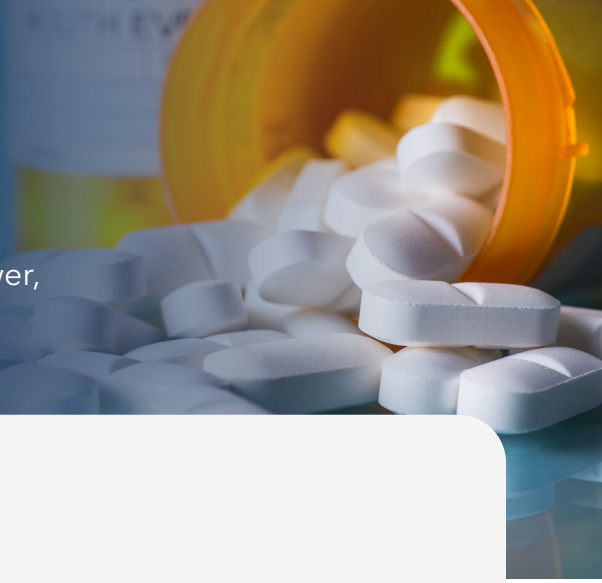
HOW TO EVALUATE A PHARMACY COALITION



Pharmacy coalitions can give employers greater purchasing power, often with minimal member disruption. But not every coalition works the same way. Use these questions before you join.

1 TRANSPARENCY AND ALIGNMENT

- How is the coalition compensated?
- Does it have ties to PBMs or vendors?
- How is manufacturer revenue passed through?
- Are pricing guarantees reconciled per plan or across the entire coalition?

2 CONTRACT FLEXIBILITY

- Will joining limit our choice of PBM, formulary, clinical programs or specialty pharmacy?
- Does it restrict future purchasing decisions?

3 AUDIT RIGHTS AND DATA ACCESS

- Will we have strong audit rights and clear reporting?
- Will we get detailed claims analytics, visibility into rebates and usable utilization data?

4 CLINICAL STRATEGY

Does the coalition offer:

- Clinical pharmacist support?
- Custom formulary management?
- Specialty drug oversight?
- Biosimilar transition support?
- High-cost claimant monitoring?
- Utilization management?

5 MEMBER DISRUPTION

- Will members keep their pharmacy network, current medications and ID cards?
- Can we keep our current PBM?

CONSIDERING A PHARMACY COALITION?

Talk to our pharmacy team about whether it's the right fit for your plan.

1-877-861-3220 info@connerstrong.com connerstrong.com

CONNER STRONG & BUCKELEW