



# Pharmacy Updates

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# Agenda

- Introduction
- Point of Sale Rebates
- Specialty Drugs
- Opioids
- Geisinger Rx
- Questions

# Introduction

- Background
- Disclaimer

# Point of Sale (POS) Rebates

- Intent is to pass through rebates to members and reduce their cost-sharing
- Favorable to pharma and members; unfavorable to plans/employers
  - Pharma can eliminate cost-sharing programs aka “copay cards”
  - Plan effects are negative:
    - Will incentivize the use of higher cost drugs
    - Reduction of rebates to plan will result in higher premiums

# Specialty Drugs

- Now account for up to 50% of plan paid dollars.
  - Usually represent 1-2% of claims and an even smaller % of members.
- Traditional Specialty Drivers
  - Autoimmune, MS, Cancer, Hepatitis C
- Newer Specialty Drivers
  - Cancer (PD-1 inhibitors), Spinraza, Zolgensma

# Specialty Drugs - Strategies

- Ensure that a robust UM program is in place
  - Prior authorization for diagnosis, prescriber specialty, clinical/lab parameters, response/sustained response, trial of traditional or lower cost therapies.
  - Quantity, days supply limits
- Use a trustworthy specialty vendor
  - Avoid auto-ship programs

# Opioids

- Opioid abuse continues to be a major public health concern.
- Addition of fentanyl has led to increasing OD's and deaths
- Prevention is still the ideal
  - Many opioid abusers only take prescription drugs; many others start with those and move to illegal opioids.
  - Once addicted successful treatment is difficult
  - State PDMP's have helped

# Opioids - Strategies

- Ensure appropriate UM is in place – Prior authorization, quantity limits
- Access to reversal agents (Narcan)
- Confirm network is well-managed to remove bad actors – prescribers AND pharmacies
- Verify access to MAT (Medication Assisted Treatment) and other treatments is available



# Geisinger Enterprise Pharmacy

- Enterprise pharmacy reaches across entire health system.
    - Includes health plan, inpatient, outpatient, MTDM (primary care and specialist) pharmacists 11 retail locations, mail order, specialty pharmacy, and home infusion
    - Electronic coordination between Geisinger sites, facilities, and pharmacies
      - Medication reconciliation
    - Carepaths developed in conjunction with prescribers
    - Hepatitis C Center of Excellence
- <https://catalyst.nejm.org/geisinger-provencare-hcv-cure/>

# Geisinger Health Plan Rx Model

- Carve-in most PBM activities – Formulary, UM, Customer Service
  - Contract with PBM for claims processing/retail network
- Advantages to this approach
  - Higher quality with lower total cost of care
  - Focus on specialty drug management
  - Facilitates Population Health Management – disease and case management
  - Coordination of pharmacy and medical benefit drugs
  - Removes a source of healthcare fragmentation

Questions?

# Networking Break