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

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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.
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 2025¹

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

CVS Health® 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**

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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**.

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*Certain features require buy-up or are 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.
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
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.
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

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

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

**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

Specialty Pharmacy Precertification form is submitted by provider via standard submission processes (phone, fax, electronic upload)

Specialty Pharmacy Pre-cert Unit (SCPU) routes request to SCPU Dedicated GCIT Clinical Team

SCPU GCIT Dedicated Nurse reviews request, preps for Medical Director review and notifies GCIT Contracting Team

GCIT Contracting Team confirms provider status and communicates to proceed with authorization process

GCIT Contracting team sends high dollar notification to account management, network and finance teams

GCIT Claims flow through standard claims adjudication processes
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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