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17 March 2015

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**Louisiana Company Continues Saving Employers Money  
While Entering 5th Year as State's Only Locally-owned PBM**

BATON ROUGE, LA — March 17, 2015 — Southern Scripts, a Louisiana-based Pharmacy Benefit Manager (PBM) with national reach, celebrates four years as the state's only locally-owned business of its kind. The company continues to make an impact at home and beyond — helping self-funded employee groups across the state save money through innovative pharmaceutical solutions.

Founded in March 2011 in Natchitoches, LA, the company was formed by a team of pharmacists who saw a need to better manage claims while finding cheaper alternatives, ultimately saving money for both the insured and the group at-large.

“Here, we're invested in the outcome because we know what it's like to be on the other side,” says founder LeAnn Boyd. “When the money is saved, the company has more resources for growth. We bring an aggressive approach to finding solutions, paying careful attention to never compromising care.”

Southern Scripts uses Pass-Through Pricing, which eliminates any additional mark-ups placed on a prescription. The company also employs a Drug Utilization Management Program to combat inappropriate drug utilization that can be extremely costly to a plan. These two strategies work together to deliver an average savings of 17% to groups. In fact, several clients have achieved greater than 30% savings.

A good example of a group that benefited from Southern Scripts services is The Louisiana Horsemen's Benevolent and Protective Association (Louisiana HBPA), a statewide branch of the National HBPA, which operates on behalf of thoroughbred racehorse owners, trainers and backstretch personnel throughout Louisiana. The association is based out of New Orleans and is comprised of nearly 7,650 members. When the organization came to Southern Scripts, it was struggling with



pharmaceutical benefits management — namely member eligibility and complicated organization issues. But in a few short months, Southern Scripts helped streamline and improve processes — stretching resources significantly for members and saving the group money in the process. In fact, savings dropped 18% in one year, and Southern Scripts expects further savings in the year to come.

“For The Louisiana HBPA, we were able to create a positive scenario for all the players involved,” says Boyd. “Our members benefit from our services in creating a better health plan. We help brokers achieve goals for the groups they represent. And we bring local pharmacists into the equation — collaborating to ensure our clients are receiving the best care.”

Another example is The Calcasieu Parish Police Jury (CPPJ) – the governing authority of Calcasieu Parish, located in the heart of Southwest Louisiana. The CPPJ worked with several different PBMs, but couldn’t exactly find the savings they were looking for. In fact, costs continued to go up. Finally, the CPPJ found Southern Scripts. The PBM projected that it could save the CPPJ \$350,000 in one year, but it was wrong. In just one year, Southern Scripts saved the organization \$760,000. The impact of the savings didn’t just effect the organization; those were actually tax dollars being used. Southern Scripts found the savings the CPPJ had been looking for and managed to free up money that could be reinvested.

Baton Rouge-based Louisiana Women’s Healthcare (LWH) is the largest Obstetrics and Gynecology practice in the State of Louisiana with nearly 300 employees on the health plan. This might be a small group on the spectrum of what Southern Scripts can handle, but the PBM saved the practice nearly 10% in just over 6 months.

Southern Scripts has more case studies just like these. From the nearly 3,000 members of the St. Martin Parish School Board to smaller, more recent clients like The Baton Rouge Clinic — a group of 904 members that saw a cost decline of 27% in the first month alone — Southern Scripts is helping businesses save money where it matters most.

The savings Southern Scripts help create work to facilitate continued growth, additional hires, and savings that can be passed back to their group.

To find more information on Southern Scripts, visit [southernscripts.net](http://southernscripts.net).



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