

IS BIGGER ALWAYS BETTER?

Where does your community-based hospice fit in such a world?

Dear Hospice Leader,

Is bigger always better?

When it comes to hospice pharmacy benefit management, we believe it is NOT. Of the two biggest hospice PBMs, one is being sold by its venture capital backers to venture capital-owned Humana Healthcare, the insurance giant, and the other is and always has been a miniscule component of a huge multinational healthcare conglomerate. We don't think the typical community-based, mission-driven hospice can be particularly well-served when such a vital component of both quality care AND expense management—its pharmacy benefit—is in the hands of huge corporations whose primary focus is definitely NOT hospice and end-of-life care.

As soon as the Enclara-Humana-Kindred-Curo deal closes, one of the nation's two largest PBMs will be owned and operated by one of the nation's largest hospice providers (Curo/Kindred @ Home). Meanwhile, Optum, the other of the nation's two largest PBMs, will continue to be a miniscule subsidiary of the \$100 billion United HealthCare behemoth that is first and always a managed care company.

Where does your community-based hospice fit in such a world?

For those hospices with PBM relationships with Enclara, I can think of better strategic business decisions than sharing pharmacy spend and outcomes with Curo Health*. But call me skeptical. And, as someone who has dealt with health insurance companies since my first day behind a pharmacy counter, I can think of far better strategic decisions than putting so much of my hospice's budget and reputation for quality care in the hands of a corporate behemoth like United's Optum.

Instead, why not partner with a PBM that understands the importance and value of your mission, is committed to disrupting the PBM sector and can guarantee to save you money and enhance your quality of care?

To find out more, please visit: www.deltacarerx.com/contact
OR email at: contact@deltacarerx.com

Thank you for hearing me out,

Drew Mihalyo, PharmD
President
Delta Care Rx

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- If you're not familiar with Curo...
- Humana Agrees to Purchase Hospice Pharmacy Provider Enclara
- And Just How BIG is United Healthcare Group/Optum?

If you're not familiar with Curo, you may be familiar with any of the dozen-plus current and defunct brands that have been rolled up into the current-day Curo:

- Avalon Hospice
- Community Home Care and Hospice
- Emerald Coast Hospice
- Gentiva
- Hospice Family Care
- Hospice of Charleston
- Hospice Plus
- Kindred at Home
- New Beacon Hospice
- New Century Hospice
- Odyssey Hospice
- Regency Southern Care
- Southern Care Hospice Services
- VistaCare Hospice

Among many others.

RELATED COMMENTS/LINKS:**Humana Agrees to Purchase Hospice Pharmacy Provider Enclara**

<https://hospicenews.com/2019/12/16/humana-agrees-to-purchase-hospice-pharmacy-provider-enclara/>

And Just How BIG is United Healthcare Group/Optum?

So big, that if you go to the company's landing page, you'll be hard-pressed to find any mention of "hospice pharmacy benefit services"—the tiniest of tiny cogs in a healthcare behemoth.

www.optum.com/about-us.html