

# DIR Estimator & Profit Estimator 2.0

## Overview & Use Instructions

### Q: What are these new RxCompass tools?

**A:** Essentially, a pair of tools that were designed to work together to provide a post-rebate/post-DIR profit estimate.

#### 1. DIR Estimator

- This is Step 1.
- Use this tool to enter DIR terms from your PSAO into your individual RxCompass account.

#### 2. Profit Estimator 2.0

- If the goal is to see a post-rebate/post-DIR profit estimate, this is Step 2.
- If the goal is to see a post-rebate profit estimate for a PRxO Rx only, please use the Profit Estimator as before.
- Use this enhanced version of the original tool to now see a post-rebate/post-DIR profit estimate.
- The original post-rebate profit estimate remains as before and will be the only result seen if no information has been entered into the DIR Estimator for the plan in question

## Instructions

1. Open the “2023 CMS LandscapeSource file PDP\_with rates\_050523” sent by Elevate on 5/9/2023.
  - \* **Note:** If you are an Elevate member and did not receive or cannot locate this email/file, contact the Elevate Help Desk at 888.880.1388 to request the “2023 Medicare Part D Landscape file.”
2. With the file open for reference, log in to RxCompass and navigate to Tools > DIR Estimator.
3. Select your primary store from the pull-down menu at the top of the page.
4. Next, in the Elevate Landscape file, simply filter column U (“DIR Tied to STAR Rating”) to “Yes” only to see plans with an applicable DIR component.
5. Now, filter column V (“BIN#”) to “004336” only, then per the various PCN and Group # combinations, begin entering the DIR terms outlined in column T (“DIR Fee and or Percentage”) into the DIR Estimator:
  - Some fees will vary by Brand/Generic, some will not;
  - Look for any days’ supply values specified in the Landscape file (1-83 days = 30 day supply).
6. Begin entering information into the blank fields, including Start and End Dates (end date will likely be 12/31/2023 for each plan in the Landscape file)
7. Repeat steps 5 and 6 for each BIN/PCN/Group combination listed in the Landscape file, as well as any other plans for which you have DIR terms.
8. **Before navigating away from the DIR Estimator, remember to click Save > Save Changes to capture any information entered or changes made**
  - Users with multi-store access may apply DIR terms to other stores in this step by toggling each.
9. Once all desired DIR values have been entered into the DIR Estimator, return to the Tools menu and navigate to the Profit Estimator.
10. Run a sample historical Part D claim per the guidelines below to check for accuracy.
  - \* **Note: Please report any perceived inaccuracies to APRx at [jjacobs@aprx.org](mailto:jjacobs@aprx.org).**

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### “Did you know” & Pro Tips

- The Profit Estimator largely functions as before, revealing a post-rebate profit estimate for PRxO items:
  - As before, the user can enter the Rx # if filled thru the previous day;
  - If a claim from the same day, instead enter the NDC#, Cost Amount, and Total Paid values for a real-time estimate.
- With the new DIR Estimator component, the user can now also see a post-rebate/post-DIR profit estimate for both generic and brand Rx's, as applicable.
- **The current iteration of the enhanced Profit Estimator can reveal only a post-rebate/post-DIR profit estimate for historical claims with a Rx #, thru the previous day.**
- To confirm, the Profit Estimator will continue to reveal a post-rebate profit estimate for any PRxO Generic Rx's whether entering the Rx # or claim values separately (i.e., NDC#, Cost Amount, and Total Paid). However, only a Rx # linked to a BIN/PCN/Group combination for which DIR terms are entered in the DIR Estimator will a post-rebate/post-DIR profit estimate. Please also ensure that the Start and End Date values entered in the DIR Estimator are accurate, as any claims with a fill date outside this date range will not return a result.
- **Check all values entered into the DIR Estimator for accuracy!**
- If you haven't already, consider requesting the “Third Party Contracts file” for the current quarter from the Elevate Help Desk. This is a very useful tool for identifying plans and confirming contracted reimbursement rates.
  - \* Note: Elevate requires members to complete a NDA to receive this information. This file is updated quarterly. Submitting a completed NDA is a one-time task and is recommended, as is requesting an updated file from Elevate each quarter.