

The PBM Marketplace Is Highly Competitive

Pharmacy benefit managers (PBMs) advocate on behalf of consumers to increase access to affordable prescription drugs, while improving clinical outcomes. The diversity in the PBM marketplace creates a competitive environment and a wide variety of PBM choices for health plan sponsors.

PBMs differentiate themselves through product innovation and client service.

The FTC has repeatedly found that the PBM industry is diverse and competitive.¹

A new analysis shows the number of PBMs is increasing, reaching

70 IN 2021

Since 2019, almost

10% MORE

PBMs have opened

70 PBMs

that offer a full range of services are currently in the marketplace

PBMs administer prescription drug plans for more than

266 MILLION

Americans with health care coverage²



Source: PBMI/PSG Analysis, 2021. PBMs in this analysis offer only full range services

1. Federal Trade Commission (FTC), Letter to Larry Good, Executive Secretary ERISA Advisory Council, 2014.

2. Visante, The Return on Investment (ROI) on PBM Services, 2020.