

Resources for pharmacy program members

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Contact us at PharmacyQuestions@vizientinc.com

SCAN ME

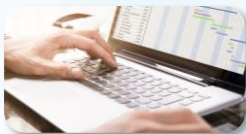


We are here to help



Pharmacy Solutions

Sourcing, clinical and ambulatory support



Analytics

Drug spend and clinical analytics platform



Consulting Services

Operations, ambulatory, 340B, clinical



Aggregation Groups

Pharmacy group purchasing & oncology network



Pharmacy Market Outlook Winter 2024

*Keeping you at the forefront
of drug price projections
and market developments*

Vizient Pharmacy Solutions
January 31, 2024

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Housekeeping

- This call is being **recorded**
- Because of the large number of participants, all lines will be kept in **listen-only mode**
- **Questions** will be managed through the Q & A box



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Prepare for the future:
The Pharmacy Market Outlook is now available

Stay informed. Navigate trends. Drive strategic decisions. Use this comprehensive report from our pharmacy experts for drug price forecasts and in-depth market analysis.

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Where to focus in 2024 Access now Pharmacy program participants

Where to focus in 2024
GLP-1 medication use has doubled in the past three years

8%

Projected overall drug price inflation rate for July 1, 2024 - June 30, 2025

Access the report

Pharmacy program participants

Enjoy access to companion resources and additional information

Visit the Pharmacy Market Outlook webpage where you can access and download the report as well as other resources

Click on the 'Access the report' button (in two places)

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Enjoy access to companion resources and additional information



[info.vizientinc.com/
pharmacy-market-
outlook-member-
details](https://info.vizientinc.com/pharmacy-market-outlook-member-details)

From this page, you can also access the latest **Budget Impact Projections report** related to the healthcare supply chain.

Gain insight on anticipated price changes over the next 18 months and plan for them now to lessen the impact of 2024 inflation.



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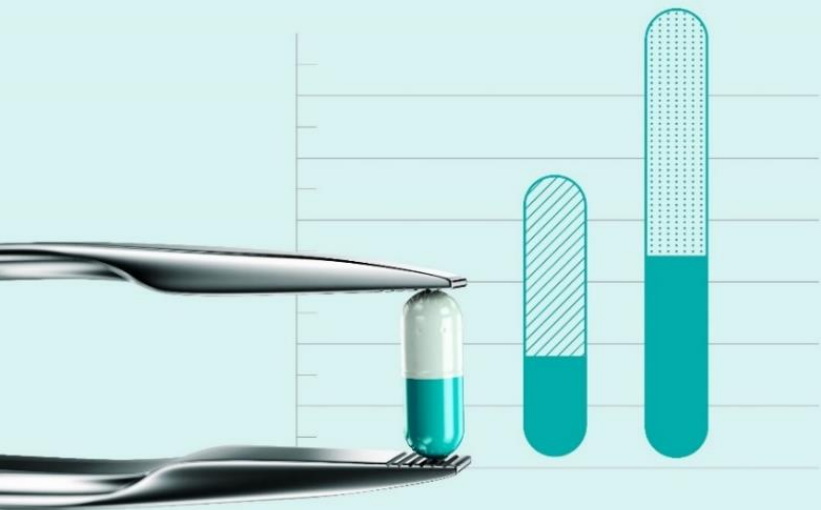
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Today's presenters



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Methodology and overall numbers

Price projection methodology overview

Based on Vizient pharmacy program participant data

- Projections 6 to 18 months forward; for price only
- Overall summary, therapeutic class, generic
- Query purchase and price history of member facilities
 - Inclusions: All classes of trade
 - Exclusions: 340B, direct purchases, nondrug purchases
- Determine top 85% of products, based on aggregate spend
- Team makes projections at national drug code (NDC) level
 - Contract products and noncontract products from contract manufacturers: assigned to portfolio executives
 - Other noncontract products: outside data sources



Top

85%

of pharmaceutical
purchases

Overview by the numbers

	July 2023	January 2024
# NDC initial data pull	58,188	57,958
# NDC without exclusions	32,858	32,821
# NDC in top 85%	1,308	1,274
Highest projected Inflation	10% (etoposide, morphine, phenobarbital)	20% (iohexol & sodium phosphate)
Greatest projected deflation	-50% (regadenoson)	-69% (IV acetaminophen)
Number of NDC in both editions	1,166 (92%)	
Number of NDC no longer in top 85%	102	
Number of NDC new to top 85%	113	

Projected drug price inflation

July 1, 2024 through June 30, 2025

This is our highest projected inflation rate since the July 2019 edition (January 2020 – December 2020 prediction window)

Several factors drive the trend of increasing inflation:

- Increase in specialty and ultra-specialty approvals
- Additional indications for previously approved medications, increasing utilization
- Products with higher-than-customary price increases
- Payer restrictions influencing site of care and class of trade implications for pharmacy services

3.80%

Projected overall drug
price inflation rate



Key therapeutic class highlights

Therapeutic classes	Key products in class	Est. price change
Autoimmune and inflammatory conditions	Humira, Stelara, Entyvio, Skyrizi, Dupixent	3.72%
Biosimilars	Inflectra, Truxima	0.55%
Cardiometabolic diseases	Ozempic, Eliquis, Mounjaro	3.41%
Infectious diseases	Biktarvy, Veklury	4.05%
Neurology	Ocrevus, Botox, Kesimpta, Tysabri	4.60%
Oncology	Keytruda, Opdivo, Darzalex Faspro	3.89%
Pediatrics	Unituxin, Asparlas	3.65%
Plasma critical care	Albumin, Immune globulin intravenous	3.63%
Radiopharmaceuticals	Omnipaque, Visipaque	10.36%

Top 15 drugs ranked by spend

Percent of spend captured
by top 15 drugs:
25.77%

Semaglutide jumps
from #10 to #5;
Risankizumab-rzaa jumps
from #12 to #6

Remdesivir falls out of the top
15 for the first time;
Secukinumab new to the list

Rank	Generic name	Brand name	Previous rank
1	Adalimumab	Humira	1
2	Immune globulin, intravenous	Gammagard, Gamunex, Privigen	2
3	Ustekinumab	Stelara	3
4	Pembrolizumab	Keytruda	4
5	Semaglutide	Ozempic, Rybelsus, Wegovy	10
6	Risankizumab-rzaa	Skyrizi	12
7	Dupilumab	Dupixent	9
8	Ocrelizumab	Ocrevus	6
9	Etanercept	Enbrel	8
10	Denosumab	Prolia, Xgeva	5
11	Nivolumab	Opdivo	7
12	Daratumumab-hyaluronidase-fihj	Darzalex Faspro	11
13	Bictegravir / emtricitabine / tenofovir alafenamide fumarate	Biktarvy	14
14	Vedolizumab	Entyvio	15
15	Secukinumab	Cosentyx	--

Top drugs by retrospective price increase



Generic name	Brand name	WAC price change (%)	% of total aggregate spend
Fludarabine	Fludara	653.7%	0.01%
Cefepime in D5W	Maxipime	22.9%	0.07%
Ceftolozane / tazobactam	Zerbaxa	15.3%	0.10%
Denosumab	Prolia, Xgeva	10%	1.16%
Remdesivir	Veklury	9.9%	0.78%
Dinutuximab	Unituxin	9.9%	0.24%
Venetoclax	Venclexta	9.7%	0.25%
Human prothrombin complex concentrate	Kcentra	9.6%	0.43%
Secukinumab	Cosentyx	9.1%	0.81%
Daratumumab	Darzalex	9.0%	0.10% / 1.08%
Daratumumab-hyaluronidase-fihj	Darzalex, Faspro		
Adalimumab	Humira	8.0%	4.46%

Focus for 2024

Payer cost containment

Management of high coordination of care medications

Drug shortages

Drug pricing

Advocacy





Non-acute care highlights

Biosimilars

505(b)(2) approvals

GLP-1 therapies

Gene therapies

Site of care considerations

Biosimilar approvals and launches

Therapeutic Area	Endocrinology		Immunology				Neurology	Oncology			Ophthalmology	Supportive Care		
Molecule	Insulin glargine	Adalimumab	Etanercept	Infliximab	Tocilizumab	Ustekinumab	Natalizumab	Bevacizumab	Rituximab	Trastuzumab	Ranibizumab	Epoetin	Filgrastim	Pegfilgrastim
Reference Product Name Supplier Launch date	Lantus Sanofi 2000	Humira AbbVie 2002	Enbrel Amgen 2003	Remicade Janssen 1998	Actemra Genentech 2010	Stelara Janssen 2009	Tysabri Biogen 2004	Avastin Genentech 2004	Rituxan Genentech 1997	Herceptin Genentech 1998	Lucentis Genentech 2006	Epogen / Procrit Amgen / Janssen 1989	Neupogen Amgen 1991	Neulasta * Amgen 2002
Biosimilar Product Name Supplier Launch date	Rezvoglar Eli Lilly Mar. 2023	Abrilada Pfizer Nov. 2023	Erelzi Sandoz 2029	Avsola Amgen July 2020	Tofidence Roche 2024	Wezlana Amgen Jan. 2025	Tyruko Sandoz 2024	Alymsys Amneal Oct. 2022	Riabni Amgen Jan. 2021	Herzuma Celltrion/Teva Mar. 2020	Byovoiz Biogen July 2022	Retacrit Pfizer Nov. 2018	Nivestym Pfizer Oct. 2018	Fulphila Viatris June 2018
	Semglee Viatris Nov. 2021	Amjevita Amgen Jan. 2023	Eticovo Samsung Bioepis 2029	Inflectra Pfizer Nov. 2016				Avzivi Bio-Thera TBD	Ruxience Pfizer Feb. 2020	Kanjinti Amgen July 2019	Cimerli Coherus Oct. 2022		Releuko Amneal Dec. 2022	Fynetra Amneal May 2023
		Cyltezo Boehringer Ingelheim July 2023		Renflexis Merck July 2017				Mvasi Amgen July 2019	Truxima Celltrion/Teva Nov. 2019	Ogivri Viatris Dec. 2019			Zarxio Sandoz Sept. 2015	Nyvepria Pfizer Dec. 2020
		Hadlima Samsung Bioepis July 2023		Zymfentra Celltrion Feb. 2024				Vegzelma Celltrion Mar. 2023		Ontruzant Merck Apr. 2020				Stimufend Fresenius Kabi Feb. 2023
		Hulio Bioscon July 2023						Zirabev Pfizer Dec. 2019		Trazimera Pfizer Feb. 2020				Udenyca Coherus Jan. 2019
		Hyrimoz Sandoz July 2023												Udenyca Onbody Coherus 2024
		Idacio Fresenius Kabi July 2023												Ziextenzo Sandoz Dec. 2019
		Yuflyma Celltrion July 2023												
		Yusimry Coherus July 2023												

* Neulasta Onpro
launched 2014

- Ⓟ Biobetterm
- Ⓛ Interchangeable
- Launched
- Not launched

505(b)(2) considerations

- Cost / reimbursement analyses
- Charge master updates
- Formulary evaluations
- Payer coverage
- Prior authorization considerations
- Supply chain / purchaser education

	Approval type	Studies conducted	HCP Code	Example
NDA [505(b)(1)]	New (small) molecule	Full safety and efficacy	Reference listed drug	J9056 Inj, bendamustine, 1 mg
ANDA [505(j)]	Generic	Bioequivalence	Generic molecule (share w/other generics & [505(b)(1)])	J9056 Inj, bendamustine, 1 mg
505(b)(2)	Different characteristics	PK, bioavailability	Unique to approval (by manufacturer)	J9036 Inj belrapzo/ bendamustine
351 (a)	Reference biologic	Full efficacy, safety and purity	Biologic molecule	J1745 Infliximab not biosimil 10 mg
351 (k)	Biosimilar	PK, PD, immunogenicity	Unique to each biosimilar	Q5103 Injection, inflectra

505(b)(2) resources

vizient.

Minute Market Insights

Minute Market Insights are intended to highlight changes that may impact drug product selection, drug product utilization or patient care.

Management Strategies

- Consult Drugs @FDA: FDA-Approved Drugs to determine if a medication was approved via the 505(b)(2) pathway.
- Consult the CMS 422 HCPSC Crosswalk for Reference that B-Drugs for HCPSC codes by NDC.
- For identified 505(b)(2) NDCs and new NDCs are added to the formulary, ensure appropriate HCPSC codes are assigned in the charge description master.
- Align key pharmacy and revenue cycle integrity considerations for optimal product selection and accurate HCPSC code assignment.
- Consider implementing a policy allowing 505(b)(2) product substitution as clinically appropriate by a pharmacist.

Additional Resources

- 505(b)(2) Frequently Asked Questions
- Appointments Overview 505(b)(2)
- Overview of 505(b)(2) pathway
- Guiding for 505(b)(2) drugs
- Vizient has support matter experts available to answer questions

To learn more, please contact your Center for Pharmacy Practice Development or pharmacyquestions@vizient.com.

505(b)(2) FAQ



505(b)(2) New Drug Application

Frequently Asked Questions

What are the 3 types of new drug applications described under Section 505 of the Federal Food, Drug, and Cosmetic Act?

- An application that contains full reports of investigations of safety and effectiveness (505(b)(1)).
- An application that contains full reports of investigations of safety and effectiveness but where at least some of the information required for approval comes from studies not conducted by or for the applicant and for which the applicant has not obtained a right of reference (section 505(b)(2)).
- An application that contains information to show that the proposed product is identical in active ingredient, dosage form, strength, route of administration, labeling, quality, performance characteristics, and intended use, among other things, to a previously approved product (section 505(b)(3)).

Why did the Centers for Medicare and Medicaid (CMS) establish new HCPSC Level II codes to separately identify products under the 505(b)(2) New Drug Application (NDA) or the Biologics License Application (BLA) pathways?

In the 3rd quarter of the 2022 HCPSC Coding Cycle, CMS reviewed its approach for establishing HCPSC Level II codes to identify products approved under the 505(b)(2) NDA or the BLA pathways after October 2003. These products are not rated as therapeutically equivalent to their reference listed drug in the Food and Drug Administration's (FDA) Orange Book and are therefore considered single source products.

In order to conform with the general approach used for the assignment of products paid under section 1847A of the Social Security Act (the Act) to HCPSC codes, CMS is making several code changes effective January 1, 2023:

- Due to rating of "not therapeutically equivalent" to the reference listed drug and consideration as single source products, assignment of manufacturer specific codes to identify products approved under separate 505(b)(2) NDA or BLA pathways.
- Removal of the brand name from existing HCPSC codes when products meet the statutory definition of a multiple source drug to accommodate any associated generic products that are rated as therapeutically equivalent.

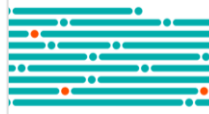
How do I know if a medication has been approved through the 505(b)(2) pathway?

There are proprietary subscription-based services that can provide this information, or it can be found on the Drugs @FDA: FDA-Approved Drugs webpage by searching by drug name, active ingredient, or application number.

Go to the Drug Approval Package by clicking on "Review" under Approval Dates and History, Letters, Labels Reviews for NDA, The Administrative Document(s) and Correspondence PDF includes the type of exclusivity determination needed (See Part I).

Bendamustine Product Comparison

April 2023



Bendamustine Product Comparison

Table 1. FDA-approved bendamustine products as of April 2023

Supplier	Brand Name	NDA/ANDA	Formulation	Vial Type	Strength	Approval Pathway	Orange Book Rating	Infusion Time	Approval Date
Cephalon (Teva)	Tovaris	NDA 022249	Solution reconstituted	SDV	25 mg/100 mg	NDA	RLD	30 minutes (CLL) 60 minutes (BCL)	March 2008
ANDA products									
Accord	Bendamustine	ANDA 259374	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	30 minutes (CLL) 60 minutes (BCL)	Dec. 2022
Brocridge	Bendamustine	ANDA 259447	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	NR	Feb. 2023
Dr. Reddy's	Bendamustine	ANDA 259378	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	NR	Dec. 2022
505(b)(2) products									
Eagle (Teva)	Bendika	NDA 208194	Solution	MDV	100 mg/mL	505(b)(2)	NR	10 minutes	Dec. 2016
Eagle	Belpapco	NDA 205980	Solution	MDV	100 mg/mL	505(b)(2)	NR	30 minutes (CLL) 60 minutes (BCL)	May 2018
Skybak	Vivimuta	NDA 212259	Solution	MDV	100 mg/mL	505(b)(2)	NR	20 minutes	Dec. 2022
Baxter	Bendamustine	NDA 218578	Solution	MDV	100 mg/mL	505(b)(2)	NR	30 minutes	Dec. 2022

ANDA = abbreviated new drug application; AP = therapeutically equivalent; IV = intravenous; NR = not reported; PP = preservative free; RLD = reference listed drug; SC = subcutaneous

Dr. Reddy's gained FDA approval in December 2022 and Brocridge in February 2023 but neither have launched their product as of 4/23/23.

Bortezomib Product Comparison



Bortezomib Product Comparison

September 2022

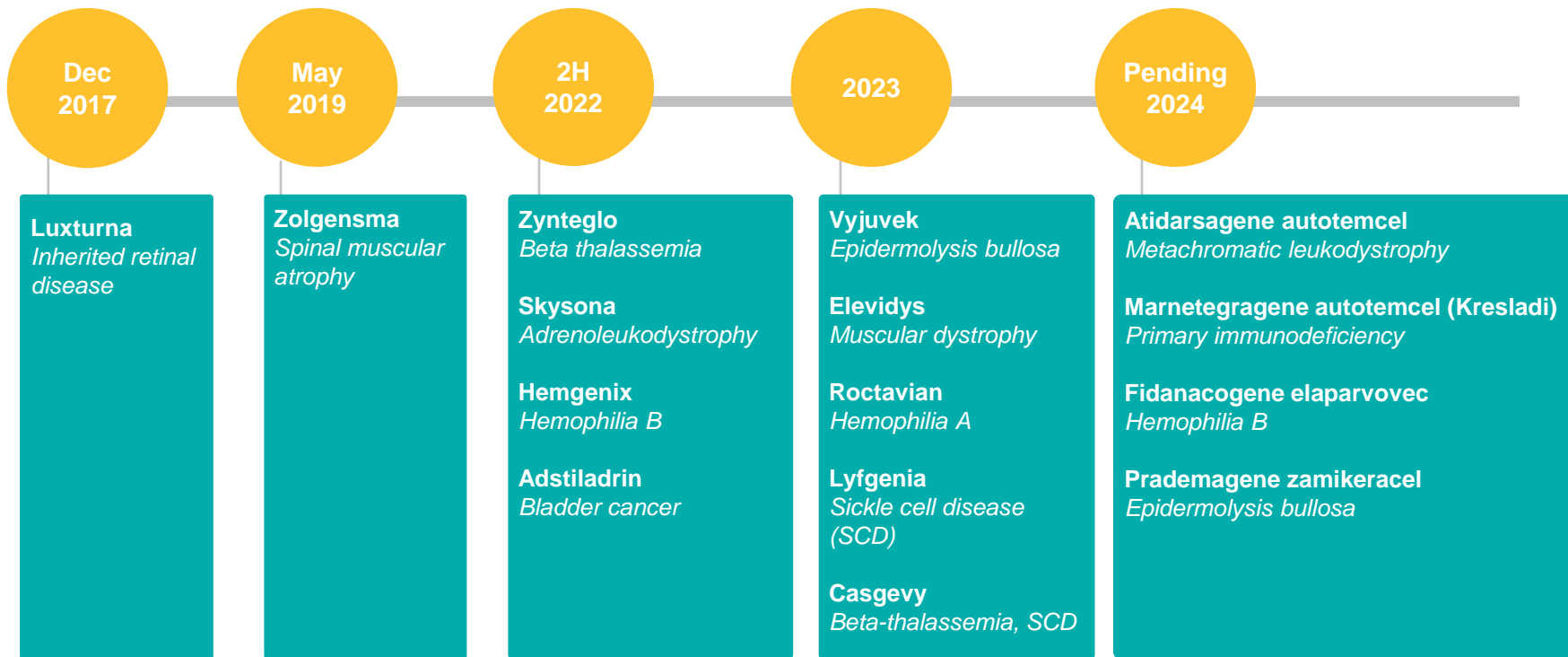
Supplier	Formulation	Formulation	Strength	Approval Pathway	Orange Book Rating	IV Administration	SC Administration
Takeda (Veeva)	Solution reconstituted vial	Lipidized powder	3.5 mg	NDA	RLD	✓	✓
ANDA bortezomib products							
Apixel	Solution reconstituted vial	Lipidized powder	3.5 mg	ANDA	AP	✓	✓
Dr. Reddy's	Solution reconstituted vial	Lipidized powder	3.5 mg	ANDA	AP	✓	✓
Freemove Kabi	Solution reconstituted vial	Lipidized powder	3.5 mg	ANDA	AP	✓	✓
Novartis	Solution reconstituted vial	Lipidized powder	3.5 mg	ANDA	AP	✓	✓
505(b)(2) bortezomib products							
Dr. Reddy's	Powder for reconstitution vial	Lipidized powder	3.5 mg	505(b)(2)	NR	✓	✓
Freemove Kabi	Powder for reconstitution vial	Lipidized powder	3.5 mg	505(b)(2)	NR	✓	✓
Novartis	Powder for reconstitution vial	Lipidized powder	2.5 mg	505(b)(2)	NR	✓	✓
Novartis	Powder for reconstitution vial	Lipidized powder	1 mg	505(b)(2)	NR	✓	✓

ANDA = abbreviated new drug application; AP = therapeutically equivalent; IV = intravenous; NR = not reported; PP = preservative free; RLD = reference listed drug; SC = subcutaneous



Minute Market Insights

Gene therapy: approvals and pipeline



Challenges related to gene therapy

Access

- Qualified Treatment Centers (QTCs)

Cost

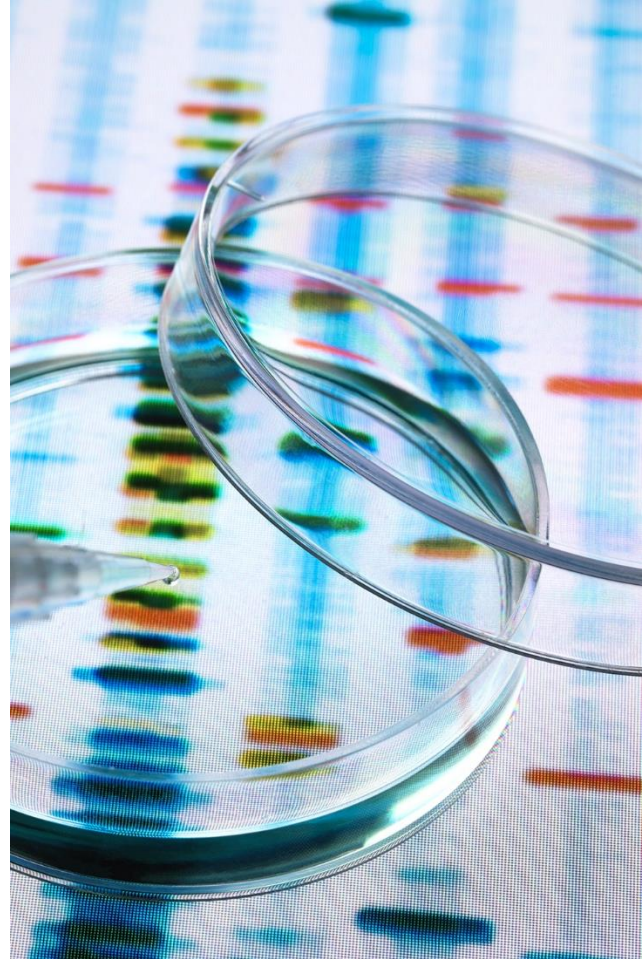
- \$2 million or greater
- Availability of patient assistance programs

Reimbursement

- Single-case agreements
- Outcomes-based agreements

Operations

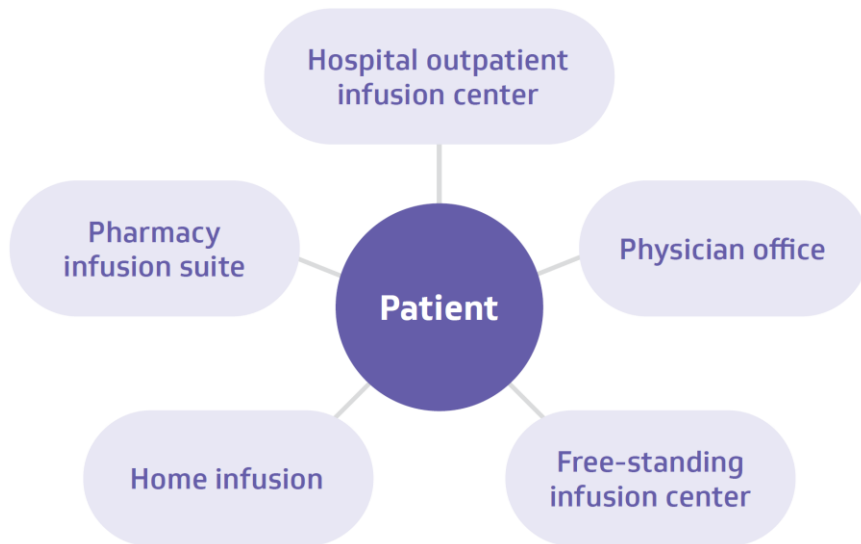
- Cold chain storage
- Biohazard and safety precautions



Site of care considerations

- Payer mandates
 - White bagging challenges
- Reimbursement challenges
- Patient preference / distance from treatment center

Maximizing different sites of care to meet patient needs



Acute care

Medications that are more than 88% acute care spend

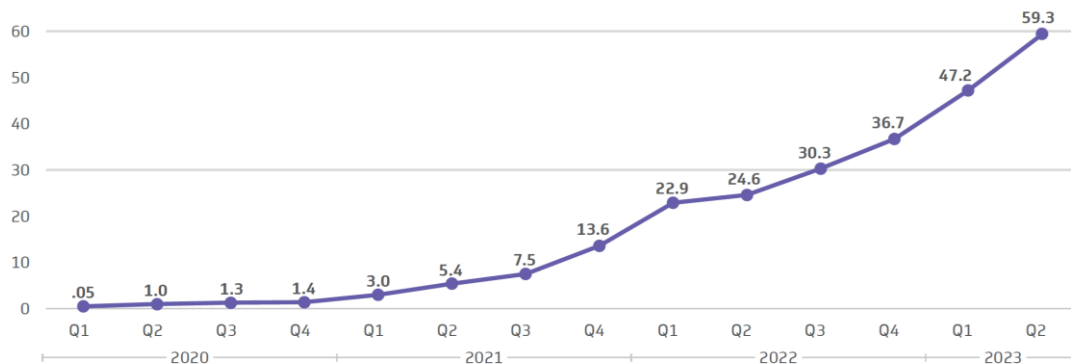
Top acute care medication spend

Rank	Generic name	Brand name
1	Remdesivir	Veklury
2	Sugammadex sodium	Bridion
3	Alteplase	Activase, Cathflo Activase
4	Human prothrombin complex concentrate (PCC)	Kcentra
5	Albumin	AlbuRx, Albutein, Flexbumin
6	Anti-thymocyte globulin (rabbit)	Thymoglobulin
7	Coagulation factor VIIa (recombinant)	NovoSeven
8	Bupivacaine liposomal	Exparel
9	Iohexol	Omnipaque
10	Tenecteplase	TNKase

Source: Vizient pharmacy program participant data, Oct. 2022-Sep. 2023



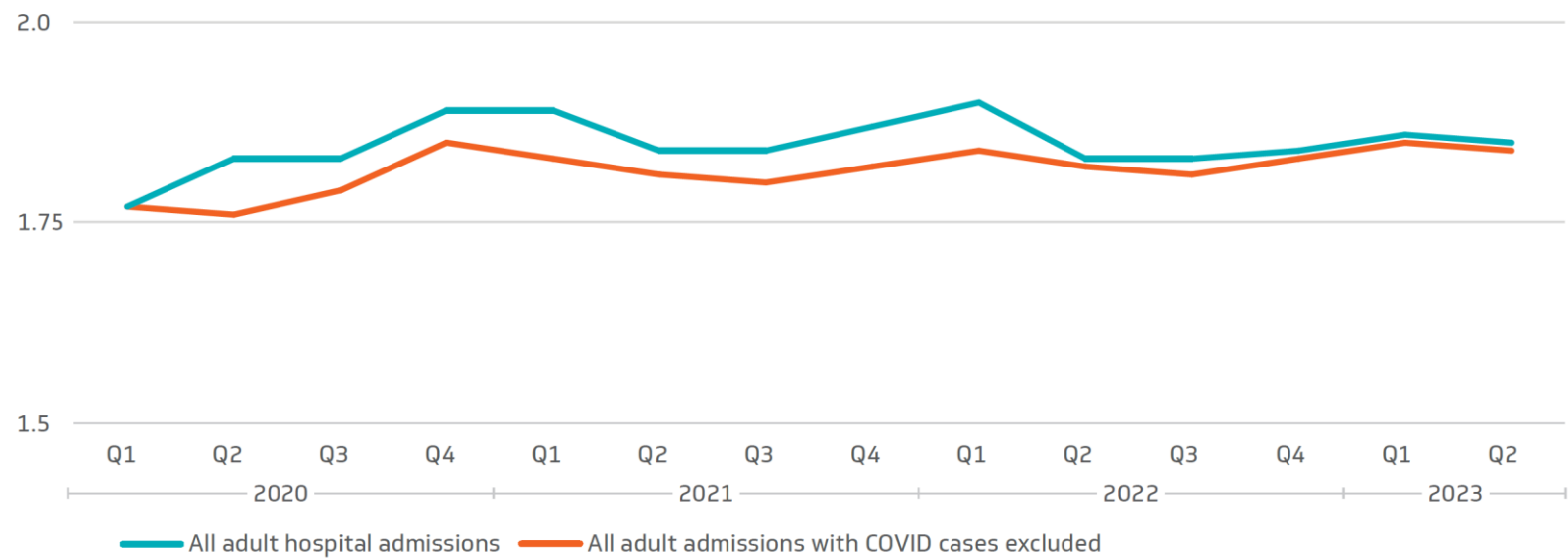
Proportion of ischemic stroke cases using tenecteplase



Source: Vizient Clinical Data Base/Resource Manager

Inpatient acuity

CMI trend for inpatient hospital admissions, 2020-2023



Source: Vizient Clinical Data Base. Irving, TX: Vizient, Inc.; 2023.
Q1 2020 – Q2 2023, COVID: Any ICD-10 diagnosis = U071.

Projected timeline and approvals

2024

1H	Danicopan Paroxysmal nocturnal hemoglobinuria	2024	Zolbetuximab Claudin-positive advanced gastric/GEJ cancers	2024	Darunavir ethanolate Generic for Prezista
1H	SB15 Biosimilar for Eylea	2024	Formoterol fumarate-mometasone furoate Generic for Dulera	2024	Thalidomide Generic for Thalomid
2024	Atezolizumab-hyaluronidase (Tecentriq subcutaneous) NSCLC	2024	Raltegravir potassium Generic for Isentress	2024	Bromfenac Generic for Prolensa
2024	Cosibelimab Cutaneous squamous cell carcinoma	2024	Ceftaroline fosamil Generic for Teflaro	2024	Rotigotine Generic for Neupro
				2024	Pitavastatin calcium Generic for Livalo

- New drug approvals
- Regulatory and accreditation events
- Anticipated availability of new generics and biosimilars^a

Q1

1/1/24	CMS finalizes exception for biosimilars from OPPS packaging threshold when reference products are separately paid (i.e., CMS will pay separately for certain biosimilars even if cost is below the daily threshold)	Q1	Cefepime-taniborbactam Complicated urinary tract infections	Q1	Sotatercept Pulmonary arterial hypertension
Q1	Aprocritentan Treatment-resistant hypertension	Q1	Donanemab Alzheimer's disease	Q1	Vadadustat (Vafseo) Anemia due to CKD in adults on dialysis
		Q1	Givinostat (Duvyzat) Duchenne muscular dystrophy	Q1	AVT02 Biosimilar for Humira (100mg/mL)
		Q1	Marnetegrage autotemcel Gene therapy - leukocyte adhesion deficiency-I		

New and noteworthy approvals

Autoimmune and inflammatory diseases

Drug	Route	MOA	Indication(s)	What's new?
Bimekizumab (Bimzelx)	SUBQ	IL-17 antagonist	Plaque psoriasis	Inhibits both IL-17A and IL-17F
Etrasimod (Velsipity)	Oral	S1PR modulator	UC	2nd in class. No dose titration
Infliximab-dyyb (Zymfentra)	SUBQ	TNF- α inhibitor	Crohn's disease, UC	1st SUBQ formulation of infliximab
Mirikizumab (Omnivoh)	IV, SUBQ	IL-23 antagonist	UC	1st IL-23 inhibitor approved
Natalizumab-sztn (Tyruko)	IV	Anti- α 4-integrin antibody	Crohn's disease, MS	1st biosimilar for Tysabri
Roflumilast (Zoryve)	Topical	PDE4 Inhibitor	Plaque psoriasis	Expanded to children 6–11 yrs
Secukinumab (Cosentyx)	IV	IL-17 antagonist	PsA, AS, nr-axSpA	New route of administration
Tocilizumab-bavi (Tofidence)	IV	IL-6 receptor antagonist	RA, JIA	1st biosimilar for IV Actemra
Ustekinumab-auub (Wezlana)	SUBQ	IL-12 and IL-23 antagonist	Plaque psoriasis, PsA, Crohn's disease, UC	1st [interchangeable] biosimilar for Stelara; launch anticipated January 2025
Vedolizumab (Entyvio)	SUBQ	Integrin receptor antagonist	UC	1st SUBQ formulation
Zilucoplan (Zilbrysq)	SUBQ	Complement inhibitor	gMG	1st once-daily, self-administered therapy for gMG

Advocacy in action

Public policy topics

- Biosimilars
- Drug Pricing
- Innovative Payment Models (e.g., CMS Innovation Center)
- Reimbursement
- 340B
- White bagging and other payor-mediated influences
- Drug shortages
- Pandemic-related updates

A busy 2023...

- Developing policy concepts to address drug shortages
- Sharing recommendations related to the 340B remedy repayments
- Supporting policies to increase competition by easing barriers related to biosimilars
- Urging action be taken to address white bagging and other payer-mediated policies
- Opposing site neutral payment policy for certain drug administration services

For more information

- Visit our Public Policy and Government Relations [webpage](#)

vizientinc.com/about-us/public-policy

- Visit our pharmacy member policy [webpage](#)

vizientinc.com/our-solutions/pharmacy-solutions/member-programs/payer-policy-members





Advocacy remains a priority in 2024

Upcoming

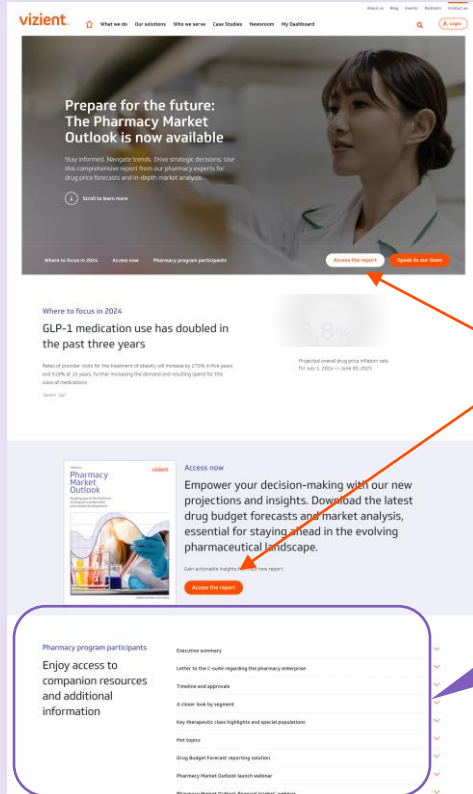
- Elections
- Congressional Activity (e.g., funding the government)
- Implementation of the Inflation Reduction Act
- Implementation of the remedy from the 340B Supreme Court decision
- Annual rulemaking

Questions?



Pharmacy program resources

Access & download



Visit the Pharmacy Market Outlook webpage where you can access and download the report as well as other resources

Click on the 'Access the report' button (in two places)

Pharmacy program participants
Enjoy access to companion resources and additional information



[info.vizientinc.com/
pharmacy-market-
outlook-member-
details](https://info.vizientinc.com/pharmacy-market-outlook-member-details)

From this page, you can also access the latest **Budget Impact Projections report** related to the healthcare supply chain.

Gain insight on anticipated price changes over the next 18 months and plan for them now to lessen the impact of 2024 inflation.



Additional resources

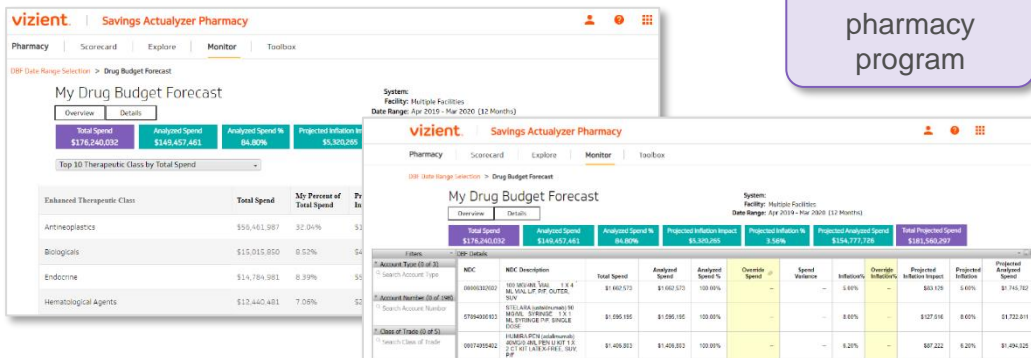
Drug Budget Forecast

Vizient Savings Actualyzer – Pharmacy

Personalizes the projections with your own spend data

- High level projection analysis and overview
- Detailed report with data filters and dynamic fields
- Editable within portal and exportable

Available to all organizations that participate in the Vizient pharmacy program



Letter to the C-suite

Describes the most consequential issues confronting pharmacy

Letter to the C-suite regarding the pharmacy enterprise

Pharmacy Market Outlook Winter 2024

Thank you for your continued interest, advocacy and ongoing support for advancing the role of pharmacy within your institutions. As the cost of pharmaceuticals continues to grow, the Department of Health and Human Services (HHS) is working to strengthen the resilience of the supply chain in all settings and ensuring adherence to our most regulatory requirements. While this expansion of responsibilities is vital, it has become a complex, ongoing challenge and will continue to fuel support for the Resilient Future. As a result, investment in pharmacy (pharmacists and technicians) as well as analytics/data scientists and their accompanying technology and information systems will be necessary to ensure financial well-being in a highly competitive market.

Quick market update

The pharmaceutical industry continues to change given the concerns about drug expenditures. The initial work on drug pricing regulations, including the Inflation Reduction Act (IRA) has begun. While enforcement of the pricing limits for drugs selected for negotiation are still a few years away (2025 for Medicare Part D and 2026 for Medicare Part B), Vient continues to monitor the extent to which providers will be affected financially and operationally. Of more immediate interest, the Department of Health and Human Services issued its long-run payment for the care of the 340B program that has been notified between 2030 and 2032. However, that payment is being offset by upcoming decreases in payments for non-drug items and services, which creates additional financial concerns. Furthermore, increased scrutiny of the 340B program, including the extent to which certain pharmaceuticals can be used, is an ongoing issue for 2024. These types of challenges exemplify why strategic engagement between your government relations and pharmacy business is so critical.

The battle over site of care

As described in previous versions of the Pharmacy Market Outlook, growth in pharmacy practice and drug expense is directed toward all segments of non-acute care including specialty pharmacy, home infusion and managed care. Vizient provider customer organizations have expanded capabilities to deliver and administer complex treatments in all these settings (Figure 1). Unfortunately, the extent to which these sites can be used to maintain patient access can be limited by the actions of the payer community.

We have previously communicated that the issue of patient care impact of access, where providers are required to use medications according to a third-party specialty pharmacy. However, payers are also increasing the restrictions on what medications can be administered in which settings. While acceptable for some patients and some therapies, moving treatment for certain populations isn't clearly appropriate. Hence, Vizient provider customers must understand where such scenarios exist and when they should be contained. Here, as in the case of government relations, the connection between pharmacy and your managed care leaders must be strong to navigate these challenges.

Vizient recently launched our **Site of Care database** of more than 100 high-end, ambulatory care settings approved by the U.S. Food and Drug Administration (FDA). This tool enables you to understand which medications are clinically appropriate for lower acuity sites of administration and which may require greater administrative support and monitoring.

Figure 1. Maximizing different sites of care to meet patient needs



and services... to subscribe to the Vizient Pharmacy Site of Care database to help you negotiate with payers on site of care restrictions. You are leveraging analytics and consulting services from Vizient to lower costs, improve member experience, optimize health, enable home infusion services and ensure high-quality care compounding.

If you answered "no" to any of these questions and would like more information from Vizient, including other pharmacy performance assessment tools, please contact pharmacyquestions@vizient.com.

Savings Actualyzer for Pharmacy

Live and on-demand training accessible through the member portal

- Vizient Savings Actualyzer – Pharmacy
 - Membership resources
 - Subscription-based resources
- Drug Budget Forecast Report
- Live training registration

Contact PharmacyQuestions@vizientinc.com

Pharmacy Analytics Learning Center

This center provides a categorized view of the available Pharmacy Analytics learning resources including user guides, quick start guides, E-Learning for **Vizient Savings Actualyzer-Pharmacy**, **Pharmacy Value Tracker**, **Advanced Access Hub**, **Frequently Accessed Resources**, and register for instructor-led trainings.

VSAP Curriculum Savings Actualyzer Webinars PVT and Advanced Access Hub Pharmacy Analytics Resources Meet the Experts pharmacyquestions@vizientinc.com

Search this page Search...

Frequently Accessed Resources

Vizient Savings Actualyzer - Pharmacy

- User Manual
- Drug Budget Forecast
- Quick Access
- Glossary
- Price Verification
- Failure to Supply Insights
- Contract Conversions
- Drug Shortage Report
- Pharmacy Analytics Learning Center Job Aid

[Additional resources](#)

Upcoming Events

(All events are in Central Time)

Event	Zoom	Time
Pharmacy Value Tracker Overview	Zoom	Thu, Jan 26, 2023
Drug Budget Forecast	Zoom	Tue, Jan 31, 2023
VSAP Overview - Session Setup, Spend Overview, Contract Potential Savings, Drug Budget Forecast and more! - (1 hour)	Zoom	Tue, Feb 07, 2023
What can I get with a subscription? (PART I) - (1 hour)	Zoom	Wed, Feb 08, 2023
What can I get with a subscription? (PART II) - (1 hour)	Zoom	Wed, Feb 15, 2023
VSAP Overview - Session Setup, Spend Overview, Contract Potential Savings, Drug Budget Forecast and more! - (1 hour)	Zoom	Wed, Feb 22, 2023
Drug Budget Forecast	Zoom	Wed, Feb 22, 2023

Vizient Savings Actualyzer Pharmacy Curriculum

The Pharmacy Learning and Education Curriculum offers a roadmap for your learning journey, focusing on making learning and educational resources more relevant and engaging while providing you with the knowledge and skills needed for your organization. The program is designed to:

- Level One** - Review the learning resources to identify and describe key features and capabilities. Recall where to go to find the data you need.
- Level Two** - Gain the knowledge and skills needed to obtain additional insights into pharmacy savings from pharmacy contracts, benchmarking, and utilization to retrieve the data and information required to make

vizientinc.com/learning-center/pharmacy-analytics-resources

Helpful communications

Pharmacy Hot Info	Weekly newsletter with contract price changes, advocacy updates, upcoming webinars
Pharmacy Monitor	Monthly clinical insights
Pharmacy Sourcing Forum call	<ul style="list-style-type: none">• Third Wednesday of every month• Contract updates and other important news related to vaccines, drug shortages, product access
Pharmacy Institute	Pharmacy Solutions training and overview for new members or individuals new to their role
VerifiedRx	<ul style="list-style-type: none">• Pharmacy podcast with the latest news to support the strategic role of pharmacy• New episodes second Tuesday of each month

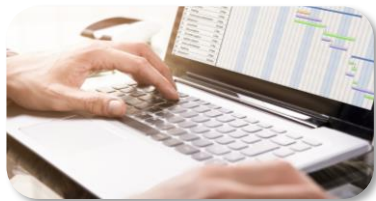
Contact us at PharmacyQuestions@vizientinc.com

We are here to help



Pharmacy Solutions

Sourcing, clinical and ambulatory support



Analytics

Drug spend and clinical analytics platform



Consulting Services

Operations, ambulatory, 340B, clinical



Aggregation Groups

Pharmacy purchasing groups & oncology network

Contact us at PharmacyQuestions@vizientinc.com

Let's work together

vizient®

Contact PharmacyQuestions@vizientinc.com for more information

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