

ACCC **2023**

Oncology
Reimbursement
MEETINGS

What's Going On in DC
and My State: Why it
Matters



Kathy Oubre

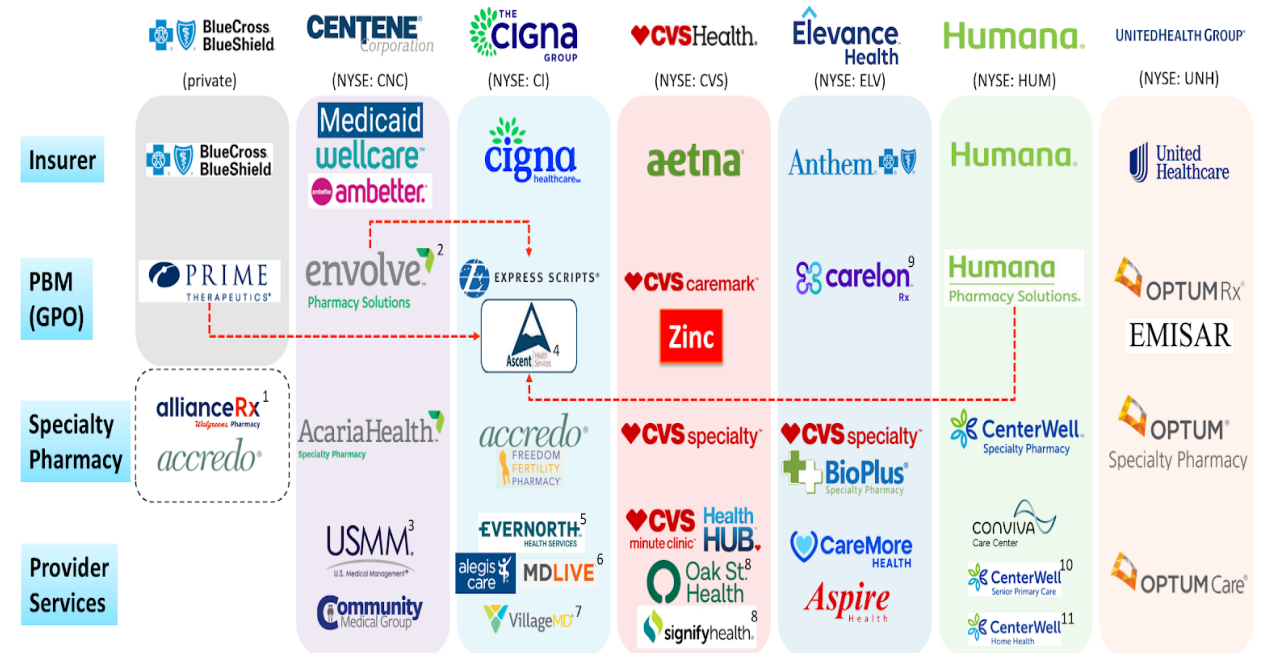
Pontchartrain Cancer Center

Pharmacy Benefit Managers & Specialty Pharmacy 101

- 1970s: PBMs emerge to help insurers contain drug spending by managing formularies and administering
- 1980s: a small PBM, Express Scripts, negotiates the first discounts
- 2020s: the 3 largest PBMs – Express Scripts, CVS Caremark and OptumRx control 80% of the market



Vertical Business Relationships Among Insurers, PBMs, Specialty Pharmacies, and Providers, 2023



1. Since 2021, Prime's Blue Cross and Blue Shield plans have had the option to use Express Scripts or AllianceRx/Walgreens Pharmacy for mail/specialty pharmacy services. (N Dec. 2021, Walgreens purchased Prime Therapeutics' 45% ownership interest, so this business had no PBM ownership as of 2021. Effective June 2022, the company was rebranded as AllianceRx/Walgreens Pharmacy.)
 2. Centene has announced that it would outsource its PBM operations to Express Scripts in 2024. In 2023, Centene rebranded its pharmacy benefit subsidiary as Centene Pharmacy Services.
 3. In 2021, Centene sold a majority stake in its U.S. Medical Management to a group of private equity firms.
 4. Since 2020, Prime has sourced formulary rebates via Ascend Health Services. In 2021, Humana began sourcing formulary rebates via Ascend Health Services for its commercial plans.
 5. Previously known as Evernorth Care Group and Cigna Medical Group.
 6. In 2021, Cigna's Evernorth business acquired MDLIVE.
 7. In 2022, Cigna invested \$2.7 billion for an estimated 14% ownership stake in VillageMD. Walgreens owns a majority of VillageMD.
 8. In September 2022, CVS Health announced its acquisition of Signify Health. In February 2023, CVS announced its acquisition of Oak Street Health. Both transactions closed in 2023.
 9. Previously known as Ingestible.
 10. In 2021, Partners in Primary Care and Family Physicians Group businesses were rebranded as CenterWell Senior Primary Care.
 11. In 2022, Kindred at Home was rebranded as CenterWell Home Health. In 2022, Humana announced an agreement to divest its majority interest in Kindred at Home's Hospice and Personal Care Divisions to Clayton, Dubilier & Rice. Humana also announced plans to close a majority of its SeniorBridge-home care locations.
 Source: *The 2023 Economic Report on U.S. Pharmacies and Pharmacy Benefit Managers*, Exhibit 234. Companies are listed alphabetically by corporate name.

Bagging: What are the differences & the impact on patients & your practice



- White bagging – A specialty pharmacy ships a patient’s rx directly to the provider (hospital or clinic). The provider holds the product until the patient arrives for treatment.
- Brown bagging – The patient picks up a prescription at a pharmacy or has it mailed to their home which is then taken to the provider (hospital or clinic) for administration.
- Clear bagging – A provider’s internal specialty pharmacy dispenses the patient’s rx and transports the rx to the location of drug administration.

Specialty Pharmacy	White Bagging	Brown Bagging
Delays in Care	Chain of Custody	Chain of Custody
Increase in Cost to Patient	Missed Appointments	Missed Appointments
	Changes om Therapy	Changes in Therapy
	Dose Reductions	Dose Reductions

Louisiana's white bagging legislation – SB 191



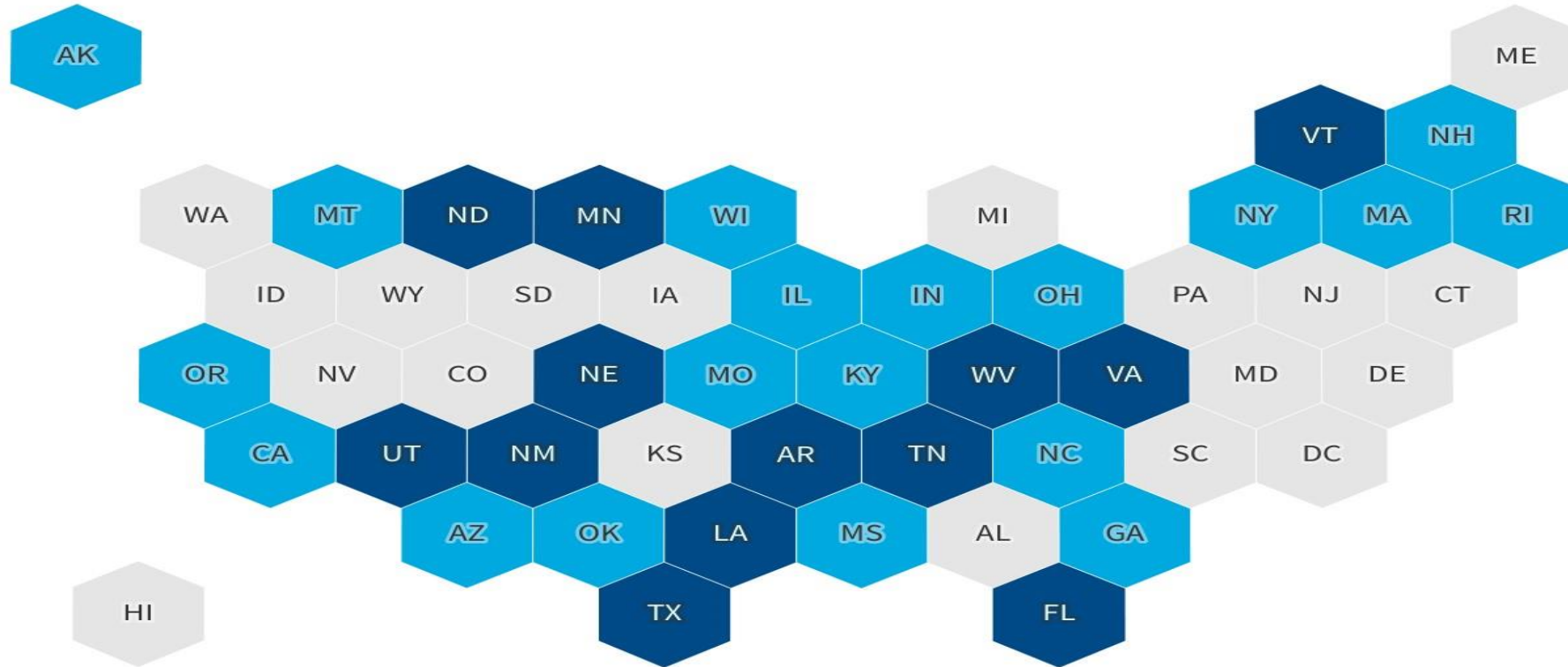
- Summary: SB 191 ensures payers cannot refuse to reimburse providers for approved physician-administered drugs and related services to covered patients even if these services are obtained at out of network pharmacies. SB 191 was passed with bipartisan support and is considered the first successful white bagging legislation to be enacted in the nation.
- Link to bill: <https://legis.la.gov/legis/BillInfo.aspx?i=240483>

States Consider Limits to ‘White Bagging’ of Infusion Drugs

“White bagging” is a practice in which health insurers bypass hospital pharmacies and instead use third-party pharmacies to send complex infusion drugs directly to the clinics and hospitals where patients get care. Some state legislatures have intervened as providers have raised concerns about treatment delays and safety.



■ Legislation enacted ■ Legislation proposed ■ No legislation



Source: American Society of Health-System Pharmacists; legislative sessions 2021-23 Map data: Telegrams/NPR
Credit: Lydia Zuraw and Samantha Liss/KFF Health News

2023 federal & state priorities



- Pharmacy Benefit Managers
- 340B
- Prior Authorization
- Drug Shortages
- Prior Authorization
- White Bagging
- Co-pay Accumulators
- PDAB (Prescription Drug Affordability Boards)

Speaking with policymakers



1. Clearly identify the issue and offer solutions
2. Identify and target specific elected officials
3. Prepare your message
4. **WHY DO YOU CARE ABOUT THE ISSUE? WHAT IMPACT WILL THE PROPOSED LEGISLATION HAVE ON YOUR PATIENTS?**
5. **WRITE OUT YOUR KEY POINTS YOU'LL WANT TO MAKE SURE YOU REMEMBER TO COVER**
6. **ENGAGE YOUR PATIENTS – THEIR VOICE MATTERS THE MOST**
7. **USE data! Quantify the issue or impact**
8. **AND YOUR FAMILY, FRIENDS AND YOU – EVERYONE IS A CONSUMER OF HEALTHCARE!**



Questions?

THANK YOU FOR YOUR
PARTICIPATION!