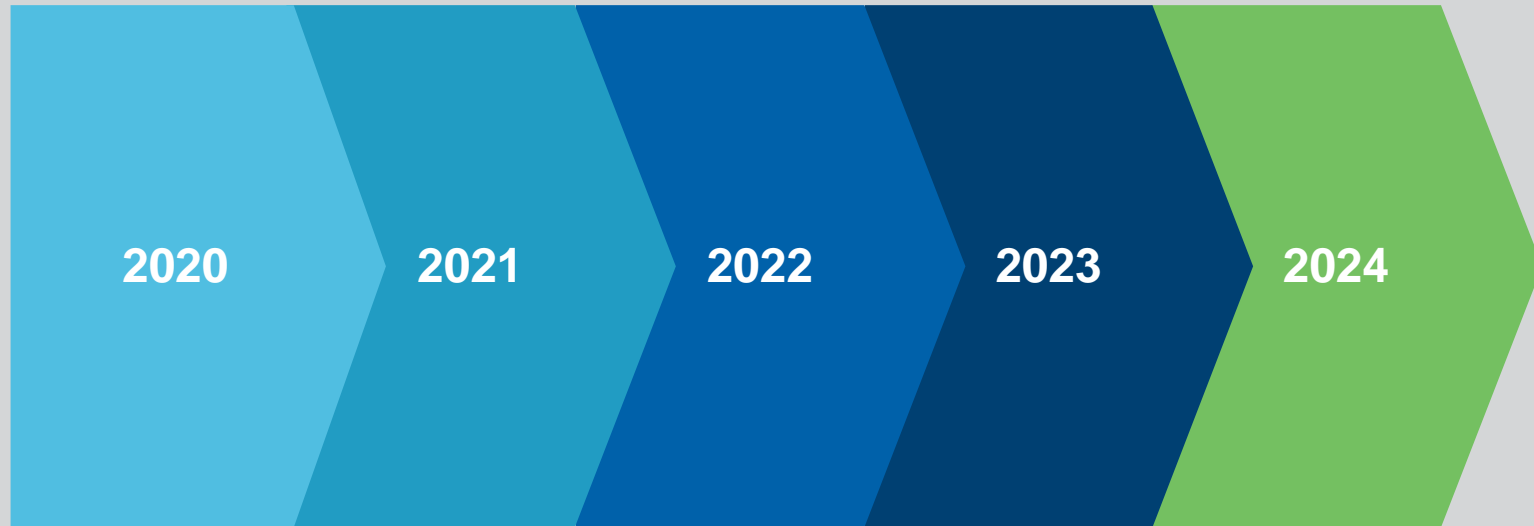
## Competitive Analysis

- Allows visibility into competitive benefits across markets
- Estimates of the **value added** of in-network services
  - Separately for Non-Dual (non-institutionalized / non-Medicaid) and Dual populations
- Existing markets and potential service area expansion



# Summary of Information Captured

- **General 2024 plan information**  
(plan name, parent name, SNP type, etc.)
- **Star rating**
- **Enrollment including crosswalks**
- **Member premium**
- **Value Added**
- **Benefit detail**



# Milliman MACVAT® Product Suite

The Milliman MACVAT offers a suite of tools to assist in robust product design and Medicare Advantage market strategy.

Milliman MACVAT includes a **wealth of additional analytical power** in additional products we have developed to meet specific client needs. They each include comparative metrics and analytics related to the value added that is fundamental to the Milliman MACVAT.

These tools have been successfully used for a number of years by clients who find their insight invaluable to developing Medicare Advantage strategy.

We are happy to provide demonstrations of these products at no charge.

## Yearly Benefit Tool (YBT)



- Quickly filterable averages of value added and various benefit cost sharing amounts for the last five years
- Driven by Excel's built-in pivot table functionality
- Year-over-year changes are calculated from the displayed results
- Released shortly after original MACVAT

## Winners / Losers Tool



- Measures key differences in important market metrics based on MA plans which captured significant membership or lost significant membership during AEP
  - E.g., premium, MOOP, cost sharing, value added, etc.
- Easily customizable by users to adjust for geography, plan design, membership capture, and more
- Released in January

## Alternative Value Added Calculations



### Average Relative Member Savings (MA-ARMS) Tool

- Value added is calculated based upon a single set of cost and use metrics which normalizes for geographic differences between counties to compare plans apples-to-apples nationwide
- Released in November / December

## IRAVAT



- Prices 2024 benefits (excluding coverage gap) and formularies under the 2025 Part D benefit structure across all plans nationwide
- Determines benefit value impact of the 2025 Part D benefit structure and relativities between plans and Medicare Advantage Organizations, based on 2024 data

# Tool Demonstration

# Additional Information



[milliman.com/millimanmacvat](https://milliman.com/millimanmacvat)



# Milliman Medicare Suggest

**Andy Mueller**

**Joseph Boschert**

JULY 12, 2023



# Current Challenges

The pains plans often encounter...

# Growth and Retention



**Growth**

**Conversion Ratios**

**Retention Ratios**

# Broker Influence and Cost

Avoidable Commissions

Misaligned Incentives

Beneficiary Interest



# Generic Marketing



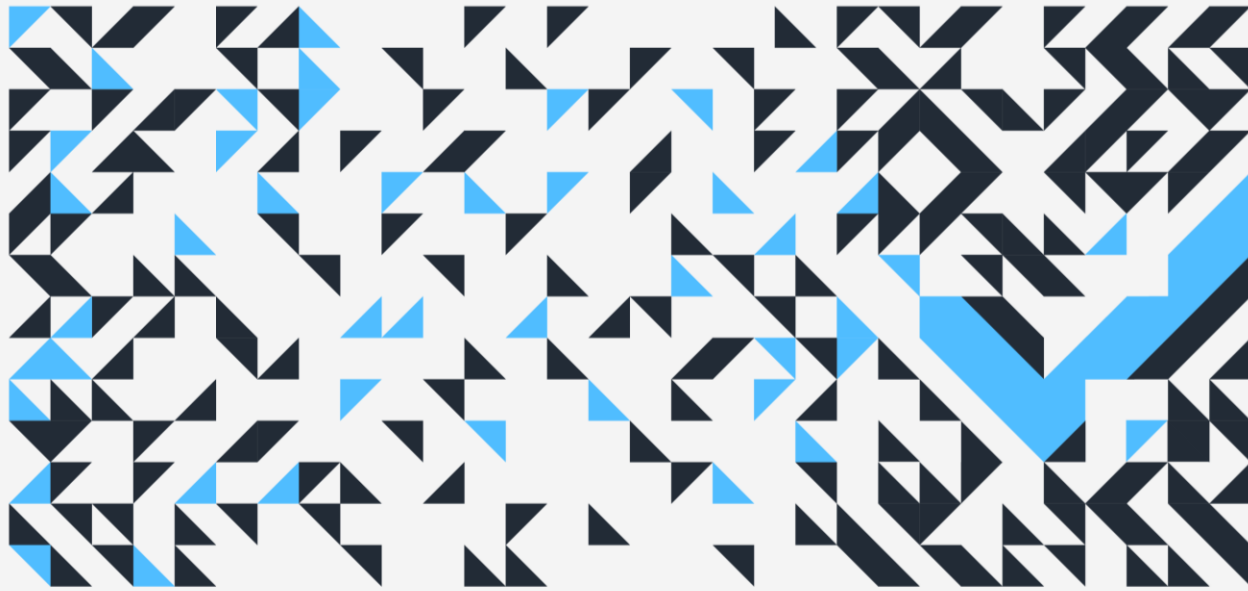
- TV Personalities
- Mailers
- CMS Regulations
- Unintelligent

# Perfect Competition

Challenge to find Optimal Plan



# Oceans of Data



**Medical + Rx Utilization**

**Clinical Data**

**Intersectional Marketing Data**

# Profiling and Targeting



**Plan Richness**

**Pharmacy Drugs**

**Correlations**



**We can do better**

# Solution Overview

High Level



## Data Sources

Intake Options



## Plan Suggestions

Output Options

# Data Sources

## Options



### Manual

Human-entered



### Current Claims / ACO files

Eligibility / Contact

Medical

Pharmacy



### Rx History

Prescription Data  
Service

5 inputs = Rx history



### CMS

Blue Button

Existing Beneficiary



### CMS

DPC

Provider Relationship



### Epic EHR

Clinical Data

Milliman Data  
Connector

# Process Flow



## Intake & Transform

Variety of sources  
Common model



## Find Individuals

Millions Beneficiaries  
Advanced ML



## Adjudicate Plans

All cost sharing categories  
All Plans  
Nationwide Allowed



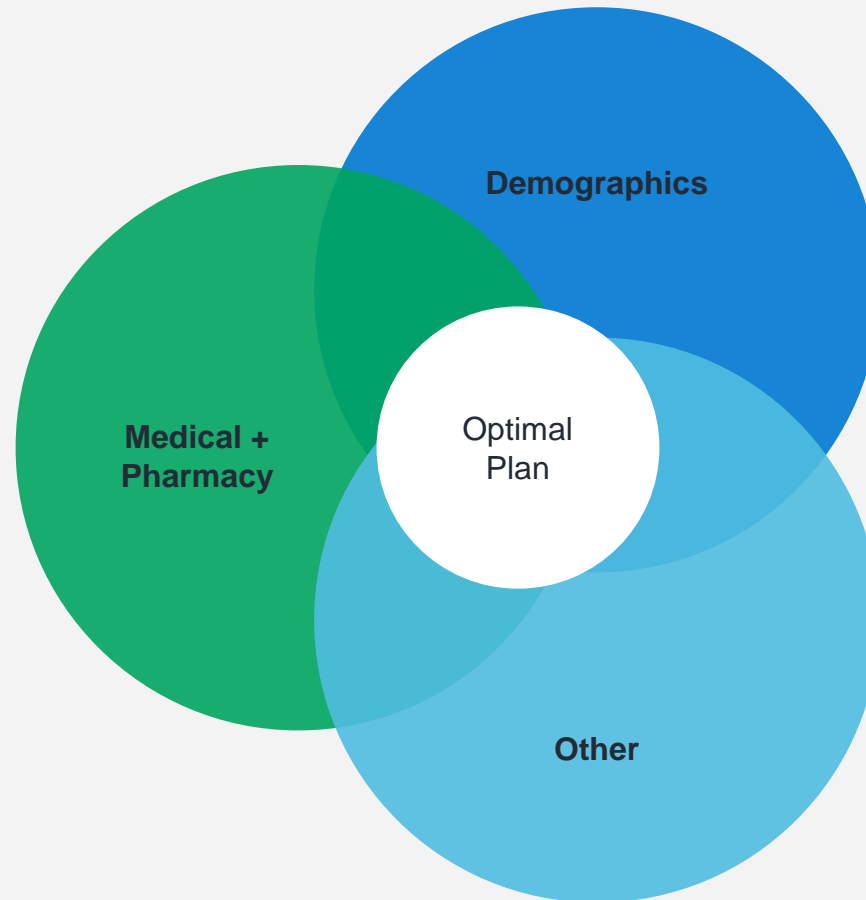
## Rank & Suggest

OOPC Ranking  
Net Wallet Ranking  
Custom Weighted Ranking

# Doing better means real personalization

Thousands of features

- IP/OP
- Procedures
- Length of Stay
- Providers
- PBP Categories
- Therapeutic Classes
- Maintenance Medications
- Days Supply
- Quantity Dispensed
- Pharmacies



- Age
- Gender
- Geographic Attributes

- Provider Directories
- Supplemental Benefits
- Client Filtering
- Other

# Three Ranking Options

## Out Of Pocket Costs (OOPC)

Medical Costs + Rx Costs + Premium

Default Ranking

## Net Wallet Impact

OOPC + Cash

Part B Premium Buydown

MSA Deposit

## Custom Weights

Total OOPC

Provider Match

Supplemental Benefits

# Output Options

Serving a variety of client needs

## Hybrid Options

Use one or many approaches



### APIs

Developer-friendly  
Systems integration  
Realtime



### Website

White-Labeled  
Quick Turnaround



### Flat Files

Batch Processing  
Monthly Cycles



### Consulting Reports

White glove

# Medicare Pricing at Milliman

Medicare Repricer

Medicare Reference Pricer

Milliman Medicare Repricer & Reference Pricer



# Agenda

**1**

**Solutions  
Overview**

**2**

**Key Features**

**3**

**Supported  
Fee  
Schedules**

**4**

**Uses**

**5**

**Case Study:  
Payment  
Integrity**

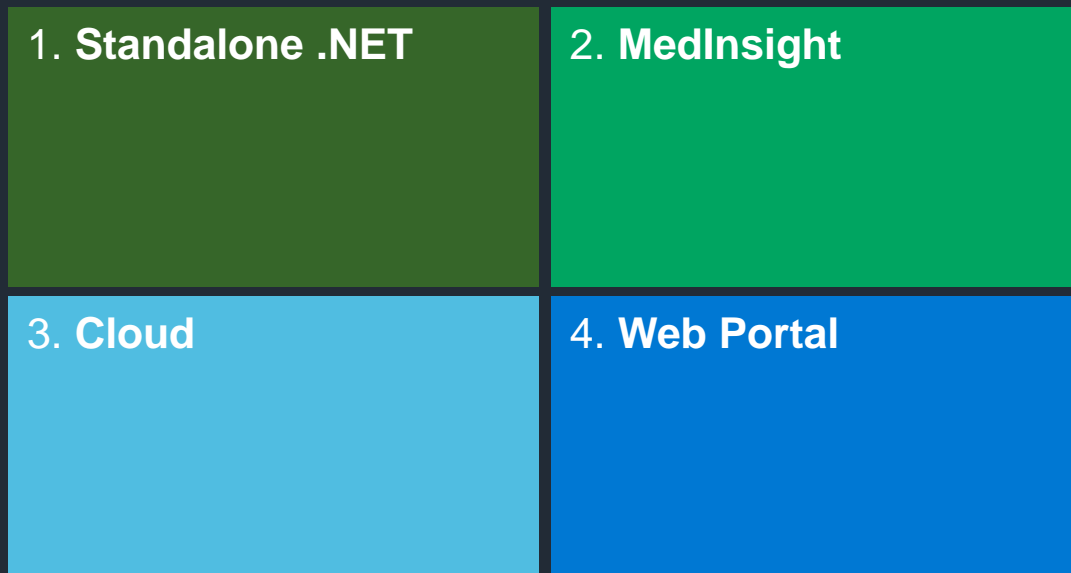
**6**

**Case Study:  
VA**



# Solutions for Medicare Pricing

- Batch Processing
- Individual Claim Pricing



# Key features

## Quarterly Updates

We track the Federal register and the quarterly releases of each CMS Fee schedule and provides timely updates.

## Complete Payment Adjustments

Replicates each Medicare payment adjustment and is tested using Milliman's detailed Medicare claim feeds from CMS.

## Detailed Build-Up

Generates claim-level reports detailing the build-up of all payment amounts.

## Configurable Payments

Include or exclude payment components such as indirect medical education (IME), graduate medical education (GME), and organ acquisition payments.

## MS-DRG and APC Groupers

Software includes integrated MS-DRG and APC Groupers.

## Provider-Specific Adjustments

Includes providers-specific adjustments such as value-based purchasing adjustments, and quality reporting adjustments.

# Supported fee schedules

<ul style="list-style-type: none"><li>▪ Inpatient Prospective Payment System (<b>IPPS</b>)</li><li>▪ Critical Access Hospital (<b>CAH</b>) interim payments</li></ul>	<ul style="list-style-type: none"><li>▪ Outpatient Prospective Payment System (<b>OPPS</b>)</li><li>▪ Ambulatory Surgery Center (<b>ASC</b>)</li></ul>	<ul style="list-style-type: none"><li>▪ Physician <b>RBRVS</b></li><li>▪ Average Sales Price (<b>ASP</b>) drug fee schedule</li></ul>	<ul style="list-style-type: none"><li>▪ Clinical <b>Lab</b></li><li>▪ Parenteral and Enteral (<b>PEN</b>)</li><li>▪ Skilled Nursing Facility (<b>SNF</b>) PPS</li></ul>
<ul style="list-style-type: none"><li>▪ <b>Anesthesia</b></li><li>▪ Dialysis Facility (<b>ESRD</b>) PPS</li></ul>	<ul style="list-style-type: none"><li>▪ <b>Ambulance</b></li><li>▪ Durable Medical Equipment &amp; Prosthetics (<b>DME-POS</b>)</li></ul>	<ul style="list-style-type: none"><li>▪ Inpatient Psychiatric Facility (<b>IP Psych</b>) PPS</li><li>▪ Long-Term Care Hospitals (<b>LTCH</b>)</li></ul>	<ul style="list-style-type: none"><li>▪ Inpatient Rehabilitation Facility (<b>Rehab</b>) PPS</li><li>▪ Home Health (<b>HH</b>) PPS</li></ul>

# Uses

Benchmarking  
payment rates

Converting  
commercial  
contracts to  
Medicare-  
based fee  
schedules

Claim  
adjudication

Auditing  
payment  
accuracy

Setting and  
evaluating  
provider  
capitation  
rates

Medicare  
Advantage  
bid  
development:  
fee schedule  
trend, related  
party  
comparisons



# Case Study: Payment integrity

## Situation



Concerned about provider payment accuracy. No comprehensive “proof” provider payments are accurate and consistent with provider contracts

## Challenge



Monitor all provider payments for consistency with Medicare fee-for-service (FFS) allowed. Then check against percent of Medicare contract terms and evaluate non-standard contract terms.

## Solution

Used Medicare Repricer to adjudicate all claims to Medicare FFS, applied percent of Medicare contract terms. Additionally, ran general audits (dups, NCCI).

The table on the next page summarizes the results for specific clients.

## Case Study: Payment integrity

Plan	Lines of Business	Approximate Size	Savings (\$M)		Resolution
			Total Opportunity	Go Forward (Annual)	
<b>Special Needs Plan</b>	Medicare Advantage - hospital only	30,000 members	\$85.0	\$18.0	Fixed claim system configuration, reducing inpatient hospital spend by 10%. Negotiated recoupment of \$30M in overpayments.
<b>Regional Health Plan A</b>	Medicare Advantage	\$800M in annual premium for MA	\$26.0	\$12.0	Renegotiated outpatient hospital contracts.
<b>Provider Affiliated Health Plan</b>	Medicare Advantage, Managed Medicaid	\$1.4B in annual claims (50% were outside the system)	\$13.5	\$9.0	Largest savings was for recontracting Medicaid payments to dialysis providers.
<b>Regional Health Plan B</b>	Medicare Advantage, TRICARE	\$600M in annual claims	\$3.8	\$1.5	Implement drug unit coding edits (\$800k). Fix loading of contract parameters in claim system (\$700k).
<b>Regional Health Plan C</b>	Medicare Advantage, Commercial	\$270M in annual claims	\$8.8	\$0.8	Fixed claim system configuration for inpatient hospital.
<b>Medicare Advantage Plan</b>	Medicare Advantage	40,000 members	\$2.6	\$0.6	Fixed claim system configuration for professional.

*Note: Savings opportunity reflects universe of claims identified by Milliman and confirmed by client. Go forward savings reflects estimated annual savings from client action.*

# Bringing modernization and automation to claims pricing.

CLIENT

Department of Veterans Affairs

## SITUATION

The Department of Veterans Affairs (VA) runs the largest integrated healthcare network in the nation and provides care to 9M Veterans annually. Care is provided either through the traditional model (directly through VA facilities) or through Community Care, which is healthcare services provided to Veterans by non-VA healthcare providers.

## CHALLENGE

VA Community Care has expanded significantly in recent years, and VA's legacy solution for auditing claims was no longer an efficient option. Only a limited number of payment systems were supported, and only Outpatient and Professional claims could be priced using web based technology. The system was costly to maintain – besides old technology, there were multiple tailored solutions which made model maintenance difficult.

## SOLUTION

Milliman's Medicare Reference Pricer (MRPricer) team implemented a cloud-based pricing service for the VA auditing team that improved efficiency by modernizing, automating, and improving the technology and workflow. MRPricer supports VA with a single solution, replacing the difficult to maintain legacy solution. The MRPricer integrates MS-DRG grouping, APC grouping and NCCI edits. The MRPricer solution is cloud-based and can be integrated with your existing claims payment and warehousing infrastructure.



Improved performance and efficiency

through a modernized, cloud-based pricing solution.



# Medicare Reference Pricer

## OPPS Input screen

Milliman
Sign Out

### OPPS/ASC Pricer

Enter all claim information requested below. Please press SUBMIT when complete to calculate the prospective payment amount. < Back

Claim ID

Provider Name<sup>1</sup>

Medicare ID<sup>1</sup>

NPI<sup>1</sup>  
(facilities may have multiple NPIs)

Date of Birth

Gender

ZIP Code

Place of Service

Bill Type

From Date (MM/DD/YYYY)

To Date (MM/DD/YYYY)

Calendar Year 2022

<sup>1</sup> Pricing depends only on Medicare ID

**Set OCE Execution**

#### Value Codes

Total Value Codes

Value Code	Amount
<input type="text"/>	<input type="text" value="000000.00"/>
<input type="text"/>	<input type="text" value="000000.00"/>
<input type="text"/>	<input type="text" value="000000.00"/>
<input type="text"/>	<input type="text" value="000000.00"/>
<input type="text"/>	<input type="text" value="000000.00"/>

#### Condition Codes

Total Condition Codes

Condition Code
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>

#### Occurance Codes

Total Occurance Codes

Occurance Code
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>

#### ICD-10 Diagnosis Codes

Enter ICD codes without the decimal.

Total Diagnosis Codes

Diagnosis Code
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>

Add +
Delete

Add +
Delete

Add +
Delete

Add +
Delete

**Total Lines**  Total Billed: \$300.00

Line ID	Revenue Code	Procedure Code (CPT/HCPCS)	Modifier 1	Modifier 2	Service Date	Units	Billed
1	<input type="text" value="0360"/>	<input type="text" value="73200"/>	<input type="text"/>	<input type="text"/>	<input type="text" value="08/01/2022"/>	<input type="text" value="1"/>	<input type="text" value="100"/>
2	<input type="text" value="0360"/>	<input type="text" value="72192"/>	<input type="text"/>	<input type="text"/>	<input type="text" value="08/01/2022"/>	<input type="text" value="1"/>	<input type="text" value="100"/>
3	<input type="text" value="0360"/>	<input type="text" value="74150"/>	<input type="text"/>	<input type="text"/>	<input type="text" value="08/01/2022"/>	<input type="text" value="1"/>	<input type="text" value="100"/>

# Medicare Reference Pricer

OPPS Output screen

## OPPS/ASC Pricer - Pricing Outputs

Medicare Allowed Amount **\$203.12**  
 Pricing Errors **N**

### Basic Information

Pricing Mode FFS Medicare  
 Pricing Calendar Year 2022  
 Claim ID 1  
 Provider Name North Alabama Medical Center - Florence, AL  
 Medicare ID 010006  
 ZIP Code 35630  
 Claim Priced Date 2023-07-07

### Claim Details

From Date 08/01/2022  
 To Date 08/01/2022  
 Total Billed \$300.00  
 MSA 22520  
 MSA Description Florence-Muscle Shoals, AL  
 POS 22  
 Bill Type

### Factors & Adjustments


Wage Index 0.8113  
 GPCI Work 1.0000  
 GPCI Practice 0.8880  
 GPCI Malpractice 0.9210  
 Cost-to-Charge Ratio (CCR) 0.1200  
 CCR Effective Date 02/23/2022  
 Outlier Amount \$0.00

### Service Line Items

Line ID	Revenue Code	Procedure Code (CPT / HCPCS)	Modifier 1	Modifier 2	Service Date	Units	Adjusted Units	Billed	Service Description	Allowed Prior to Lesser of Billed	Medicare Allowed	Payment Source	Final APC	APC Status Indicator	Bundled Flag	Modifier Adjustment	Multiple Surgery Adjustment	Manual Adjudication Flag	Error Flag	Error Description	Warning Flag	Warning Description
1	0360	73200			08/01/2022	1	1	\$100.00	Ct upper extremity w/o dye	\$203.12	\$203.12	APC	8005	S	N	1.00	1.00	N	N		N	
2	0360	72192			08/01/2022	1	1	\$100.00	Ct pelvis w/o dye	\$0.00	\$0.00	APC	8005	N	Y	1.00	1.00	N	N		N	
3	0360	74150			08/01/2022	1	1	\$100.00	Ct abdomen w/o dye	\$0.00	\$0.00	APC	8005	N	Y	1.00	1.00	N	N		N	

# Medicare Reference Pricer

## Batch Processing Dashboard

Sign Out

### Batch Processing Dashboard

Upload New Batch

**Outputs to create:**

**Data File:**  Choose File No file chosen

**Validation workbooks:**

**PDF Reports:**  Upload

**MRP Save Files:**

Active Batch Processing

<b>Batch ID:</b> 370bb8f0-be99-4426-be88-eb4bab23d3af	<b>Upload Date:</b> Mon Jul 10 2023	<b>Status:</b> Processing 90%	<b>Claim Count:</b> 600	<span data-bbox="2173 919 2275 962">Cancel</span>
<b>Batch ID:</b> b1d187585a18-42eb-b81f-eaf2d7adbb0d	<b>Upload Date:</b> Sat Jul 01 2023	<b>Status:</b> Downloaded	<b>Claim Count:</b> 5070	<span data-bbox="2173 1062 2275 1105">Delete</span> <span data-bbox="2127 1105 2275 1153">Download</span>



# Thank you

Please contact us, we are happy to discuss how we can help you and your client with provider reimbursement.

Charlie Mills  
charlie.mills@milliman.com

Bill Alto  
bill.alto@milliman.com

Valentina Decyatnik  
valentina.decyatnik@milliman.com

# Introduction to the Milliman SkySail tool

Brandon Kessler

JULY 2023



# Milliman SkySail Tool

Why does it exist?

The Milliman SkySail tool was created to help answer three basic questions around the financials of a pharmacy benefit contract:

- 1) What is your deal?
- 2) Are you getting that deal?
- 3) Is there a better deal?



# Milliman SkySail Tool

What is it?

The Milliman SkySail tool, also known as OnX, is a fully customizable, efficient, and dynamic pharmacy claims analytics and reporting tool that simplifies contract pricing management, enables ad hoc pharmacy claims analysis, and provides near real-time alerts and functionality.



# Milliman SkySail Uses



**The Milliman SkySail tool leverages our deep experience and advanced technology to provide evidence-based analytics and insights.**

- Procurement - Commercial/Self Funded, EGWP, Managed Medicaid, Discount Card
- Ongoing pharmacy benefit claims monitoring and invoice review
- Verify contract performance and validate plan design operation
- Provides both quantitative and qualitative analysis and insights to control allowed costs
- Consultative insights
- Financial audits and contract reconciliation
- Full-scale pharmacy claim repricing
- MAC and pricing appeals management



# Embedded Advisor Services

Embedded Advisor Services is our suite of pharmacy consulting services, inclusive of our PBM RFP process, combined with OnX. Together we support clients holistically with ongoing management and reconciliation of the pharmacy benefit.

## Our Embedded Advisor Services include the following:

- Initial assessment of current PBM contract and financial performance
- Full PBM RFP process (once every 36 months; thereafter as needed)
- Ongoing PBM monitoring
- Dynamic pharmacy data analytics
- PBM oversight
- Pharmacy network pricing analysis
- Quarterly Monitoring Reports with financial, clinical, and strategic insights
- Financial Audits (i.e., network rates, rebate guarantees, specialty rate analysis)\*
- Periodic market checks and/or benchmark rate analysis\*
- Contract negotiation (we do not provide legal advice)
- Validation of annual PBM reconciliation of minimum contractual guarantees
- Strategic business advice and general PBM marketplace-related intelligence discussions\*\*
- Ad hoc reporting\*\*

\*Performed as needed or by request. Does not include manufacturer audits \*\* Subject to a capped number of hours per year. Hours over the limit must be pre-approved by client and will be billed at the applicable Milliman hourly billing rates.

# Our Technology

Milliman SkySail tool

# Milliman SkySail Tool

## Service Highlights

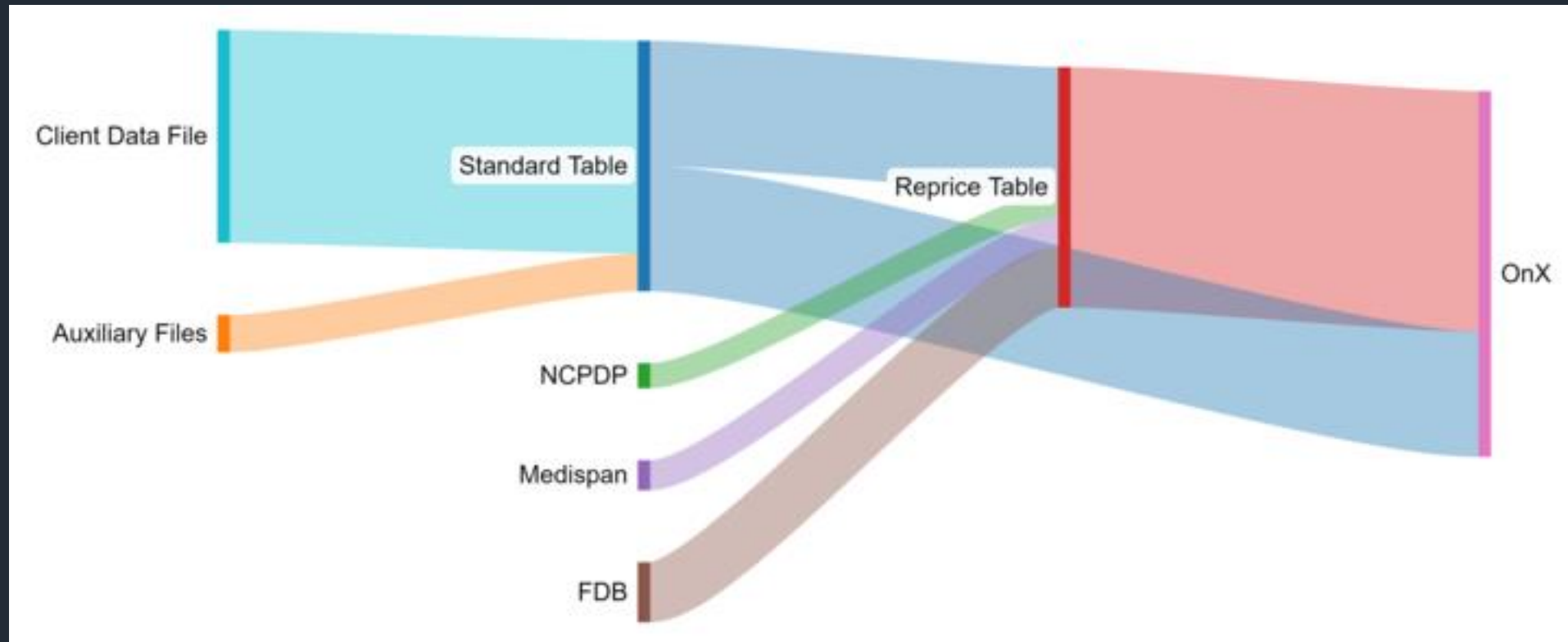
- Full-scale reconciliation insights
- Detailed contract review
- Real-time pricing validation
- Monitoring complex setups
  - GERs, BERs, DFs, Specialty, MAC, U&C, NADAC
- Provides high-level summary performance
- Allows for individual pharmacy claim analysis
- Reads and parses D.0 transaction data
- Fully Scalable
  - Currently handles over 1.5 billion transactions in seconds



# Milliman SkySail Tool

Data Transfer

## Data ingestion and transformation into OnX



Auxiliary files include details such as specialty lists, MAC lists, limited distribution drugs, formulary lists, etc.

# Milliman SkySail Tool

Our proprietary pricing and claims analysis tool



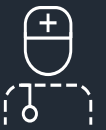
## Intelligent

*Pricing analysis*



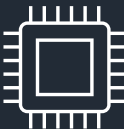
## Efficient

*Re-adjudicates 1 million claims  
<1min*



## Customizable

*Dynamic reporting tailored to  
unique needs*



## Scalability

*Display data from over a billion  
transactions in seconds*



## Claims Based

*ClaimDNA and Ladder logic*



## Dynamic

*User quickly and easily creates  
and edits reports on the fly*



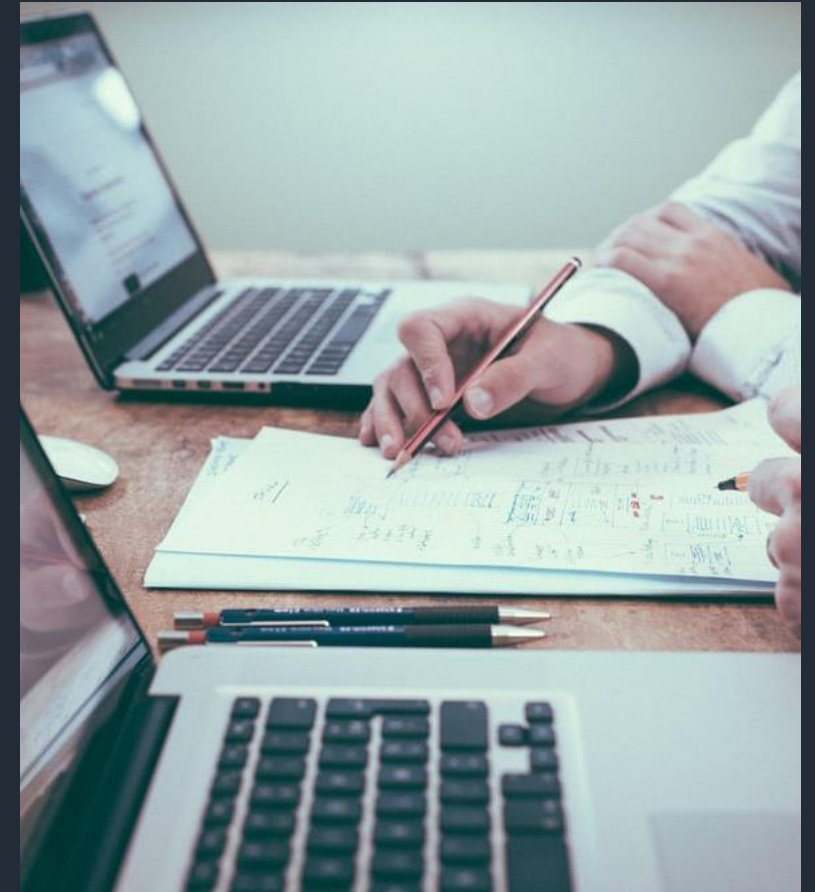
## Actuarial Review

*Accuracy and  
precision*



## Cloud Based

*Hosted by AWS*



# ClaimDNA

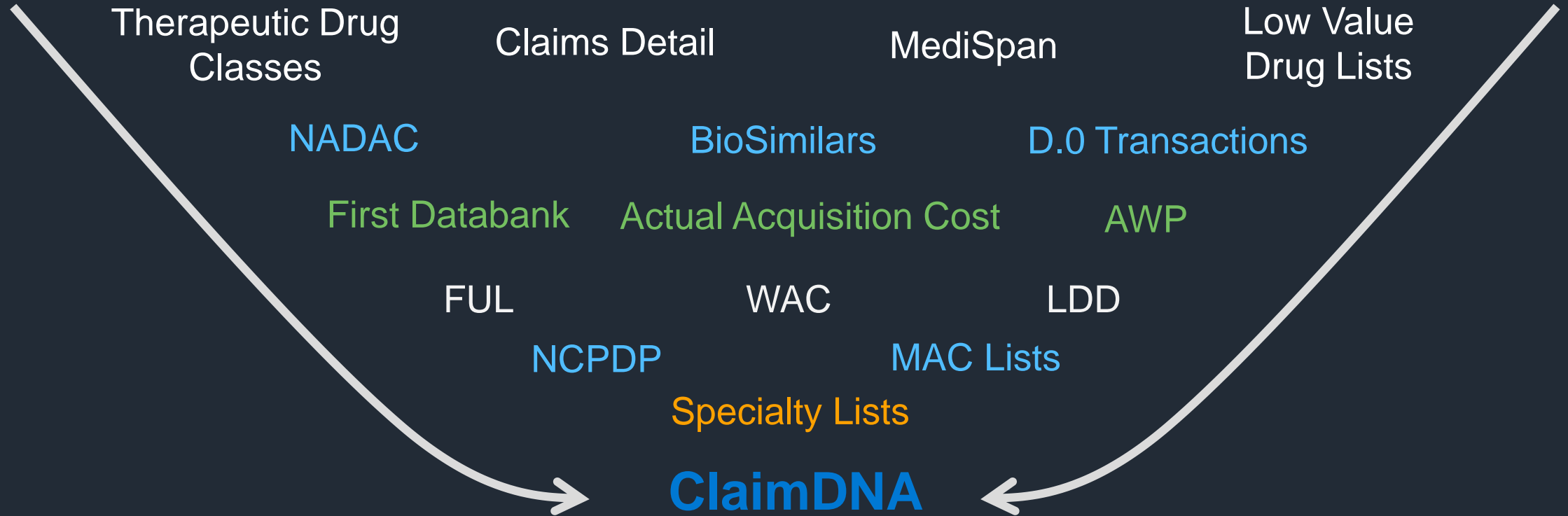
Never lose sight of a claim

- Generally designed for simple categorizations
  - Day supply ranges, brand/generic logic, yes/no data indicators, etc.
- Entirely customizable
- Generated from any list(s) provided
- Unlimited number of coded fields and levels (genes)
- Can be written on the fly
- Quickly and easily generate both detail and summary reports
- Diverse applications within OnX



# ClaimDNA

Never lose sight of a claim

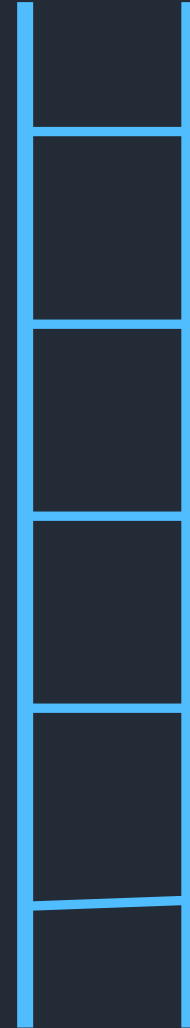


The Milliman Dynamic Pharmacy Analytics platform, with ClaimDNA technology, can reprice a full-scale pharmacy network at about a million claims per minute and report those claims within seconds.

# Ladder Logic

Never lose sight of a claim

- Used to categorize and filter large data sets
  - Custom drug classes, PBM identifiers, price lists, etc.
- Allows for extremely complex logic scenarios
- Applies logic in a step-by-step manner
- Entirely customizable
- Generated from any list(s) provided
- Designed for reporting and contract pricing management
- Logic scenarios can override itself or other ladders





# Milliman SkySail Tool

Network Identifiers

## Ladder Logic

### Priority 1 - BIN Only

BIN	PCN	Group	NetworkID		PBM	LOB	Schedule	Recommendation
12345	(null)	(null)	(null)	->	PBM A	Medicare Part D	Medicare Part D	Keep
12345	(null)	(null)	N0032	->	PBM A	Medicare Part D	Medicare Part D	Term as duplicate

### Priority 2 - BIN & Network ID

BIN	PCN	Group	NetworkID		PBM	LOB	Schedule	Recommendation
11223	(null)	(null)	Network1	->	PBM A	Discount Card	Cash Card	Keep
11223	ABC	(null)	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	ABC	OPEN	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	LM	MILLA	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	LM	MILLA2	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	LM	CONS	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	LM	OPN55	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate
11223	LM	OPEN	Network1	->	PBM A	Discount Card	Cash Card	Term as duplicate

# Milliman SkySail Tool

Network Identifiers

## Ladder Logic

### Priority 3 - BIN & PCN

BIN	PCN	Group	NetworkID		PBM	LOB	Schedule	Recommendation
15332	XYZ	(null)	(null)	->	PBM B	Commercial	Commercial	Keep
15332	XYZ	(null)	RST106	->	PBM B	Commercial	Commercial	Term as duplicate

### Priority 4 - BIN & PCN & Network ID

BIN	PCN	Group	NetworkID		PBM	LOB	Schedule	Recommendation
5555	CLAIM	(null)	6000	->	PBM C	Discount Card	Cash Card	Keep
5555	CLAIM	1888C	6000	->	PBM C	Discount Card	Cash Card	Term as duplicate
5555	CLAIM	1888D	6000	->	PBM C	Discount Card	Cash Card	Term as duplicate
5555	CLAIM	1KM	6000	->	PBM C	Discount Card	Cash Card	Term as duplicate
5555	CLAIM	998A	6000	->	PBM C	Discount Card	Cash Card	Term as duplicate

# Milliman SkySail Platform at a Glance



# Milliman SkySail Platform at a Glance

## Dashboard

The dashboard displays the following components:

- Header:** OnX v5.0.91, Demo2023A, Demo2023A, clayton.weaver
- Left Navigation:** Dashboard, Data, Reports, Filters
- Transactions Table:**

	Record Count	Net Paid
Total	650,134	531,886
Paid	591,010	591,010
Reversed	59,124	-59,124
Rejected	0	0
- Date range Table:**

	Adjudication date	Fill date
Start	1/1/2021	1/1/2021
End	3/31/2023	4/1/2023
- Avg Net Paid / Weekday Table:**

	Adjudication date	Fill date
Monday	1,032	972
Tuesday	951	881
Wednesday	819	457
Thursday	869	841
Friday	806	781
Saturday	351	354
Sunday	300	294
- Missing dates Table (8 items):**

Fill date	Note
9/23/2021	
9/24/2021	
9/25/2021	
9/26/2021	
9/27/2021	
9/28/2021	
9/29/2021	
- High utilization Table (1 item):**

Fill date	Note	Net Paid
4/21/2022 (Thu)		1,926
- Low utilization Table (31 items):**

Fill date	Note	Net Paid
1/1/2021 (Fri)	New Year's Day	56
9/1/2021 (Wed)		11
11/2/2021 (Tue)		73
11/3/2021 (Wed)		51
11/17/2021 (Wed)		8
- Field mappings Table (55 items):**

Original	Conversion
340bInd	340bind
Acct	Account
ACQ	AcquisitionCost
AWPUNIT	ClaimMedispanAWPUnit
BIN	Bin
BrandGeneric	ClaimBGCode
Carrier	Carrier
ClaimCount	NetPaid
ClaimNumber	RxNumberAlt
ClaimStatus	ClaimStatus
COBInd	COBInd
Compound	CompoundCode
Copay	MemberCopay
CostType	PharmacyPriceType
DateOfAdj	AdjudicationDate
DAW	DAW
DEL_CARDHOLDER	CardholderID
DEL_MEMBERID	MemberID
DispFee	ClientDispFee
DispType	PharmDispType
DMR	DMR
DOS	DateFilled
- Claim DNA Table (43 items):**

Field	Description
Biosimilar Indicator	Based on Biosimilar List in system
Brand/Generic	Medispan: MNO is Brand, Y is Generic
Brand/Generic Modified	Medispan: MN or O without DAW 2,3,4,5,6 is Brand, Y or O with DAW 2,3,4,5,6 is Generic
Brand/Generic Modified2	Medispan: MNO without BTG of G is Brand, MNOY with G or Y is Generic
BTG	Medispan: Brand Name Code is B: Brand Name, T: Trademark Name, G: Generic Name
ClientAlias	N/A
COB Indicator OCC Code	Flag based on OCC Codes
COB Indicator Y/N	Flag based on indicator provided in data

This view gives the user important information about the data. It assists with confirming date frame, claim counts, data cleanup and mapping, and all needed ClaimDNA requirements.

# Milliman SkySail Platform at a Glance

## Top Reports

Demo2023A
Adj: Jan 1, 2021 - Mar 31, 2023 Fill: Jan 1, 2021 - Apr 1, 2023
Export Duplicate Reload

Product Name	Record Count	Evaluated Net Paid	Evaluated AWP	Evaluated NADAC	Evaluated WAC	Original Client AWP Discount	Original Client Ingredient Cost	Original Client Dispense Fee	Original Client Total Gross Cost
<b>Total</b>	650,134	531,886	\$141,314,437	\$43,406,838	\$67,928,199	54.65%	\$64,082,233	\$584,445.04	\$64,666,678
ATORVASTATIN CALCIUM	17,632	14,496	\$3,881,010	\$36,466	\$135,080	96.22%	\$146,733	\$9,791.58	\$156,524
LISINAPRIL	14,652	12,356	\$625,681	\$14,102	\$37,934	82.63%	\$108,704	\$8,282.40	\$116,987
LEVOTHYROXINE SODIUM	14,062	11,670	\$787,047	\$94,206	\$578,674	79.02%	\$165,112	\$7,314.06	\$172,426
AMLODIPINE BESYLATE	11,636	9,716	\$851,411	\$5,694	\$19,795	90.98%	\$76,767	\$6,623.66	\$83,390
LOSARTAN POTASSIUM	10,938	8,890	\$970,807	\$30,451	\$62,582	88.42%	\$112,392	\$6,430.08	\$118,822
ESCITALOPRAM OXALATE	11,234	8,886	\$1,640,878	\$22,902	\$56,160	94.82%	\$85,062	\$7,093.96	\$92,156
MONTELUKAST SODIUM	10,572	8,836	\$2,005,232	\$28,063	\$80,519	95.07%	\$98,936	\$6,347.28	\$105,283
HYDROCHLOROTHIAZIDE	9,530	7,970	\$69,548	\$8,805	\$19,548	56.09%	\$30,537	\$5,190.80	\$35,728
PANTOPRAZOLE SODIUM	9,338	7,686	\$1,976,359	\$22,852	\$48,864	95.45%	\$89,889	\$6,257.98	\$96,147
METOPROLOL SUCCINATE ER	8,906	7,466	\$448,927	\$39,654	\$112,221	76.66%	\$104,788	\$5,315.66	\$110,104
BUPROPION HYDROCHLORIDE E	9,358	7,262	\$1,476,314	\$51,522	\$145,884	90.29%	\$143,312	\$4,941.60	\$148,254
METFORMIN HYDROCHLORIDE	8,596	7,116	\$578,801	\$13,456	\$33,177	89.97%	\$58,066	\$4,310.68	\$62,377
ROSUVASTATIN CALCIUM	8,246	6,878	\$2,781,443	\$23,140	\$50,757	97.31%	\$74,852	\$4,368.52	\$79,220
OMEPRAZOLE	8,346	6,838	\$1,645,961	\$14,072	\$39,307	95.78%	\$69,427	\$5,531.30	\$74,958
AMPHETAMINE/DEXTROAMPHETA	7,760	6,800	\$870,209	\$123,300	\$273,365	72.66%	\$237,917	\$6,157.76	\$244,075
ALPRAZOLAM	7,442	6,774	\$361,056	\$9,563	\$16,792	87.92%	\$43,617	\$6,146.44	\$49,763
GABAPENTIN	7,116	6,060	\$797,011	\$33,027	\$58,226	90.31%	\$77,238	\$4,655.18	\$81,893
AMOXICILLIN	6,348	5,908	\$73,274	\$15,679	\$38,387	53.45%	\$34,108	\$4,679.48	\$38,788
AZITHROMYCIN	6,308	5,844	\$305,411	\$21,337	\$84,733	83.38%	\$50,761	\$4,849.68	\$55,610
PREDNISONE	6,094	5,414	\$65,361	\$11,919	\$23,888	59.78%	\$26,290	\$4,055.14	\$30,345

This report provides the user with the ability to dynamically filter and sort the key financial fields. It is used to compare competing pricing or evaluating current utilization performance.

# Milliman SkySail Platform at a Glance

## Summary

**OnX**  
v5.0.0.91

Create Reports | Summary Report

Dashboard

Data

**Reports**

Filters

Report

Layout

Channel Overview

Report orientation

Vertical  Horizontal

Levels (3)

+  -

1 Pharmacy Type (7) >

2 Drug Type (6) >

3 Brand/Generic (3) >

Fields (13) >

Layout

Trending

Demo2023A | Adj: Jan 1, 2021 - Mar 31, 2023 | Fill: Jan 1, 2021 - Apr 1, 2023 | Export | Duplicate | Reload

Level	Record Count	Evaluated Net Paid	Evaluated AWP	Evaluated Ingredient Cost	Evaluated Dispense Fee	Evaluated AWP Discount	Original Client Ingredient Cost	Original Client Dispense Fee	Original Member Total Paid	Original Client Total Gross Cost	Original Plan Paid
<b>Total</b>	650,134	531,886	\$141,314,437	\$67,040,643	\$328,366.40	52.56%	\$64,082,233	\$584,445.04	\$9,157,050	\$64,666,678	
<b>Retail 30</b>	556,178	455,898	\$82,703,441	\$34,712,829	\$318,648.10	58.03%	\$32,904,970	\$544,854.48	\$5,569,388	\$33,449,825	
Standard	534,404	437,648	\$74,675,466	\$28,868,995	\$306,282.60	61.34%	\$27,168,256	\$337,361.52	\$5,004,435	\$27,505,617	
Brand	61,162	43,894	\$25,700,376	\$20,937,841	\$29,132.80	18.53%	\$20,436,994	\$37,461.94	\$2,544,851	\$20,474,456	
Generic	472,600	393,112	\$48,975,091	\$7,931,154	\$277,149.80	83.81%	\$6,717,786	\$299,899.58	\$2,459,584	\$7,017,686	
Not Specified	642	642	\$0	\$0	\$0.00	0.00%	\$13,476	\$0.00	\$0	\$13,476	
Specialty	1,580	1,064	\$6,319,761	\$5,214,769	\$731.90	17.48%	\$5,129,088	\$562.60	\$493,991	\$5,129,650	
Brand	1,580	1,064	\$6,319,761	\$5,214,769	\$731.90	17.48%	\$5,129,088	\$562.60	\$493,991	\$5,129,650	
Compound	1,250	1,130	\$901,599	\$19,218	\$637.60	97.87%	\$19,218	\$16,823.48	\$17,703	\$36,041	
Brand	934	890	\$869,463	\$16,093	\$465.60	98.15%	\$16,093	\$14,756.50	\$15,062	\$30,849	
Generic	316	240	\$32,136	\$3,125	\$172.00	90.28%	\$3,125	\$2,066.98	\$2,642	\$5,192	
OTC	9,022	6,730	\$457,135	\$347,386	\$4,532.20	24.01%	\$367,822	\$4,278.18	\$51,024	\$372,100	
Brand	6,040	4,560	\$411,894	\$335,184	\$3,130.70	18.62%	\$350,539	\$2,851.98	\$43,009	\$353,391	
Generic	2,982	2,170	\$45,241	\$12,202	\$1,401.50	73.03%	\$17,283	\$1,426.20	\$8,015	\$18,709	
Vaccine	9,922	9,326	\$349,479	\$262,463	\$6,463.80	24.90%	\$220,587	\$185,828.70	\$2,235	\$406,416	
Brand	9,922	9,326	\$349,479	\$262,463	\$6,463.80	24.90%	\$220,587	\$185,828.70	\$2,235	\$406,416	
<b>Retail 90</b>	64,212	52,228	\$21,125,966	\$5,971,359	\$5,308.50	71.73%	\$5,867,713	\$4,601.62	\$861,350	\$5,872,315	
Standard	63,196	51,512	\$20,662,031	\$5,796,256	\$5,251.50	71.95%	\$5,695,593	\$3,421.62	\$835,112	\$5,699,014	
Brand	5,094	3,322	\$4,889,462	\$3,817,024	\$306.00	21.93%	\$3,786,163	\$160.78	\$407,531	\$3,786,324	
Generic	58,102	48,190	\$15,772,569	\$1,979,232	\$4,945.50	87.45%	\$1,909,430	\$3,260.84	\$427,581	\$1,912,691	
Specialty	54	46	\$171,725	\$129,198	\$0.00	24.76%	\$125,648	\$0.00	\$12,734	\$125,648	
Brand	54	46	\$171,725	\$129,198	\$0.00	24.76%	\$125,648	\$0.00	\$12,734	\$125,648	
Compound	44	44	\$231,626	\$2,674	\$0.00	98.85%	\$2,674	\$1,170.00	\$1,219	\$3,844	
Brand	44	44	\$231,626	\$2,674	\$0.00	98.85%	\$2,674	\$1,170.00	\$1,219	\$3,844	
OTC	918	626	\$60,584	\$43,231	\$57.00	28.64%	\$43,800	\$10.00	\$12,285	\$43,810	
Brand	692	468	\$54,118	\$42,430	\$46.50	21.60%	\$42,041	\$10.00	\$11,116	\$42,051	

This report, which provides the user nearly infinite options for summarizing their data, is extremely helpful for creating date outputs, reviewing channel breakdowns of rates or costs, and understanding how your financial metrics are performing across all the different channels/variables.

# Milliman SkySail Platform at a Glance

## Claim Review

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Create Reports Summary Report x Claim Review x

Demo2023A Adj: Jan 1, 2021 - Mar 31, 2023 Fill: Jan 1, 2021 - Apr 1, 2023 Export Duplicate Reload

Report	Group	Evaluated Net Paid	Plan	Member ID	Claim Reference Number	Fill Date	Adjudication Date	Evaluated Mail Indicator	Master Chain	NABP	NDC
Layout	GroupA	1	Plan NOT PROVIDED	DEMO539B11A1A3C4		20220809	20220809	N	HEALTH MART ATLAS	2817091	685460
Temp layout	GroupA	-1	Plan NOT PROVIDED	DEMO8CB67B6AC622		20211119	20211122	N	CARDINAL HEALTH	2803927	000740
Level filters (3)	GroupA	1	Plan NOT PROVIDED	DEMO8B50C5B70B18		20220531	20220531	N	CARDINAL HEALTH	2803927	725110
+ -	GroupA	-1	Plan NOT PROVIDED	DEMO1F956840A241		20220730	20220801	N	WALGREENS	2800185	000245
1 Pharmacy Type (1/7) >	GroupA	1	Plan NOT PROVIDED	DEMO98C56433A9A6		20221228	20230103	N	CARDINAL HEALTH	2803927	000740
2 Drug Type (1/6) >	GroupA	-1	Plan NOT PROVIDED	DEMO1F956840A241		20220920	20220922	N	WALGREENS	2800185	000245
3 Brand/Generic (1/3) >	GroupA	1	Plan NOT PROVIDED	DEMOE17EDBCB89FB		20220919	20220919	N	Master Chain NOT PROVIDED	1717315	442060
Fields (27) >	GroupA	1	Plan NOT PROVIDED	DEMO539B11A1A3C4		20220915	20220915	N	HEALTH MART ATLAS	2817091	685460
Layout	GroupA	1	Plan NOT PROVIDED	DEMO8B50C5B70B18		20220309	20220309	N	CARDINAL HEALTH	2803927	725110
	GroupA	1	Plan NOT PROVIDED	DEMO2696EE52F6E9		20220616	20220616	N	CARDINAL HEALTH	2803927	000740
	GroupA	-1	Plan NOT PROVIDED	DEMO539B11A1A3C4		20221216	20221217	N	HEALTH MART ATLAS	2817091	685460
	GroupA	-1	Plan NOT PROVIDED	DEMO1F956840A241		20220203	20220204	N	WALGREENS	2800185	000245
	GroupA	1	Plan NOT PROVIDED	DEMO8CB67B6AC622		20220401	20220401	N	CARDINAL HEALTH	2803927	000740
	GroupA	1	Plan NOT PROVIDED	DEMO0EFF3FE6EBF		20220922	20220922	N	CVS HEALTH	0619479	000780
	GroupA	1	Plan NOT PROVIDED	DEMOE17EDBCB89FB		20220504	20220504	N	Master Chain NOT PROVIDED	1717315	442060
	GroupA	1	Plan NOT PROVIDED	DEMO8B50C5B70B18		20210226	20210226	N	CARDINAL HEALTH	2803927	725110
	GroupA	1	Plan NOT PROVIDED	DEMO8B50C5B70B18		20210406	20210406	N	CARDINAL HEALTH	2803927	725110
	GroupA	1	Plan NOT PROVIDED	DEMO1F956840A241		20220502	20220502	N	WALGREENS	2800185	000245
	GroupA	1	Plan NOT PROVIDED	DEMO1F956840A241		20220204	20220204	N	WALGREENS	2800185	000245
	GroupA	1	Plan NOT PROVIDED	DEMO373CB3A36AC9		20221117	20221118	N	HEALTH MART ATLAS	2818738	725110

This view gives the user a claim-by-claim breakdown of the specific summary item selected. We never lose sight of a claim.

# Milliman SkySail Platform at a Glance

## Claim Review Export

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Claim Review   Demo2023A   Adj: Jan 1, 2021 - Mar 31, 2023 Fill: Jan 1, 2021 - Apr 1, 2023												
2		Group	Evaluated Net Paid	Plan	Member ID	Claim Reference Number	Fill Date	Adjudication Date	Evaluated Mail Indicator	Master Chain	NABP	NDC	Product Name
3	<b>Pharmacy Type</b>	GroupA	1.00	Plan NOT PROVIDED	DEMO539B11A1A3C4		20220809	20220809	N	HEALTH MART ATLAS	2817091	68546017260	AUSTEDO
4	Retail 30	GroupA	-1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20211119	20211122	N	CARDINAL HEALTH	2803927	00074055402	HUMIRA PEN
5	Retail 90	GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20220531	20220531	N	CARDINAL HEALTH	2803927	72511076002	REPATHA SURECLICK
6	Mail Order	GroupA	-1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220730	20220801	N	WALGREENS	2800185	00024591401	DUPIXENT
7	LTC	GroupA	1.00	Plan NOT PROVIDED	DEMO98C56433A9A6		20221228	20230103	N	CARDINAL HEALTH	2803927	00074055402	HUMIRA PEN
8	In-House	GroupA	-1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220920	20220922	N	WALGREENS	2800185	00024591401	DUPIXENT
9	Specialty Pharmacy	GroupA	1.00	Plan NOT PROVIDED	DEMOE17EDBCB89FB		20220919	20220919	N	Master Chain NOT PROVIDED	1717315	44206045510	HIZENTRA
10	Not Specified	GroupA	1.00	Plan NOT PROVIDED	DEMO539B11A1A3C4		20220915	20220915	N	HEALTH MART ATLAS	2817091	68546017260	AUSTEDO
11	<b>Drug Type</b>	GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20220309	20220309	N	CARDINAL HEALTH	2803927	72511076002	REPATHA SURECLICK
12	Standard	GroupA	1.00	Plan NOT PROVIDED	DEMO2696EE52F6E9		20220616	20220616	N	CARDINAL HEALTH	2803927	00074055402	HUMIRA PEN
13	Specialty	GroupA	-1.00	Plan NOT PROVIDED	DEMO539B11A1A3C4		20221216	20221217	N	HEALTH MART ATLAS	2817091	68546017060	AUSTEDO
14	Compound	GroupA	-1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220203	20220204	N	WALGREENS	2800185	00024591401	DUPIXENT
15	OTC	GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20220401	20220401	N	CARDINAL HEALTH	2803927	00074055402	HUMIRA PEN
16	Vaccine	GroupA	1.00	Plan NOT PROVIDED	DEMO0EFF3FE6EBF		20220922	20220922	N	CVS HEALTH	0619479	00078063941	COSENTYX SENSOREADY PEN
17	Not Specified	GroupA	1.00	Plan NOT PROVIDED	DEMOE17EDBCB89FB		20220504	20220504	N	Master Chain NOT PROVIDED	1717315	44206045510	HIZENTRA
18	<b>Brand/Generic</b>	GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20210226	20210226	N	CARDINAL HEALTH	2803927	72511076002	REPATHA SURECLICK
19	Brand	GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20210406	20210406	N	CARDINAL HEALTH	2803927	72511076002	REPATHA SURECLICK
20	Generic	GroupA	1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220502	20220502	N	WALGREENS	2800185	00024591401	DUPIXENT
21	Not Specified	GroupA	1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220204	20220204	N	WALGREENS	2800185	00024591401	DUPIXENT
22		GroupA	1.00	Plan NOT PROVIDED	DEMO373CB3A36AC9		20221117	20221118	N	HEALTH MART ATLAS	2818738	72511076002	REPATHA SURECLICK
23		GroupA	1.00	Plan NOT PROVIDED	DEMO539B11A1A3C4		20220711	20220712	N	HEALTH MART ATLAS	2817091	68546017060	AUSTEDO
24		GroupA	1.00	Plan NOT PROVIDED	DEMO238576CBDD4A		20220607	20220607	N	CARDINAL HEALTH	2803927	00074433902	HUMIRA PEN
25		GroupA	1.00	Plan NOT PROVIDED	DEMO1F956840A241		20220204	20220204	N	WALGREENS	2800185	00024591401	DUPIXENT
26		GroupA	1.00	Plan NOT PROVIDED	DEMO18FF49468289		20220929	20220929	N	WALGREENS	4591055	50242021501	XOLAIR
27		GroupA	-1.00	Plan NOT PROVIDED	DEMO82EE6EE13730		20220930	20221003	N	CARDINAL HEALTH	2802684	72511076002	REPATHA SURECLICK
28		GroupA	1.00	Plan NOT PROVIDED	DEMO5FB239119478		20211217	20211217	N	ELEVATE PROVIDER NETWORK	2630526	72511075001	REPATHA
29		GroupA	1.00	Plan NOT PROVIDED	DEMO8B50C5870B18		20210604	20210604	N	CARDINAL HEALTH	2803927	72511076002	REPATHA SURECLICK
30		GroupA	1.00	Plan NOT PROVIDED	DEMOA132510C0878		20210301	20210301	N	CARDINAL HEALTH	2803927	50242013801	ACTEMRA

The export of the claim review detail into Excel provides information such as applied filters and dates.



# Milliman SkySail Platform at a Glance

## Trending

OnX v5.0.91

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Create Reports Summary Report x

Demo2023A Adj: Jan 1, 2021 - Mar 31, 2023 Fill: Jan 1, 2021 - Apr 1, 2023 Reload

Trending 3 Years	1/1/2021 - 12/31/2021			1/1/2022 - 12/31/2022			1/1/2023 - 3/31/2023		
	Evaluated Net Paid	Evaluated AWP	Evaluated AWP Discount	Evaluated Net Paid	Evaluated AWP	Evaluated AWP Discount	Evaluated Net Paid	Evaluated AWP	Evaluated AWP Discount
Total	212,544	\$52,516,541	53.74%	254,928	\$68,230,734	52.15%	63,772	\$20,567,161	50.90%
Brand	28,652	\$24,495,528	18.83%	33,982	\$34,061,393	20.48%	6,656	\$10,074,580	19.06%
Specialty Drug	1,268	\$11,193,547	17.29%	1,768	\$15,547,418	17.23%	582	\$5,758,532	17.50%
Non-Specialty Drug	27,384	\$13,301,981	20.11%	32,214	\$18,513,974	23.21%	6,074	\$4,316,048	21.15%
Generic	183,892	\$28,021,013	84.26%	220,946	\$34,169,342	83.73%	57,116	\$10,492,581	81.46%
Specialty Drug	190	\$1,042,153	42.42%	264	\$1,545,373	39.81%	118	\$597,791	43.18%
Non-Specialty Drug	183,702	\$26,978,860	85.87%	220,682	\$32,623,969	85.81%	56,998	\$9,894,790	83.77%

This report provides the user with crucial information regarding drug spend and pricing metrics performance over various time periods.

# Milliman SkySail Platform at a Glance

## Base Monitoring Report

**OnX v5.0.91**

Create Reports | PBM Performance for Payer

Demo2023A | PBM Performance for Payer | Adj: Jan 1, 2021 - Mar 31, 2023 | Fill: Jan 1, 2021 - Apr 1, 2023 | Export | Duplicate | Reload

Level	Record Count	Evaluated Net Paid	Evaluated AWP	Original Client Ingredient Cost	Original Client AWP Discount	Target Contract Rate	Target Rate Variance	Target Rate Variance Total Cost	Avg Original Dispense Fee
<b>Total</b>	637,950	520,462	\$139,728,237	\$63,786,523	54.35%			(\$493,258.80)	
<b>Carrier1</b>	509,676	412,300	\$107,306,375	\$49,409,283	53.95%			(\$388,810.63)	
RetailBrand30	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	\$160,090.14	
RetailBrand90	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	(\$21,342.43)	
RetailGeneric30	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	\$726,637.86	
RetailGeneric90	42,096	34,892	\$11,301,131	\$1,412,201	87.50%	86.00%	1.50%	\$169,956.94	
MailBrand	1,466	914	\$1,371,534	\$1,054,021	23.15%	25.00%	-1.85%	(\$25,370.92)	
MailGeneric	7,664	5,852	\$2,439,612	\$325,435	86.66%	86.00%	0.66%	\$16,110.77	
Specialty	4,192	3,136	\$24,385,749	\$19,850,697	18.60%	20.00%	-1.40%	(\$342,097.28)	
<b>Carrier2</b>	128,274	108,162	\$32,421,862	\$14,377,240	55.66%			(\$104,448.18)	
RetailBrand30	11,205	8,463	\$4,484,930	\$3,563,600	20.54%	18.00%	2.54%	\$114,042.59	
RetailBrand90	1,249	739	\$996,107	\$773,498	22.35%	22.50%	-0.15%	(\$1,514.80)	
RetailGeneric30	88,866	76,750	\$9,981,143	\$1,364,274	86.33%	85.00%	1.33%	\$132,897.30	
RetailGeneric90	16,524	13,708	\$4,588,873	\$513,393	88.81%	88.00%	0.81%	\$37,271.31	
MailBrand	1,182	754	\$968,887	\$757,808	21.79%	25.00%	-3.21%	(\$31,142.42)	
MailGeneric	8,000	6,748	\$2,761,296	\$403,147	85.40%	88.00%	-2.60%	(\$71,790.97)	
Specialty	1,248	1,000	\$8,640,626	\$7,001,521	18.97%	18.75%	0.22%	\$18,987.53	

This report provides the user the ability to analyze claim reconciliation to specific contracts and to view by any channel and toggle inclusions and exclusions in real time.

# Milliman SkySail Platform at a Glance

## Monitoring Report with Inclusion and Exclusion Summary

Create Reports | PBM Performance for Payer x

Demo2023A | PBM Performance for Payer | Adj: Jan 1, 2021 - Mar 31, 2023 | Fill: Jan 1, 2021 - Apr 1, 2023 | Export | Duplicate | Reload

Level	Record Count	Evaluated Net Paid	Evaluated AWP	Original Client Ingredient Cost	Original Client AWP Discount	Target Contract Rate	Target Rate Variance	Target Rate Variance Total Cost	Avg Original Client Dispense Fee	Tar Dis
<b>Total</b>	637,950	520,462	\$139,728,237	\$63,786,523	54.35%			(\$493,258.80)	\$0.73	
<b>Carrier1</b>	509,676	412,300	\$107,306,375	\$49,409,283	53.95%			(\$388,810.63)	\$0.70	
<b>RetailBrand30</b>	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	\$160,090.14	\$0.84	
Included	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	\$160,090.14	\$0.84	
Excluded	12,304	11,036	\$19,818,256	\$15,429,042	22.15%	19.50%	2.65%	\$524,654.51	\$15.74	
<b>RetailBrand90</b>	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	(\$21,342.43)	\$0.06	
Included	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	(\$21,342.43)	\$0.06	
Excluded	148	120	\$1,038,673	\$601,856	42.06%	23.00%	19.06%	\$197,922.69	\$9.75	
<b>RetailGeneric30</b>	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	\$726,637.86	\$0.78	
Included	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	\$726,637.86	\$0.78	
Excluded	320	248	\$34,643	\$3,316	90.43%	84.00%	6.43%	\$2,226.82	\$10.89	
<b>RetailGeneric90</b>	42,096	34,892	\$11,301,131	\$1,412,201	87.50%	86.00%	1.50%	\$169,956.94	\$0.09	
Included	42,096	34,892	\$11,301,131	\$1,412,201	87.50%	86.00%	1.50%	\$169,956.94	\$0.09	
<b>MailBrand</b>	1,466	914	\$1,371,534	\$1,054,021	23.15%	25.00%	-1.85%	(\$25,370.92)	\$0.02	
Included	1,466	914	\$1,371,534	\$1,054,021	23.15%	25.00%	-1.85%	(\$25,370.92)	\$0.02	
Excluded	988	632	\$4,936,977	\$4,031,240	18.35%	25.00%	-6.65%	(\$328,507.50)	\$0.63	
<b>MailGeneric</b>	7,664	5,852	\$2,439,612	\$325,435	86.66%	86.00%	0.66%	\$16,110.77	\$0.01	
Included	7,664	5,852	\$2,439,612	\$325,435	86.66%	86.00%	0.66%	\$16,110.77	\$0.01	
<b>Specialty</b>	4,192	3,136	\$24,385,749	\$19,850,697	18.60%	20.00%	-1.40%	(\$342,097.28)	\$0.32	
Included	4,192	3,136	\$24,385,749	\$19,850,697	18.60%	20.00%	-1.40%	(\$342,097.28)	\$0.32	

In addition to the overall monitoring report, this view provides a summarized detail of individual inclusions and exclusions that apply to each line item.

# Milliman SkySail Platform at a Glance

## Monitoring Report with Exclusion Detail

Level	Record Count	Evaluated Net Paid	Evaluated AWP	Original Client Ingredient Cost	Original Client AWP Discount	Target Contract Rate	Target Rate Variance	Target R Variance
<b>Total</b>	637,950	520,462	\$139,728,237	\$63,786,523	54.35%			
<b>Carrier1</b>	509,676	412,300	\$107,306,375	\$49,409,283	53.95%			
<b>RetailBrand30</b>	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	
<b>Included</b>	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	
<b>Standard</b>	56,894	40,734	\$22,279,119	\$17,774,600	20.22%	19.50%	0.72%	
<b>Excluded</b>	12,304	11,036	\$19,818,256	\$15,429,042	22.15%	19.50%	2.65%	
Excluded as DemoCOBIND	94	70	\$67,950	\$30,202	55.55%	19.50%	36.05%	
Excluded as DemoCompound	922	878	\$852,353	\$15,543	98.18%	19.50%	78.68%	
Excluded as DemoDMR	22	22	\$3,163	\$1,232	61.06%	19.50%	41.56%	
Excluded as DemoDMR, DemoSpecialty	2	2	\$2,092	\$680	67.50%	19.50%	48.00%	
Excluded as DemoSpecialty	3,106	2,430	\$18,634,980	\$15,220,818	18.32%	19.50%	-1.18%	
Excluded as DemoVaccine	8,158	7,634	\$257,718	\$160,567	37.70%	19.50%	18.20%	
<b>RetailBrand90</b>	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	
<b>Included</b>	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	
<b>Standard</b>	4,550	3,066	\$3,955,651	\$3,067,194	22.46%	23.00%	-0.54%	
<b>Excluded</b>	148	120	\$1,038,673	\$601,856	42.06%	23.00%	19.06%	
Excluded as DemoCOBIND	10	6	\$9,388	\$1,202	87.19%	23.00%	64.19%	
Excluded as DemoCompound	40	40	\$215,493	\$2,015	99.07%	23.00%	76.07%	
Excluded as DemoSpecialty	98	74	\$813,792	\$598,639	26.44%	23.00%	3.44%	
<b>RetailGeneric30</b>	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	
<b>Included</b>	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	
<b>Standard</b>	392,814	323,706	\$41,573,578	\$5,925,135	85.75%	84.00%	1.75%	

Beyond the summary, OnX also provides a full detail view of exclusions for any contractual line items. This is extremely helpful in determining future areas of improvement or 'games' being played.



# Thank you!

Brandon Kessler

Principal

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