


NW Prescription Drug Consortium



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To support the delivery of exceptional care at reduced costs while promoting the health and well-being of Oregonians.

OPDP

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Outline

- I. Background on NW Drug Consortium
- II. NW Consortium service offerings:
 - Group Pharmacy Benefits Management
 - NW Consortium Group “Value Proposition”
- III. Pharmacy Discount Card
- IV. Market expansion and NW Drug Consortium growth


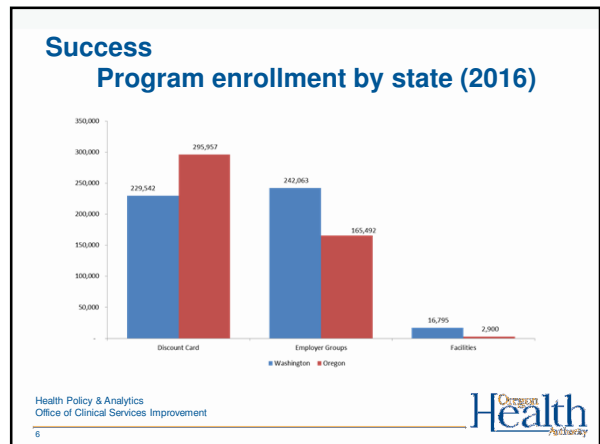
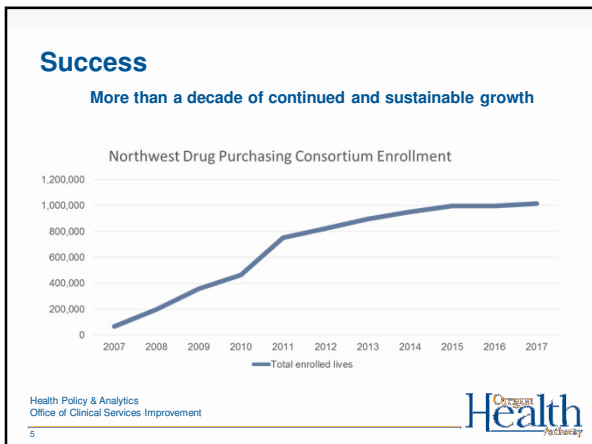
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History

<p>2003</p> <p>OPDP was established – Oregon’s only prescription drug purchasing pool</p>	<p>2006</p> <p>OPDP joined with the Washington Prescription Drug Program (WPDP) to form the Northwest Prescription Drug Consortium to pool drug purchasing and bring the best price to participants</p>	<p>2007</p> <p>Moda selected to administer the Consortium program and expand participation</p>	<p>2010</p> <p>Consortium expands scope of services with new RFP to include Medicaid, Medicare, GPO and 340B programs. Moda selected to administer program.</p>	<p>2013</p> <p>OPDP launches GPO program to include Traditional and Non-Traditional non-profit entities.</p>
<p>2015</p> <p>Through passage of Oregon House Bill 2638, Medicaid received authorization to join OPDP. Any SCC can elect to use OPDP’s programs and contracts to better manage their program costs</p>	<p>2016</p> <p>OPDP extends current agreement with Moda through 2021.</p>	<p>2017</p> <p>OPDP facilitates more than \$800 million in annual drug purchases for over 1 million people in participating groups and facilities</p>		

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Major clients

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7

NW Consortium Services

II. Group Pharmacy Benefits Management

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8

Group Pharmacy Benefits Management

- The pharmacy benefits management program was designed to meet the specific needs of clients (e.g., employer groups and government entities) and achieve the triple aim

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9

How it works

Participating programs

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10

The Consortium is pulling together best-in-class group pharmacy management expertise and experience with state purchasing power

<p>Program Management</p> <ul style="list-style-type: none"> Purchasing power Consortium; pooled purchasing Contract administration and oversight Aggressive guarantees 	<p>Contract Administrator</p> <ul style="list-style-type: none"> Data analytics and insights reporting High touch client/member support services Billing and reconciliation Broad range of innovative clinical programs 	<p>Network and Claims Management</p> <ul style="list-style-type: none"> Prescription claim processing Pharmacy network administration Eligibility verification Rebate administration After-hours member support
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11

Autonomy

Flexibility	<ul style="list-style-type: none"> Ability to design and manage own pharmacy program Option to use the pharmacy management resources available through OPDP
Choice	<ul style="list-style-type: none"> Select between broad and value pharmacy networks Broad range of evidence-based clinical services Innovative pharmacy programs (e.g., 340B, Discount Card, GPO, pharmacy charity care)
Customization	<ul style="list-style-type: none"> Ability to customize program to meet needs and goals Ability to provide customized pharmacy analytics to support quality initiatives
Collaboration	<ul style="list-style-type: none"> Clinician consulting services on programs and initiatives Coordination with OHA to improve pharmacy best practices with all CCOs
Reporting	<ul style="list-style-type: none"> Quality metrics reporting Cost and utilization reporting Ad hoc and customized reporting options


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12

Savings

- Pricing**
 - Aggressive discount guarantees
 - Fixed administration fees
 - Many fee items included free of charge
 - Alternative competitive contracting programs
- Transparency**
 - 100% pass-through agreement (including pharmacy costs and rebates)
 - 100% transparency on pharmacy discounts, rebates and administration fees
 - Downstream partners subject to the same transparency standards
- Predictability**
 - Flat administration fee per paid transaction
 - Discount guarantees that improve over time
 - Detailed data analytics to track costs and savings
- Accuracy**
 - Stringent performance guarantees that are measured and audited yearly
 - Quarterly reimbursement performance reports
 - Third-party payment annual audits and optional annual benefit audits
- Assurance**
 - More than 22 performance guarantee measures
 - Quarterly reimbursement performance reports
 - Price competitiveness annual market checks
 - OPDP oversight to ensure contract amendments in rapidly changing market

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13

Experience

- Access**
 - Robust "value-based" pharmacy network with over 56,000 pharmacies nationwide
 - All major pharmacies included, with one exception (Walgreens)
 - Critical Access Pharmacies
- Convenience**
 - Oregon-based mail order enabling faster delivery and guaranteed packaging integrity
 - Local specialty pharmacy with strong ties to prescriber community
 - Member access to specialty clinical pharmacist available 24/7
- Guidance**
 - Access to clinical pharmacists
 - Treatment and medication support
 - Access to patient care programs, including Drug Utilization Review (DUR) and utilization management edits

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14

Value Proposition

Autonomy

Customized utilization management and clinical programs

- Flexibility
- Choice
- Customization
- Reporting

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Savings

Group cost savings and cost containment

- Pricing
- Transparency
- Predictability
- Accuracy
- Assurance


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Experience

Member member-centric service

- Access
- Convenience
- Guidance

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15

✓ Excerpt from 2017 NW Drug Consortium Annual Market Report:

- "Overall Consortium pricing was competitive;
- Market conditions could yield 0.5% or more savings if exclusive specialty pharmacy guarantees are improved;
- Consider eliminating the effective rate guarantee over all specialty drugs and obtaining drug-by-drug pricing;
- Generic specialty drugs can be used to improve the overall effective discount, allowing for a reduction of the discount on the specialty brand drugs, the largest area of drug cost growth; and consider acquisition cost plus fee pricing for specialty drugs."

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16

Other Services

III. Pharmacy Discount Card

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17

Pharmacy Discount Card: opdp.org



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18

How does the Discount Card Program work?

- 100 percent cash payment by member; purchases are not subsidized by state funds
- More than 600 Oregon pharmacies have chosen to contract with the NW Consortium statewide
- Pharmacies that choose to contract with us agree to accept the discounted rates
- To get the discount, the card must be used at one of our participating pharmacies



Pharmacy Discount Card Eligibility and Benefits

- No annual fee ... It's FREE!
- Everyone in Oregon is eligible to join
 - No income restriction
 - No age restriction
- Excellent discounts:
 - Average 80 percent on generic drugs
 - Up to 20 percent on brand name drugs
- No formulary restrictions:
 - All drugs are eligible for a discount
 - Some vaccinations and immunizations also covered
- Over 604 network pharmacies in Oregon and 56,000 nationwide
- Mail order service available through Postal Prescription Services
- "Specialty" drugs available through Ardon Health Pharmacy



Four ways to get a Pharmacy Discount Card





Only need to enroll once:



1. Enroll online at www.opdp.org
 - English or Spanish
2. Complete one of the postage-paid enrollment forms
3. Download an enrollment form
 - English or Spanish
 - Complete a separate enrollment form for each person applying and send it to the address shown on the form
4. Call toll-free 800-913-4146



Benefits of website www.opdp.org

<p>Enroll online</p> <ul style="list-style-type: none"> • Enroll in English or Spanish in less than one minute • Downloadable application also available in English and Spanish 	<p>Pharmacy locator</p> <ul style="list-style-type: none"> • Search for network pharmacies using address, city, state, ZIP code, or pharmacy name • Printable maps also available via MapQuest 
<p>Drug price lookup</p> <ul style="list-style-type: none"> • Look up the current discount price of medications • Prices can change daily based on Average Wholesale Price • Can be used for mail order service • Provides comparative information: generics vs. brand 	<p>Order enrollment materials</p> <ul style="list-style-type: none"> • Postage-paid, self-addressed enrollment mailers available in eight languages • Tri-fold informational brochures in English and Spanish • Promotional flyers in English only • PDF version of flyers in Spanish and Russian available on request 



OPDP Rx Discount Card Program Total Members enrolled through February 28, 2018: **305,407**

- ✓ TOTAL PRESCRIPTION DRUG CHARGES 2017: \$17,056,153
- ✓ TOTAL SPENT BY CARD MEMBERS 2017: \$4,628,314
- ✓ TOTAL SAVINGS BY CARD MEMBERS: \$130,456,733
- ✓ MEMBER SAVINGS OVER PAST 12 MONTHS: \$12,427,732
 - TOTAL MEMBER SAVINGS LAST MONTH: \$902,294
 - SAVINGS PER UTILIZING MEMBER LAST MONTH: \$107.90
 - SAVINGS PER PRESCRIPTION LAST MONTH: \$56.57
 - PERCENTAGE OF PRESCRIPTIONS FILLED GENERIC LAST MONTH: 95.7 percent



Summary

- OPDP and NW Prescription Drug Consortium – a multifaceted vehicle designed to work across states with public and private partners.
- Policymakers and administrators everywhere are voicing their increased concerns about drug costs and eagerly listening for solutions.
- OPDP continues to innovate and adapt to changes and seeks opportunity to explore how we can achieve our aligned mission of delivering exceptional care at reduced costs while promoting the health and well-being of all Oregonians.



Northwest Prescription Drug Consortium

Best of Class Providers
Market Checks
Most Favored Nation
Two Pharmacy Networks
Innovative Programs

Local Support
Custom Formularies
Local Mail Order Pharmacy
Local Specialty Pharmacy
Flexible Administration

10,000 lives

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25

Questions?

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Oregon Prescription Drug Program

More information:
<http://www.opdp.org>

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26

Thank you

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27