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A DIVISION OF

 **WVU**Medicine

Allied Health Solutions Specialty Pharmacy Services Update: 2016

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Topics of Discussion

- Review: Specialty Pharmacy Marketplace Trends
- Review: Specialty Pharmacy Definition
- Review: Specialty Medication Definition
- Why Specialty Pharmacy at WVUHS
- Review: Current Disease States & Clinics Serviced by Allied Health Solutions
- Review: Challenges in the Specialty Pharmacy Market
- Benefits of utilizing Allied Health Solutions Specialty Pharmacy
- How to contact us



Specialty Pharmacy Market Place Trends

- 37.7% of total RX spend in the U.S. was attributed to specialty medications in 2015 according to Express Scripts Drug Trend Report
- 50% of total RX spend in the U.S. will be in specialty medications by 2018.
- 50% of all drugs in development currently are in the specialty drug market.
- We expect approximately 17% annual increases in specialty medication spend which are driven by brand inflation and high starting costs for new targeted therapies.



Specialty Pharmacy Market Place Trends

- Pharmaceutical manufacturers are increasingly limiting access to specialty pharmacy products via wholesaler prime vendor agreements.
- Manufacturers and payers are increasing specialty pharmacy service standards and requiring accreditation and credentialing.
- Health System Specialty Pharmacies are making a strong push into the market to improve continuity of care and improve outcomes.
- Health Systems have financial “skin in the game” for readmissions due to noncompliance or lack of medication adherence.



What makes Specialty Pharmacy Special

- A patient centered model of pharmacy primarily focused on high cost, complex, high touch medication therapy for patients with complex disease states.
- Specialty pharmacies typically offer services well beyond what is available in a normal retail pharmacy setting.
- Some example of the services provided by a specialty pharmacy are as follows:
 - 24 hour access to a pharmacist
 - Medication compliance and adherence management



What makes Specialty Pharmacy Special

- Benefits investigation
- Enrollment in financial assistance programs
- Communication and follow up with physician either in EPIC or by phone.
- Dispensing of specialty medications with special shipping & handling requirements; *i.e.*, cold chain.
- Patient education and clinical assessments.
- Payer and manufacturer reporting



Define a Specialty Medication

- Medications that are more complex than most prescription medications and are used to treat serious and often life threatening disorders.
- Medications that require special handling
- Medications that require special monitoring; *i.e.* REMS programs.
- Medications that requires comprehensive patient care, clinical management and product support services.
- Medications that are very expensive
 - CMS defines specialty medication > \$600.00 per month
 - Annual cost between \$6,000- \$750,000
 - Medications that require financial assistance



Example of Specialty Medications

- Humira® (adalimumab)
- Enbrel® (etanercept)
- Cimzia® (certolizumab)
- Harvoni® (ledipasvir / sofosbuvir)
- Solvaldi® (sofosbuvir)
- Kalydeco® (ivacaftor)
- Orkambi® (lumacaftor / ivacaftor)
- Copaxone® (glatiramer)



Why Specialty Pharmacy at WVUHS

- Improve continuity of care for our patients
- Provide better coordination of benefits to allow patients to access to specialty medications that they require
- Appropriate follow up by our clinical team in the specialty pharmacy with the patient and our providers in order to improve compliance and medication adherence
- Reduce readmissions and improved clinical outcomes for our patients
- Do not rely on an outside entity to take care of OUR PATIENTS



What Disease States & Specialty Clinics we currently service

- Cystic Fibrosis Clinic
- Dermatology Clinics
- Digestive Disease Clinic
- Hepatitis C Clinics
- HIV Clinics
- Hyperlipidemia / Hypercholesterolemia Clinics
- Multiple Sclerosis Clinic
- Neonatology / Pediatric RSV Clinic
- Rheumatology Clinic



Review: Challenges in the Market

- Continuously changing landscape from the manufacturers and payers
- Different health plans have different prior authorization criteria for the same medication
- Changing distribution models
- Potential changes for clinic administered medications coming from specialty pharmacy instead of outpatient hospital infusion center
- Shift in benefit coverage from the ‘medical benefit’ to the ‘pharmacy benefit’
 - This has significantly impacted Hemophilia and RSV, as well as IV medications for Rheumatoid Arthritis, Crohn’s Disease, and Psoriasis
- Continued changes in the Pharmacy Benefit Cost Share for specialty medications
 - I.e. Higher out-of-pocket expense for the patient, days supply limitations, and new benefit designs (equalize cost share for specialty meds for pharmacy and medical benefit)



**Benefits of utilizing
Allied Health
Solutions Specialty
Pharmacy**



Navigation of Benefits

- We work with the patient's insurance provider to complete prior authorizations and determine out-of-pocket costs for specialty medications



Financial Assistance

- Our Pharmacy Care Coordinators work with patients who have high out-of-pocket costs for their specialty medications to determine eligibility for financial assistance and assist with enrollment via manufacturers, patient assistance programs, and foundations.



Proactive Refill Reminders

- Patients will be contacted approximately seven days prior to their next refill to set-up delivery and resolve insurance issues (i.e., copayment assistance, prior authorization, etc.).



Clinical Management Program

- Our team of Clinical Pharmacists provides medication education (i.e., administration, management of potential side effects, injection training, importance of adherence, etc.) to further develop each patient's medication knowledge to promote compliance.



Availability of Pharmacists

- Pharmacists are available 24 hours a day, 7 days a week to answer patients' urgent medication questions.



Communication with healthcare providers

- We will provide timely communication with healthcare providers regarding the status of the patient's medication as well as patient-specific issues, as appropriate.



Contacting Allied Health Solutions

- Please contact us directly at **304-285-7216** or toll free at **844-988-7216** for additional information regarding how we can help your patients achieve optimal clinical outcomes and provide excellent patient care.
- Fax: 304-598-4034
- Email: AHSRX@wvumedicine.org
- In Person: 1st floor of the Operations Support Center (ROC II) located at 3040 University Drive.

