



# State of Affairs

**Michael G. Biskey**  
**President**

*Optimizing the value of health benefits*

- Competition Bureau investigation
  - Generic drug industry in Canada
- Public sector leverages purchasing power
  - Ontario Bill 102, Quebec Bill 130
  - Competitive bidding process – Saskatchewan, British Columbia
- Manufacturers sign first private sector preferred listing deals
  - Deal cancelled after 3 months

- Public sector payers know that drug plan costs are too high in Canada
- Action results in savings, inaction results in cost increases
  - Public sector has captured cost savings
  - The gap between private sector costs and public sector costs is growing and private sector costs are growing
- The public sector can't protect the private sector
  - Industry pressure
- Major market events signal major opportunities
  - Major savings possible for payers that take action

- ESI Canada dedicated to health benefit management
  - Optimize health outcomes and costs
- ESI Canada uniquely positioned to drive benefits
  - Canadian market knowledge and expertise
  - Express Scripts US research and manufacturer relationships
- Carriers and advisors must be leaders
  - Educate your customers on the opportunities
  - Leverage ESI Canada to drive savings – today and tomorrow
- “You can’t get something for nothing”
  - Action results in benefits

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