



2026

# Employers Health Value Overview



## Mission

Employers Health  
is committed to  
providing resources,  
tools and expertise to  
help plan sponsors  
deliver high-quality  
pharmacy benefits at  
a sustainable cost.



**Christopher V. Goff, Esq.**

Chairman, President & CEO

A handwritten signature in black ink that reads "Christopher V. Goff". The signature is written in a cursive, flowing style.

For decades, Employers Health has worked to reduce pharmacy benefit costs for employers and employees. What began as a local initiative in one county in Ohio to reduce health care costs has grown into one of the nation's largest group purchasing organizations. As we continue to grow, we remain committed to reducing pharmacy costs and advocating for plan sponsors as they navigate this complex and ever-changing industry.

Employers Health's proven group purchasing solutions strengthen organizations' negotiating power, helping plan sponsors achieve cost savings and expand member care. Our team works with over 475 clients across a diverse range of industries, focusing on enhancing the PBM experience through unmatched service and expertise. Every new relationship strengthens our collective group purchasing solutions and value for plan sponsors.

Our value extends beyond savings alone. We serve as an extension of your benefits team, offering up-to-date resources designed to help benefit professionals make informed decisions to maximize the value of their pharmacy plans. Whether you are an existing Employers Health client or are currently looking for ways to improve your organization's pharmacy plan performance, we are here to support you and your population. Together, we can continue to help employees and their families nationwide lead healthier lives.

## The Employers Health Difference

Plan sponsors and their participants achieve value through **better outcomes, better experiences and better costs.**



### Expert Resources

Employers Health clients and their advisors stay up to date on industry and pharmacy trends with regular updates written by our experts. Clients have access to a variety of helpful resources, including Employers Health podcasts, articles and webinars to use and share with colleagues.



### Clinical Support

With a dedicated team of independent clinical pharmacists, clients receive ongoing clinical support from both the PBM and Employers Health. Our managed care pharmacists provide in-depth knowledge of PBM clinical capabilities, custom clinical programs, high-cost claims reviews and more.



### Business Intelligence and Data Analytics

Clinical support and data analysis go hand in hand to help clients make informed plan decisions. Our analytics team provides insights, reporting and benchmarking to help plan sponsors optimize member outcomes.



### Legal and Regulatory Support

The Employers Health legal team monitors state and federal legislative and regulatory developments to help clients and their advisors understand how their plan may be impacted. Our internal team works with the PBM to ensure compliance and proactively address changes required by state laws.



# The Power of Collaboration

## 2025 by the numbers

475<sup>+</sup>

clients



Client HQ in

43

states



500<sup>+</sup>

PBM contract evaluations by independent consultants



108<sup>+</sup>

new clients



\$5.9B

annual pharmacy spend



2.2M<sup>+</sup>

lives in all 50 states



## PBM Offerings That Go Beyond Expectations

Our collaborative PBM offerings provide plan sponsors with exclusive contracts paired with custom clinical management opportunities that deliver lower long-term costs to plans and participants.

 **CVS**Health

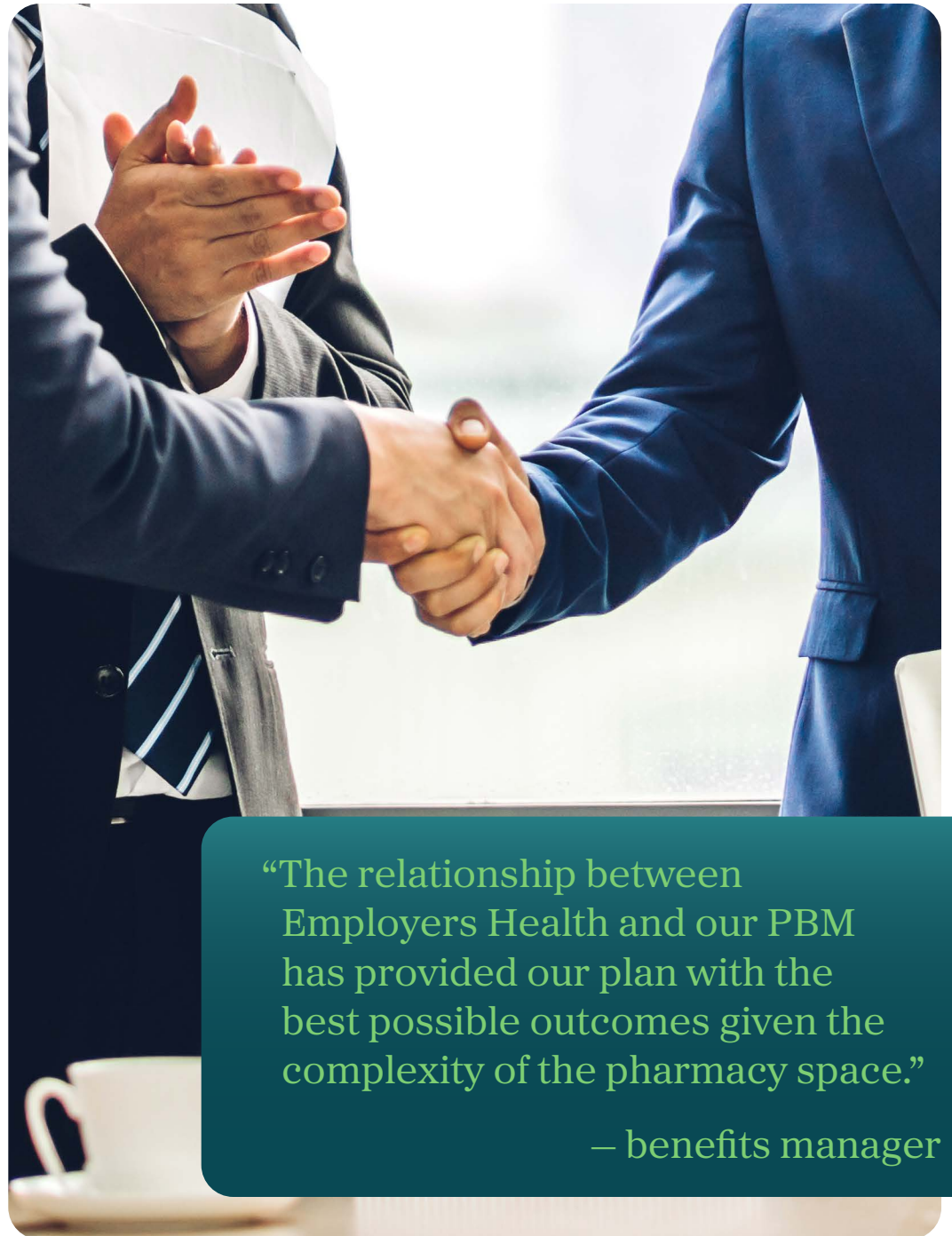
1998 Relationship Start

 **Optum** Rx<sup>®</sup>

2013 Relationship Start

 **MediImpact**

2025 Relationship Start



“The relationship between Employers Health and our PBM has provided our plan with the best possible outcomes given the complexity of the pharmacy space.”

— benefits manager

## Additional Suppliers

We work with trusted suppliers that go beyond pharmacy care, helping your organization support multiple aspects of your plan participants' health and well-being.





## Better Experiences — Client Solutions

The Employers Health client solutions team consists of benefits professionals dedicated to enhancing results while improving the participant experience. As a true extension of your team, we take an active management approach, continually monitoring spend and trend to deliver solutions tailored to your population's unique needs.



Our team of benefit experts works collaboratively with you to maximize your plan results and member experience through:

- Exceptional client service, backed by our Net Promoter Score of 87
- Custom initiatives, such as clinical and formulary edits, which are part of why 39% of clients have negative trend\*
- Implementation support, along with a dedicated PBM team, leading to happy participants and a 4.65/5.0 satisfaction score from new clients

\*Data from 2025 plan year — clients with 24 months of utilization with Employers Health

## Better Outcomes — Clinical Management

Pharmacy care doesn't end at the counter. Devoted to improving plan performance, the team of managed care pharmacists at Employers Health plays a critical role in our clinical and consultant relationships. From providing clinical insights on PBM programs to conducting weekly reviews of high-cost claims, we help plan sponsors consistently maintain flat-to-negative trend on targeted products.



Our clinical advisors work alongside your team to deliver additional insights that strengthen plan outcomes, including:

- Custom utilization management strategies to reduce use of high-cost, low-value medications
- Trend and pipeline data analysis to drive new criteria, minimizing drug spend before it hits the plan
- Education and strategic insight for employers on the latest topics and trends in pharmacy benefits



## Better Costs — Business Intelligence and Data Analytics

Prudent decision-making starts with strong data. The Employers Health business intelligence and data analytics teams deliver clear insights that help plan sponsors confidently manage pharmacy spend and make decisions that support cost-effectiveness and financial stability.

Our data analysts review and analyze pharmacy claims to identify trends, high-cost claims and potential strategies to mitigate risks through:

- Formulary analyses
- Financial performance monitoring and projections
- Custom-tailored pharmacy benefit plan evaluations
- Reconciliations
- Audits
- Predictive analytics

## Contract Management

Through comprehensive contract management, clients participating in our pharmacy benefits group purchasing program can access market-leading pricing guarantees, flexible network and formulary management options and robust service and performance guarantees.



# Explore Employers Health's expert resources at

[employershealthco.com/resource-center/](https://www.employershealthco.com/resource-center/)

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