



Specialty Health Partners, an Atlanta-based health care consultant has been selected to provide the front end Service Bureau responsibilities for The Quest Group(formerly Transparent Systems). We will provide these duties under the name “Quest Services”.

Together we offer a proven and proprietary program for larger companies (1,000 employees minimum) which results in a reduction of their annual pharmacy spend by 12% to 18%. Over 80 companies have completed the study and had the same positive results-millions in savings directly to their bottom line.

We provide this program at no cost to the employer and no plan design change or disruption of service to their employees. We also transfer part of the risk back to the Pharmacy Benefit Management Company (PBM) via guarantees which are the equivalent of aggregate reinsurance without the premium.

Our multifaceted program combines a powerful patent pending software engine (RXQuest) with a rigorous and highly competitive procurement program. Together we have challenged the decades old methodology of discounts when analyzing pharmacy benefits procurement. Discounts have always been ambiguous at best. Without all of the data, including actual cost, hidden rebates and other manipulations, discounts mean nothing. We have taken the unproven and provider-friendly methodology of discounting and brought it into the information age.

The first step is our patent pending software program that has the capability of analyzing and formatting very large quantities of claims data (usually 12 months of actual claims). This program lists each drug in the RXQuest workbook by its unique National Drug Code (NDC). For the first time we are able to analyze and compare these claims data files and bring the results back to the client where the information can be utilized to make an informed buying decision.

This is where the next phase of the program starts and the competition begins. The Request for Proposal (RFP) with terms and conditions specified by the client is sent out to multiple (PBM’S) who are required to fill out the workbooks (1,500 data lines deep) with their response by individual NDC. We are then able to analyze all fees, discounts, rebates and drug interchanges with their actual cost. We also require the bidders to provide 100% guarantees for meeting their proposed discounts and “Generic Fill Rate” percentages on an annual basis. This is where the reinsurance with no premium comes into play and this is where the transfer of risk shifts from the employer to the PBM.

Another key feature of our program is that we do not allow the PBM’s to self report. The Quest Group maintains an ongoing and working relationship with our clients. Annually we provide and review comprehensive audits covering all aspects, terms and guarantees of the contract.

Our mission is to provide the client with all the information and analysis from the study and present it in an apples-to-apples competitive format. This unparalleled procurement tool will guide you and your associates in making this important and strategic decision for your company.

The Quest Group is unbiased in this process and our goal is to bring the factual information and the best available contractual terms and conditions to our clients.

Please visit our website www.specialtyhealthpartners.com or call Jim Chamberlin at 678-428-8551 to schedule our 30 minute webx.