

# Gene-based, Cellular and other Innovative Therapies™ (GCIT)

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## GCIT Definition

The Gene-based, Cellular and other Innovative Therapies™ (GCIT) Network is our national network of providers for GCIT products and related services. We provide dedicated clinical support to help members before, during and after a service. We pair this strong clinical focus with negotiated discounts.

Our goal is to help reduce the costs of therapy while ensuring appropriate utilization. This will allow our members to receive the therapies and support they need to achieve their best health. We're developing a multi-pronged approach. It includes safety, member access to care and cost management to help reduce costs for our plan sponsors and members. And it provides them access to cutting-edge therapies.



Definition



Problem we are solving



The solution



Member benefits



Why it matters to the plan sponsor



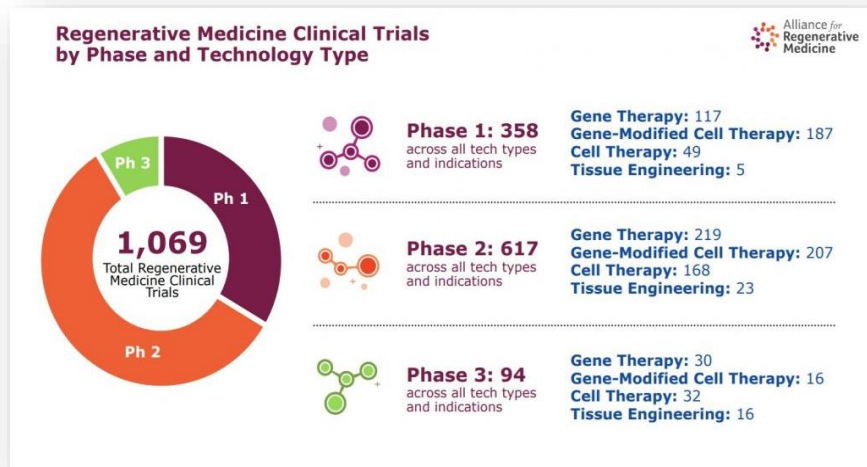
# GCIT Landscape: cutting edge therapies at very high cost

New Food and Drug Administration (FDA) approved therapies that have the potential to cure previously untreatable, often fatal, conditions

- Currently 16 FDA approved gene and cellular therapies
- 1000+ therapies in Phase 1-3 of clinical trials
- FDA estimates 10-20 cell and gene therapies will be approved every year through 2025<sup>1</sup>

These extremely high-cost gene therapies are anticipated to have a potential \$45 billion dollar impact to the health care industry in the next five years

- Many employers are struggling to find ways to offer coverage due to their high cost
- Prices for a single treatment can be as high as \$2.4M per visit



Definition



Problem we are solving



The solution



Member benefits



Why it matters to the plan sponsor

<sup>1</sup> Dan Stanton. In the pipeline: surge of cell and gene therapies likely in 2020. September 2019. Available at: [BioprocessIntl.com/bioprocess-insider/therapeutic-class/in-the-pipeline-surge-of-cell-and-gene-therapies-likely-in-2020/](https://bioprocessintl.com/bioprocess-insider/therapeutic-class/in-the-pipeline-surge-of-cell-and-gene-therapies-likely-in-2020/). Accessed [October 2021]

# CVS Health<sup>®</sup> strategy ensures quality and affordability of GCIT services

Our plan design and network pillars work together to support the broader strategy that is already underway



## Governance and oversight

▼  
Enterprise coordination of all aspects of GCIT therapeutics from pipeline to member readiness



## Dedicated clinical review

▼  
A dedicated clinical team guides members and providers through precertification to aftercare



## GCIT designated network

▼  
An arrangement of facilities for services or procedures vetted for best value



## GCIT defined benefit

▼  
Ensure patients receive GCIT benefit in facilities committed to cost and quality management



## Value-based contracting

▼  
The reimbursement for selected therapies is tied to expected outcomes- manufacturers refund a portion of the therapy cost if the treatment fails to work as expected



## Financial protection programs

▼  
For customers who chose not to purchase traditional stop-loss- a focused GCIT stop-loss product is available



Definition



Problem we are solving



The solution



Member benefits



Why it matters to the plan sponsor

# The solution

- A comprehensive strategy to manage the GCIT pipeline from manufacturer to member. This improves access and cost management for FDA approved and pipeline drugs.
- A dedicated clinical team: A quality team to guide members through the process, from precertification to aftercare.
- A designated network: An arrangement of facilities for services or procedures vetted for high-quality and best value.
- A financial protection program: For customers who chose not to purchase traditional stop-loss. A focused product is available to offer financial protection for gene therapies.
- Plan design with care coordination: A plan that delivers the highest quality care with the best cost savings.
- **Distinguished solution with coverage\* for FDA approved and pipeline therapies with one of the largest national specialty GCIT networks\*\*.**

\*Certain features require buy-up or are might be offered at pilot stages at no extra cost. Some therapies that require recurrent administrations might not be covered.

\*\*Over 130 facilities nationally part of Aetna® GCIT network.



Definition



Problem we are solving



The solution



Member benefits



Why it matters to the plan sponsor

## Member benefits

- Care coordination and support from clinical team with GCIT expertise ensures support for members throughout the process
- Travel and lodging allowance for members to ensure patients receive care at quality and cost optimized centers



Definition



Problem we  
are solving



The  
solution



Member  
benefits



Why it  
matters to  
the plan  
sponsor



## Why it matters to the plan sponsor

- GCIT solution allows our plan sponsors the opportunity to provide access for their employees to life-altering therapies while managing financial impact.
- **GCIT designated networks save an average of 17% below the listed Average Wholesale Price (AWP).**
- Our solution provides access and management to a wider array of therapies at 76 facilities (130 planned). We think our competitors cover a narrower number of therapies.
- Our solution presents an opportunity o benefit from CVS Health® integrated value.



Definition



Problem we are solving



The solution



Member benefits



Why it matters to the plan sponsor

# Exceptional care for Gene-based, Cellular and other Innovative Therapies™ (GCIT)

## Network design

National hospital network  
76+ facilities (Luxturna, Spinraza, Zolgensma)  
Quantifiable discounts  
Easy to identify in online directory

## Medical management

Special pre-certification unit  
Team of nurse specialists  
Condition-specific treatment centers  
Dedicated Medical Director support  
Maximize benefits

## Designation criteria

Approved by GCIT product manufacturer  
Meet cost-effective criteria  
Annual program review



## Member services and claims

Work directly with hospitals on claims  
Prompt response to questions  
Live support  
Travel and lodging



# GCIT clinical, contracting and claims Integration



# Exceptional savings for Gene-based, Cellular and other Innovative Therapies™ (GCIT) limits drug mark-ups

GCIT designated networks save an average of **17%** below the listed **Average Wholesale Price (AWP)**



**Product A: Zolgensma**

AWP price \$2.5M

Average savings\*: \$425k



**Product B: Luxturna**

AWP price \$1.02M

Average savings\*: \$170k



**Product C: Spinraza**

AWP price \$612k

Average savings\*: \$100k

*\*Average Savings are based on per member per case calculations at 83% of AWP. Depending on the location of the service, savings could be dramatically more. The range providers have historically billed for these services is anywhere from 100%– 200% of AWP with some providers billing over 400% of AWP.*

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