

Aon Rx Coalition

Choice. Value. Expertise.

Did you know that pharmacy costs can account for up to 30% of your overall health care spend? Unfortunately, most companies lack the specialized expertise needed to navigate the complex world of pharmacy benefits, manage these rising costs, and optimize purchasing power. When you join the Aon Rx Coalition (ARxC), you become part of a powerful coalition of employers that collectively have the same purchasing power as an organization with an annual drug spend of at least \$3.1 billion, providing you with access to industry-leading pricing, terms, and conditions.

Employer Pharmacy Benefit Challenges



▶ Potential unmanaged employer pharmacy costs are projected to grow by 100% from 2014 to 2020, according to Aon analysis.



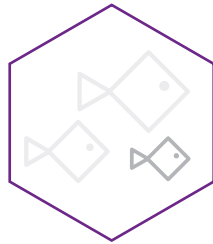
▶ Specialty drug costs continue to soar and are expected to increase at least 10% annually over the next few years, and may represent 50% or more of drug costs by 2020*.



▶ Pharmaceutical manufacturer strategies are designed to drive sales of products and keep members on higher cost brand drugs.



▶ Further consolidation in the pharmacy benefit management (PBM) industry has resulted in three major players with 75% of the total US market.



▶ Many employers feel like a small fish in the large PBM pond, with little clout and not enough visibility into PBM practices.

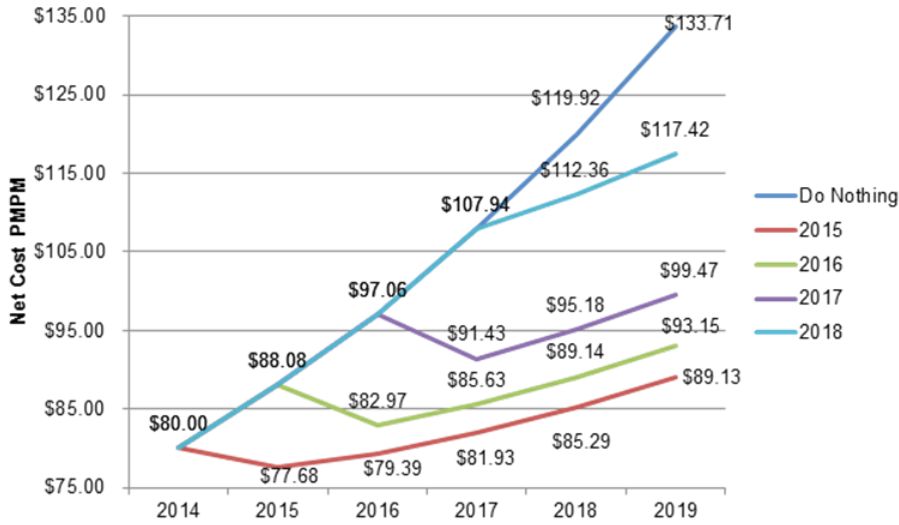
We're here to empower results

To learn more about the Aon Rx Coalition, including a complimentary cost analysis, please contact your Aon representative or email the coalition mailbox at:

AonRxCoalition@aon.com

*Source: Internal Trend Guidance April 2017 on Aon Ave.

6 Year Savings for Client Joining the ARxC in 2014: 33% or \$44.58 PMPM*



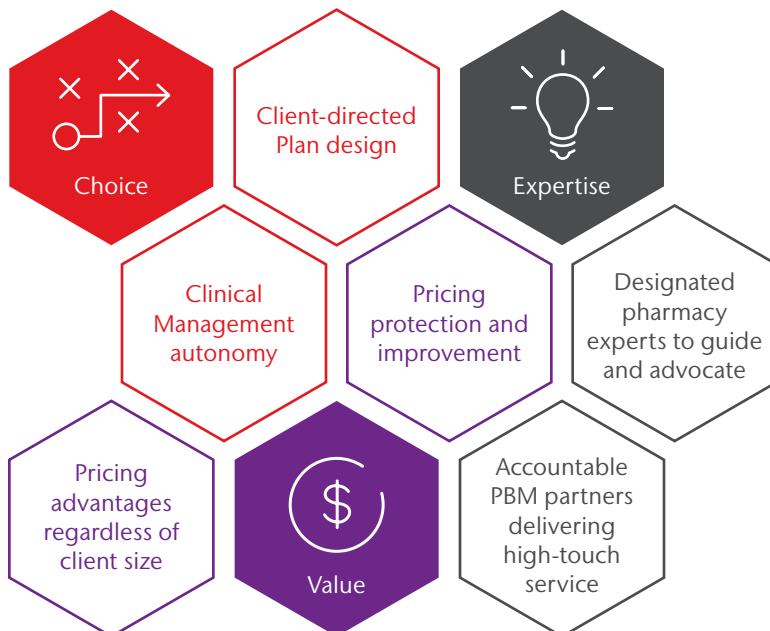
*PMPM is Per Member Per Month

Driving Pharmacy Benefit Program Results

Sixty two percent of U.S. employers are either currently participating (25%) or planning to join (37%) a pharmacy group purchasing coalition in the next 3-5 years, according to the 2016 Aon Healthcare survey. By joining the Aon Rx Coalition, you'll gain improved purchasing power with leading PBMs that you would not get on your own. You'll also benefit from Aon's "managed competition" approach of offering three PBM choices, which drives competition among PBMs and allows you to select a PBM based on factors beyond just pricing. Lastly, Aon's Clinical Advisory Board will help you address timely clinical issues.

New ARxC clients can expect to save on average 19% of total drug spend from pricing improvements.

Why Aon Rx Coalition?



Who should join?

Mid-sized to very large companies looking to gain access to a truly differentiated coalition arrangement managed by the preeminent group of pharmacy consultants in the U.S. One-fourth of the covered lives in the ARxC come from companies with at least 10,000 employees.

Expert Coalition Oversight

Our highly experienced team of pharmacy consultants provides clients with the following expertise:

- Annual market check, renewal and contract negotiations
- Oversight of PBM performance, including financial and performance guarantee tracking
- Complete management of PBM relationships
- Innovative thought leadership, including Aon's Clinical Advisory Board, focused on new and evolving solutions for your consideration

About Aon

Aon plc (NYSE:AON) is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.

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