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## **CanaRx Services Inc.**

### **GENERAL OVERVIEW**

#### **Introduction:**

The substantial savings opportunities that CanaRx provides are due to the prices negotiated between most developed nations (excluding the United States) and the multi-national drug conglomerates. In the U.S. market, prescription costs for brand name medications most often exceed 200% of the world average price. The United States has chosen not to negotiate a lower cost. As a result of heavy lobbying in Washington, these multi-national companies report record earnings year after year reaping over 50% of their profits in the United States.

CanaRx can make a difference. Most programs achieve over 45% in savings while supplying the same high quality, brand name medications that Americans purchase today.

CanaRx Management includes doctors, pharmacists and health care executives who are committed to setting industry standards for client safety, product quality, as well as, secure and efficient delivery systems. These professionals are committed to providing the highest quality, lowest cost prescription medications available today.

CanaRx has developed programs based on voluntary individual participation in order to comply with FDA directives that allow members to obtain medications for personal use.

CanaRx has contracted with government-licensed pharmacies in Canada, the United Kingdom, Australia and Israel. Brand name medications, packaged by the original manufacturer, are delivered directly from these contracted pharmacies to the patient.

CanaRx was the first to develop an international prescription supply program designed for large employee groups. CanaRx also pioneered several large-scale public programs including the Illinois "I-Save" program, and Rhode Island's "RIMeds". Our employee programs such as Schenectady County, NY, Muncie, IN, and the City of Fall River, MA, are examples of ongoing financial and service successes year after year.

## **CanaRx Advantages:**

1. **Cost savings are derived from government-negotiated pricing**
2. **Government certified products only (Canadian & International)**
3. **Uniform pricing**
4. **Drug utilization reviews (DUR's) by First DataBank of California**
5. **Uniform safety standards & accredited dispensing procedures**
6. **Total program administration**
7. **Employee introduction & promotions**
8. **Reduced co-pays & member incentives**

## **A. Product Sourcing**

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The CanaRx quality assurance team of doctors and pharmacists has developed a formulary of over 300 widely used brand name maintenance medications.

Excluded from this list are:

- Acute medications (antibiotics)
- Controlled substances (narcotics)
- Targeted substances (benzodiazepines)
- Medications requiring refrigeration
- Medications which require ongoing monitoring/adjustments by primary care physicians
- Precursor substances (Allegra-D)
- Lifestyle medications

Further customization of the formulary may take place according to your benefit structure. Canadian and International sourcing from certified pharmacies ensure a consistent supply of quality medications.

Our primary goal is to ensure public safety. Medications are packaged by the manufacturer, distributed by government-regulated wholesalers, labeled and dispensed by licensed pharmacists and delivered directly to the end user by the U.S. Postal Service through its approved international affiliates. In addition, CanaRx professionals inspect all licensed pharmacies to ensure that our safety standards and all American/source country regulations are met.

## **B. Uniform Pricing**

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CanaRx commits to a single price for all employee groups regardless of size.

The CanaRx pricing is based on the following costs:

- Foreign Government negotiated medication costs
- Local physician fees
- Dispensing fees
- Shipping fees
- CanaRx administrative overhead

CanaRx continues to maintain price leadership within the Canadian and International supply system.

## **C. Program Support Services**

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CanaRx provides the following launch and ongoing support services:

- A) Seminars and employee group meetings
- B) Dedicated toll free telephone and fax numbers
- C) Call center services – Monday to Friday, 8:30am-6:30pm EST/EDT  
– Saturday, 9:00am-2:00pm EST/EDT
- D) Customized enrollment forms and materials for distribution
- E) Website design and hosting including:
  - 1. Program introductions
  - 2. Enrollment materials
  - 3. Full medication listings
  - 4. Incentive initiatives for low co-pay benefit programs
  - 5. Frequently Asked Questions & Answers
- F) 24/7 Licensed emergency pharmacist on call

## **D. CanaRx Operating Practices**

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CanaRx follows safe and consistent operating practices:

- Uniform safety standards and dispensing procedures
- Safety and operating seminars
- Verification of participation eligibility
- Patient education leaflets are included with each order
- Refill medication notification and controls:
  - All patients are personally contacted to ensure timely refills
  - All changes are file documented and reviewed
  - Refills are issued only when needed and confirmed
  - Consultations with the primary care physicians are conducted as required
  - A prescription renewal request service is available at no cost
- CanaRx verifies all contracts and licenses for supplying pharmacies

The CanaRx quality assurance team of doctors and pharmacists is responsible for the standards of safety and procedures initiated by CanaRx as follows:

- Order processing
  - American based Drug Utilization Reviews (DUR)
  - Identification and assessment of drug allergies & interactions
  - Maintaining and updating health/drug profiles of clients
- Internal incident reporting & logging
- Customer service surveys and reporting
- Patient counseling standards
- Pharmacist / technician ratios
- Standardized prescription labels

## **E. Single Source Administration**

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CanaRx provides customized client reporting as required.

Examples of this are:

- **Enrollment forms**
- **HIPAA compliant experience reporting**
- **Single source billing & pricing**

In addition, customized reports will be produced for all members and retiree participants as directed by the plan holder. Individual medical information will never be shared and remains totally private.

## **Summary:**

CanaRx Services Inc. provides a safe, low cost alternative to ever-increasing health care expenses. The CanaRx option of purchasing otherwise expensive maintenance medications through safe and reliable international sources, provides participants with an opportunity to eliminate co-pays while reducing health plan costs. Our system is truly a win / win scenario for all concerned.

We look forward to the opportunity of meeting with your own experts to fully explain our system that is already saving millions of dollars for other municipalities, school boards, counties and private sector health plans.

**G. Anthony Howard**  
President & CEO

# Mail Order Flow

