

Strategic Pharmacy Adjustment Saves Tech Employer Over \$380K a Year



The Challenge

When a Massachusetts-based tech company engaged Newfront to optimize its employee benefits, the firm's experts quickly uncovered a major savings opportunity through the Newfront Healthcare Informatics program.

Three employees at the company were prescribed a high-cost specialty medication costing \$40K per month per person—a staggering \$120K monthly expense. Newfront's team recognized that a biosimilar alternative with the same therapeutic benefits was available at a significantly lower cost.

The Solution

Led by Louisa Bolick, the Newfront team worked closely with the employer's Pharmacy Benefits Manager (PBM) to introduce a step-therapy program requiring patients to trial the lower-cost biosimilar before continuing with the original drug.

“The PBM collaborated with the treating physicians to ensure this transition maintained high-quality patient care, and the client was transparent about why they were making the change so that members understood their engagement could really make a difference,” said Bolick, EVP & Founding Partner, Boston.

The Results

The biosimilar provided the same clinical effectiveness, leading to a seamless transition for employees and significant financial relief for the employer, including:

- \$384K in annual savings—reducing the employer's Rx spend by close to 25%
- Maintained high-quality care for employees
- Ongoing cost avoidance with long-term impact

\$384,000

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WITH SIGNIFICANT FUTURE
COST AVOIDANCE.