

Resources for pharmacy program members

www.vizientinc.com/PharmacySolutions

Visit our pharmacy webpage for web-based resources and the latest updates

Log into My Dashboard on our website to access

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*

Financial leaders' webinar
February 28, 2024

vizient.[®]

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



Access & download

The screenshot shows the Vizient website's Pharmacy Market Outlook page. At the top, a banner reads 'Prepare for the future: The Pharmacy Market Outlook is now available'. Below this, there are two buttons: 'Access the report' and 'Sign up for our brief'. A callout points to both buttons, stating 'Click on the 'Access the report' button (in two places)'. Further down, a section titled 'Where to focus in 2024' features a chart showing 'GLP-1 medication use has doubled in the past three years' and a '8%' projected overall drug price inflation rate. Another callout points to the 'Access the report' button in this section, stating 'Click on the 'Access the report' button (in two places)'. At the bottom, a section titled 'Pharmacy program participants' lists various resources available to members, with a callout stating '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)

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)

Budget Impact Projections

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

Gain insight on anticipated price changes

MARCH 7
WEBINAR



Additional resources

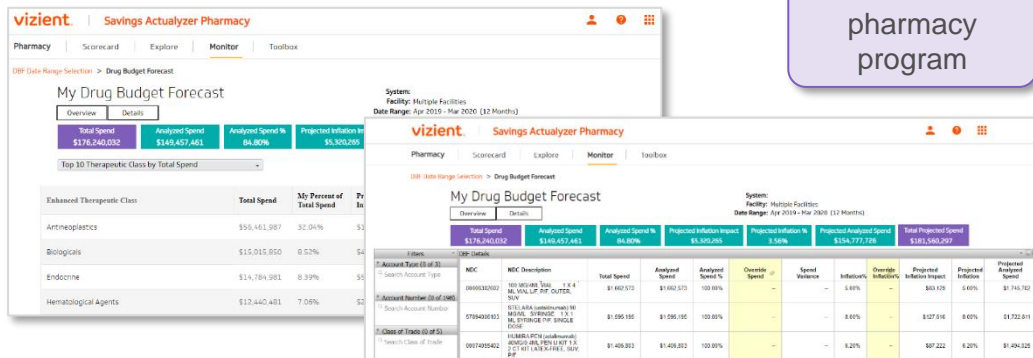
Drug Budget Forecast

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 Pharmacy is managing opportunities, strengthening the resilience of the supply chain in all settings and ensuring adherence to ever more regulatory requirements. While this expansion of responsibilities is vital, it has become a complex, ongoing endeavor and will continue to fuel support for the foreseeable future. As a result, investment in pharmacy (pharmacists and technicians) as well as analytical systems 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), the Department of Health and Human Services issued its long-run payment for the drugs in the 340B program that had been notified between 2020 and 2022. 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 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 partner organizations have expanded capabilities to deliver and administer complex treatments in all these settings (Figure 1). Understanding 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 treat patients according to the specialty pharmacy. However, payers are also increasing the barriers to access and more care 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 continued. 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 determine 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



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

New report available

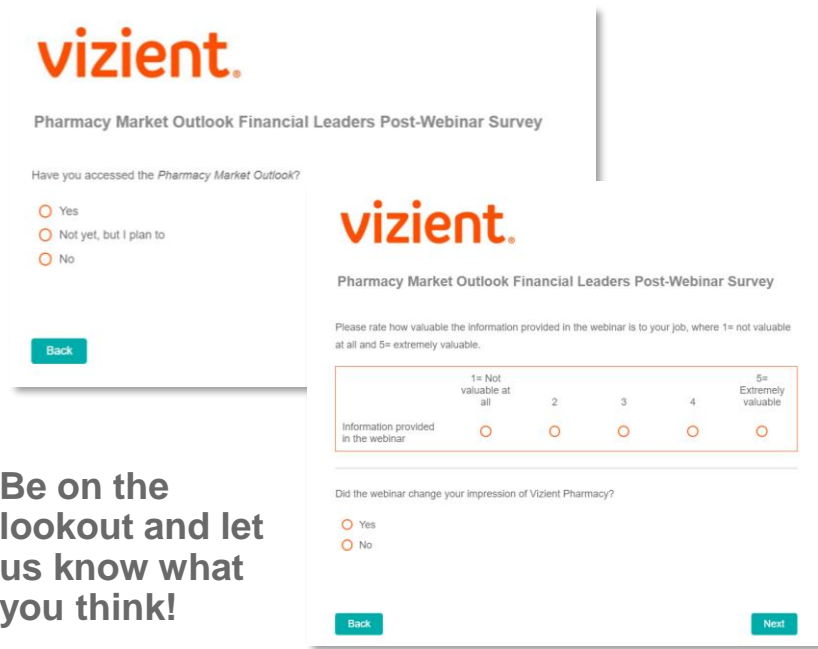
Read our new trends report and learn about strategies to grow revenue



Scan the QR code to access the report and related resources

Survey

Presentation recording and slides will be shared along with a short survey



Be on the lookout and let us know what you think!

Gain expert insights for pharmacy planning

A webinar series exploring new and hot topics from the recently published Pharmacy Market Outlook

Navigating the Pharmacy Portal and Pharmacy Analytics with PMO projections and data

March 27, 1 p.m. CT

Learn about the features and benefits of our new Pharmacy Portal and rebranded Pharmacy Analytics platform (formerly Vizient Savings Actualyzer – Pharmacy)



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Cell & gene therapy and specialty pharmaceuticals

April 24, 1 p.m. CT

There are 170+ gene and cellular immunotherapy products in the pipeline. Find out more about the novelty of gene therapy and the challenges it presents



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Today's presenters



**Carina Dolan,
PharmD, BCOP**

AVP, Clinical Oncology,
Pharmacoeconomics,
and Market Insights
Vizient



**LeeAnn Miller,
PharmD, MS**

Chief Pharmacy Officer
Yale New Haven
Health

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

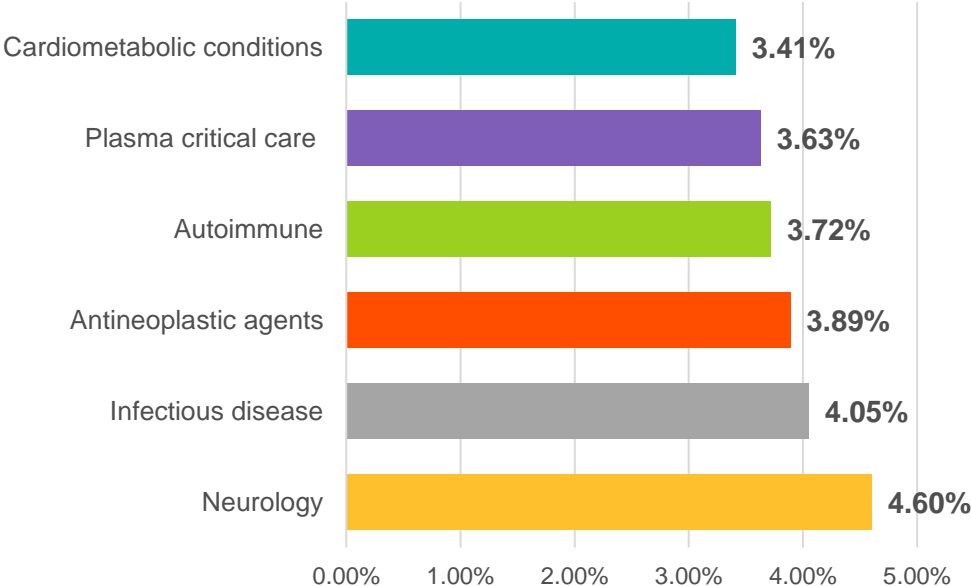
3.80%

Projected overall drug
price inflation rate



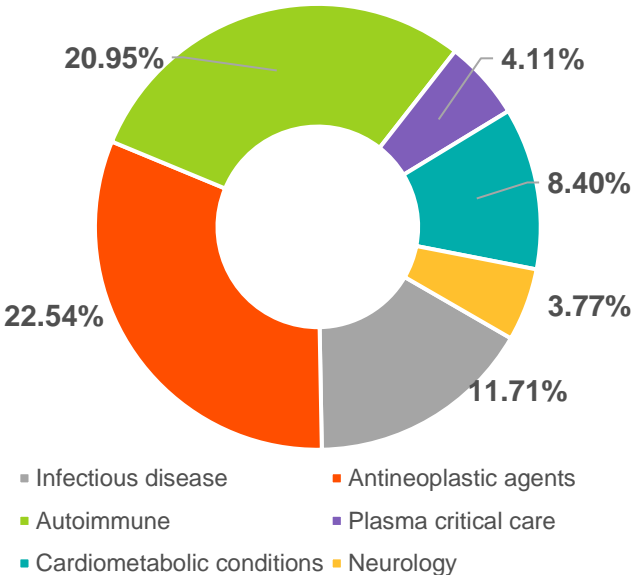
Key therapeutic class summaries

Price change

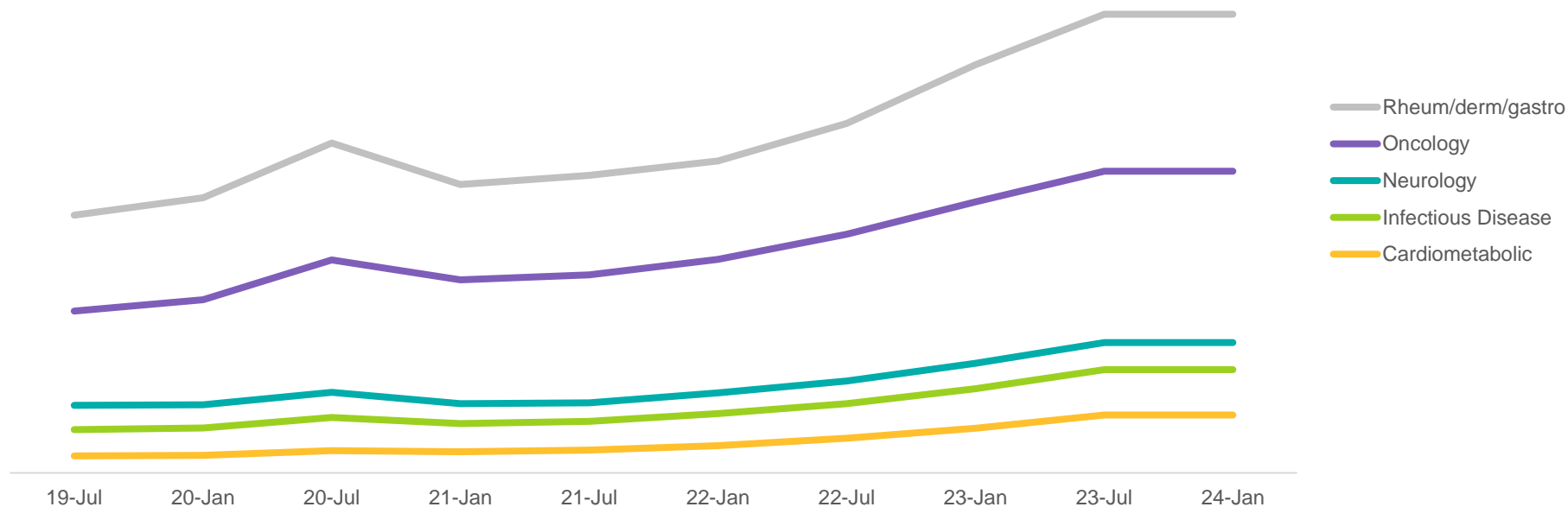


Source: Vizion member data

Vizion member purchases



Change in total spend over time by therapeutic category



Top 15 drugs ranked by spend

Rank	Generic name	Brand name	Therapeutic class		Prior rank
1	Adalimumab	Humira	Autoimmune & inflammatory	S	1
2	Immune globulin, intravenous	Gammagard, Gamunex, Privigen	Plasma critical care	P	2
3	Ustekinumab	Stelara	Autoimmune & inflammatory	S P	3
4	Pembrolizumab	Keytruda	Oncology	P	4
5	Semaglutide	Ozempic, Rybelsus, Wegovy	Cardiometabolic	S R	10
6	Risankizumab-rzaa	Skyrizi	Autoimmune & inflammatory	S	12
7	Dupilumab	Dupixent	Autoimmune & inflammatory	S	9
8	Ocrelizumab	Ocrevus	Neurology	P	6
9	Etanercept	Enbrel	Autoimmune & inflammatory	S	8
10	Denosumab	Prolia, Xgeva	Oncology	P	5
11	Nivolumab	Opdivo	Oncology	P	7
12	Daratumumab-hyaluronidase-fihj	Darzalex Faspro	Oncology	P	11
13	Bictegravir / emtricitabine / tenofovir alafenamide fumarate	Biktarvy	Infectious disease	S R	14
14	Vedolizumab	Entyvio	Autoimmune & inflammatory	S P	15
15	Secukinumab	Cosentyx	Autoimmune & inflammatory	S	--

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 Daratumumab-hyaluronidase-fihj	Darzalex Darzalex, Faspro	9.0%	0.10% / 1.08%
Adalimumab	Humira	8.0%	4.46%



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

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 LAR 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
- Apparition Overview of 505(b)(2)
- Overview of 505(b)(2) pathway
- Guiding for 505(b)(2) drugs
- Venue 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 (MPL)	March 2008
ANDA products									
Accord	Bendamustine	ANDA 205574	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	30 minutes (CLL) 60 minutes (MPL)	Dec. 2022
Brocridge	Bendamustine	ANDA 205447	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	NR	Feb. 2023
Dr. Reddy's	Bendamustine	ANDA 205378	Solution reconstituted	SDV	25 mg/100 mg	ANDA	AP	NR	Dec. 2022
505(b)(2) products									
Eagle (Teva)	Bendika	NDA 208134	Solution	MDV	100 mg/mL	505(b)(2)	NR	10 minutes	Dec. 2016
Eagle	Belpapco	NDA 205880	Solution	MDV	100 mg/mL	505(b)(2)	NR	30 minutes (CLL) 60 minutes (MPL)	May 2018
Skyback	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

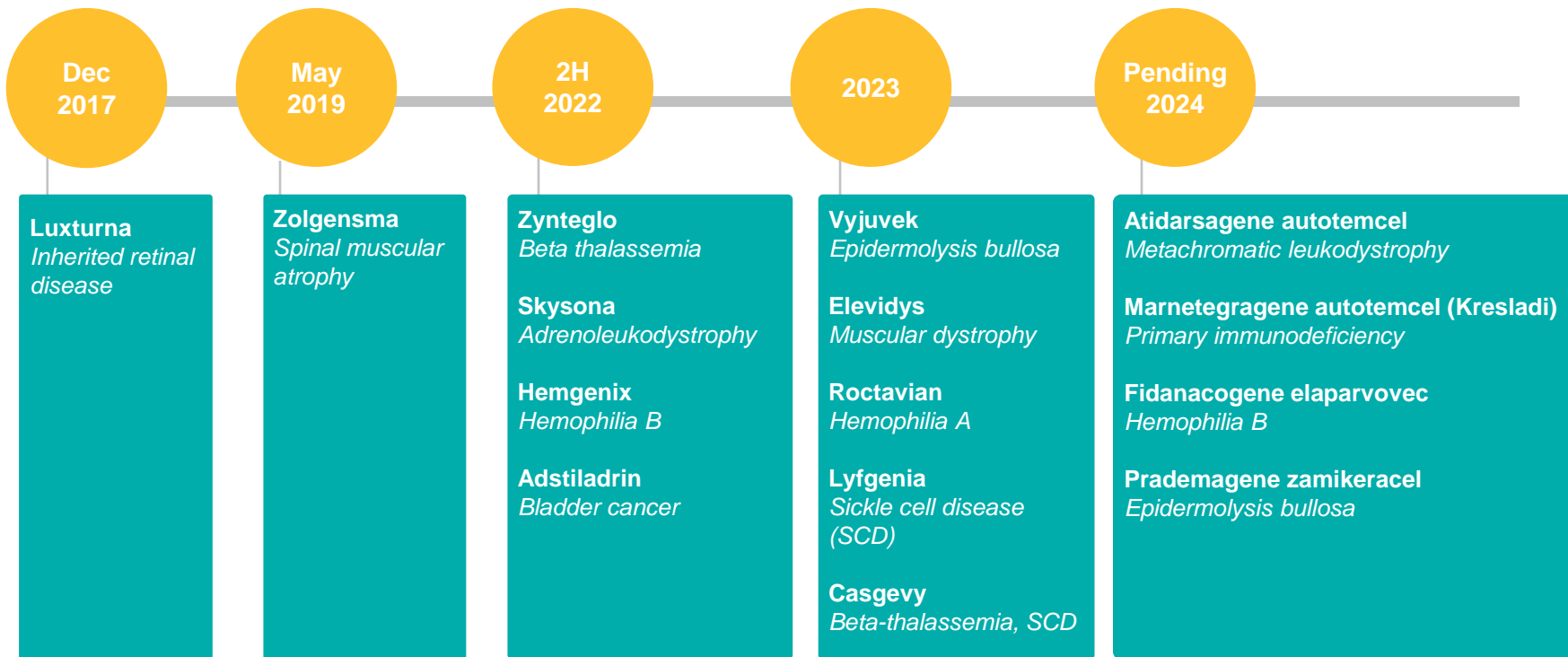
Supplier	Prescription	Formulation	Strength	Approval Pathway	Orange Book Rating	IV Administration	SC Administration
Takeda (Veeva)	Solution	Lyophilized powder	3.5 mg	NDA	RLD	✓	✓
ANDA bortezomib products							
Apixet	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Accord	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Dr. Reddy's	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Freemove Kabi	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Hospira	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Nektar	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Sagent	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Zylis	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
505(b)(2) bortezomib products							
Blue Print Lab	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
Huma	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
McNeil	Solution	Lyophilized powder	3.5 mg	ANDA	AP	✓	✓
505(b)(2) bortezomib products							
Dr. Reddy's	Powder for reconstitution	Lyophilized powder	3.5 mg	505(b)(2)	NR	✓	✓
Freemove Kabi	Powder for reconstitution	Lyophilized powder	3.5 mg	505(b)(2)	NR	✓	✓
Hospira	Powder for reconstitution	Lyophilized powder	3.5 mg	505(b)(2)	NR	✓	✓
Nektar	Powder for reconstitution	Lyophilized powder	3.5 mg	505(b)(2)	NR	✓	✓
Sagent	Powder for reconstitution	Lyophilized powder	3.5 mg	505(b)(2)	NR	✓	✓
Zylis	Powder for reconstitution	Lyophilized powder	3.5 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

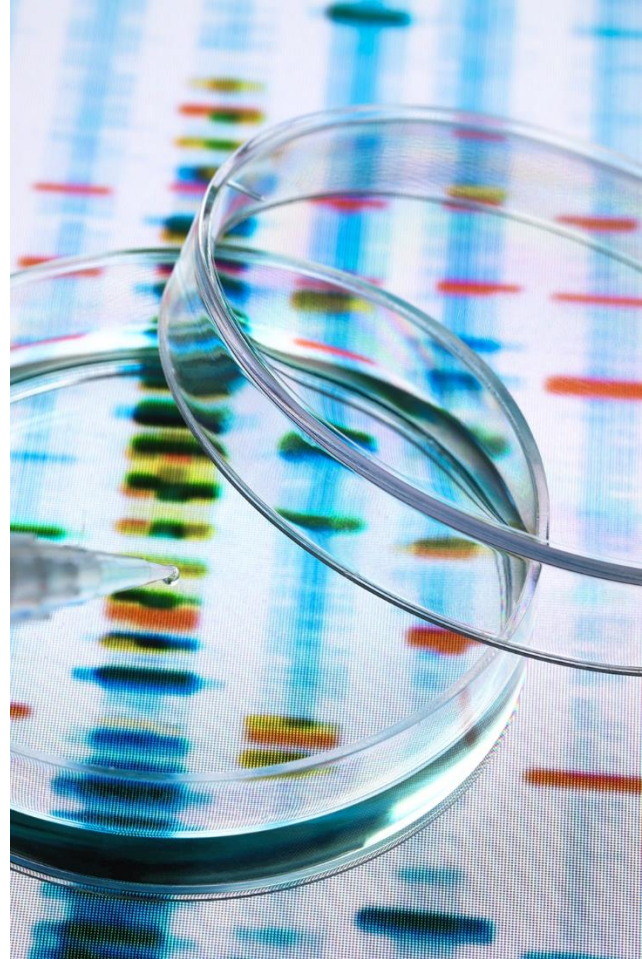
- \$2 million or greater
- Availability of patient assistance programs

Reimbursement

- Single-case agreements
- Outcomes-based agreements

Operations

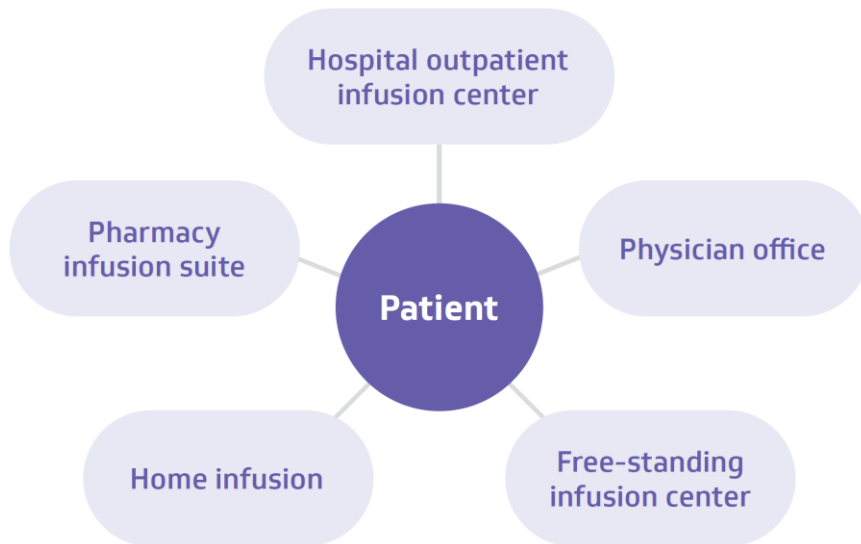
- Cold chain storage
- Biohazard and safety precautions



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

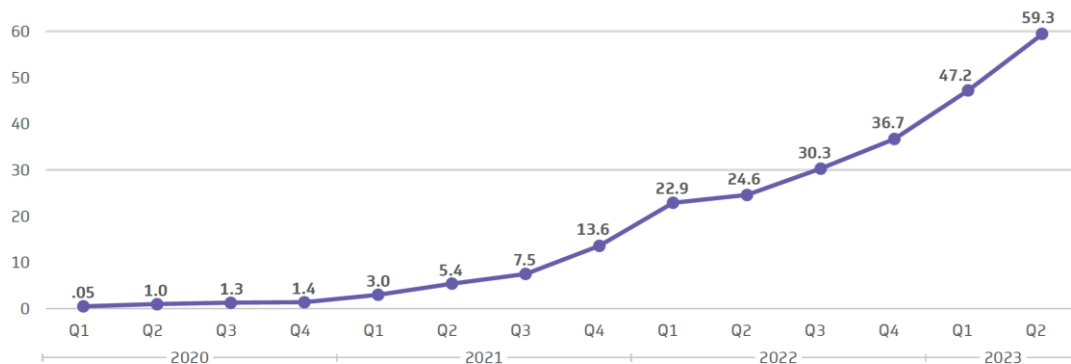
Top acute care medication spend

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

Projected timeline and approvals

2024

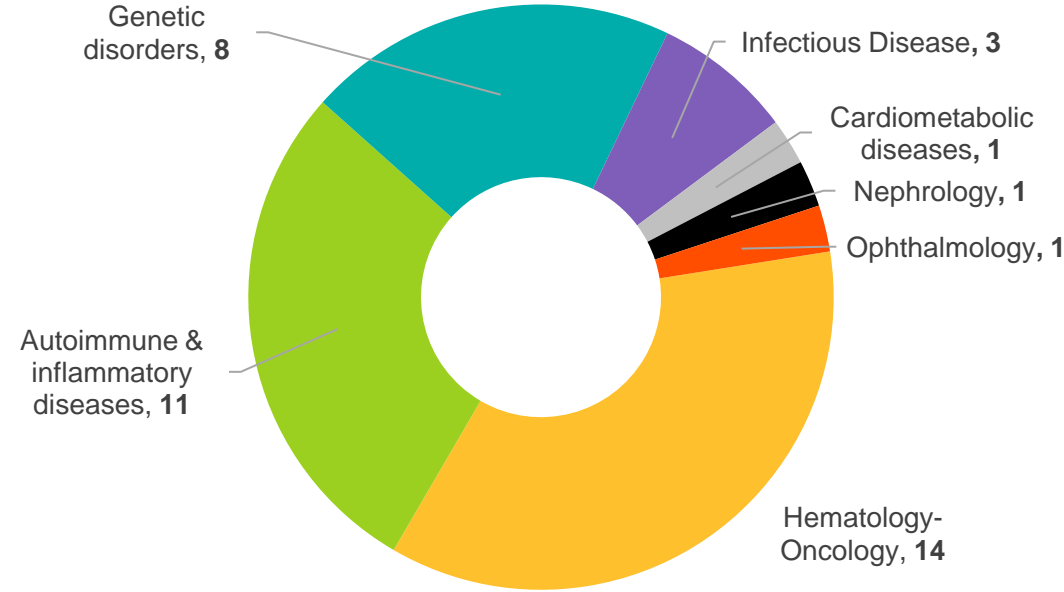
1H	Danicopan Paroxysmal nocturnal hemoglobinuria	2024	Zolbetuximab Claudin-positive advanced gastric/GEJ cancers	2024	Darunavir ethanolate Generic for Prezista
1H	SB15 Biosimilar for Eylea	2024	Formoterol fumarate-mometasone furoate Generic for Dulera	2024	Thalidomide Generic for Thalomid
2024	Atezolizumab-hyaluronidase (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



Advocacy in action

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

Remains a priority in 2024

- 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

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



Focus for 2024

Payer cost containment

Management of high coordination of care medications

Drug shortages

Drug pricing

Advocacy



Questions?



Pharmacy program resources

Access & download

The screenshot shows the Vizient website's Pharmacy Market Outlook page. At the top, a hero section features a woman in a lab coat and the text 'Prepare for the future: The Pharmacy Market Outlook is now available'. Below this, there are two buttons: 'Access the report' and 'Sign up for our newsletter'. A callout box points to both buttons, stating 'Click on the 'Access the report' button (in two places)'. Below the hero section, there are two statistics: 'GLP-1 medication use has doubled in the past three years' and 'Projected overall drug price inflation rate for July 1, 2024 - Jan 30, 2025'. Further down, there is a section titled 'Access now' with the text 'Empower your decision-making with our new projections and insights. Download the latest drug budget forecasts and market analysis, essential for staying ahead in the evolving pharmaceutical landscape.' Below this, there is a button labeled 'Access the report'. A callout box points to this button, stating 'Pharmacy program participants Enjoy access to companion resources and additional information'. At the bottom, there is a section titled 'Pharmacy program participants' with the text 'Enjoy access to companion resources and additional information'. Below this, there is a list of resources with checkmarks next to each item: 'Executive summary', 'Letter to the reader regarding the pharmacy enterprise', 'Timeline and approach', 'A closer look by segment', 'Key therapeutic class highlights and special populations', 'Hot topics', 'Drug Budget Forecast reporting solution', 'Pharmacy Market Outlook search engine', and 'Pharmacy Market Outlook forecast member website'.

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)

Budget Impact Projections

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

Gain insight on anticipated price changes

MARCH 7
WEBINAR



Additional resources

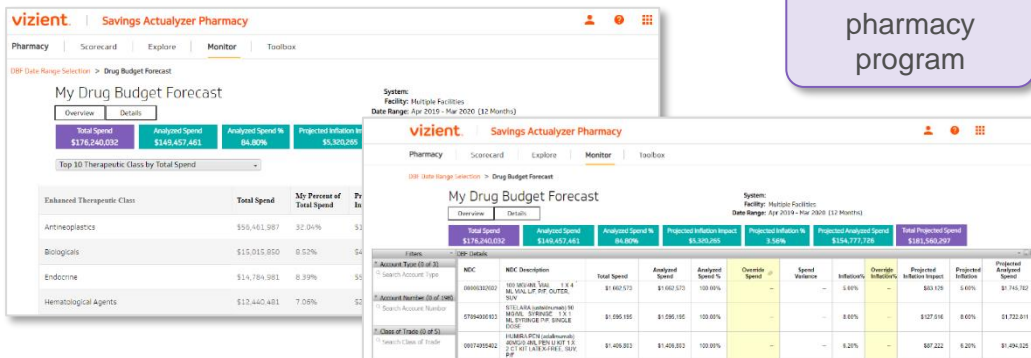
Drug Budget Forecast

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 role of pharmacy in managing expenditures, strengthening the resiliency of the supply chain in all settings and ensuring adherence to ever more regulatory requirements, while this expansion of responsibilities is realized, it has become a critical component of the overall mission of the healthcare system. As a result, investment in pharmacy (pharmacists and technicians) as well as analytical capabilities 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), Viant 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 established between 2025 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 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. Viant 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 and patient care impact of access blocking, where providers are required to use medications supplied by a third-party specialty pharmacy, however, payers are also increasing the barriers to what end users can be administered in which settings. While acceptable for some patients and some therapies, moving treatment for certain populations isn't clearly appropriate. Hence, Viant 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.

Viant 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 Viant Pharmacy Site of Care database to help you negotiate with payers on site of care restrictions. You are leveraging analytics and consulting services from Viant 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 Viant, including other pharmacy performance assessment tools, please contact pharmacyquestions@viant.com.

New report available

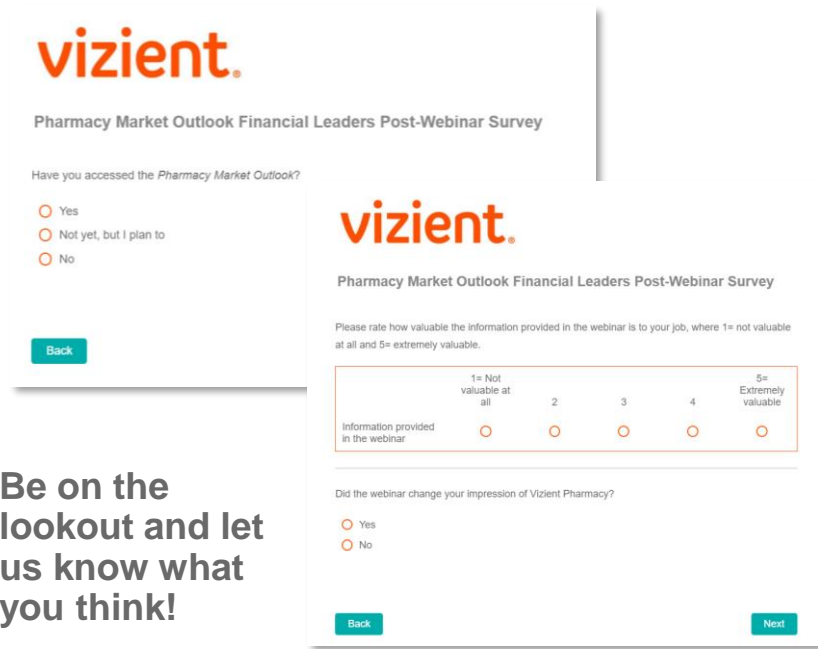
Read our new trends report and learn about strategies to grow revenue



Scan the QR code to access the report and related resources

Survey

Presentation recording and slides will be shared along with a short survey



Be on the lookout and let us know what you think!



- Real-time purchasing oversight
- Ability to customize views and schedule reports
- Insights and reporting into drug shortages, controlled medication, essential medications, biosimilars and more
- Data down to invoice level detail for a rolling 24 months

Vizient Pharmacy Analytics

Savings Actualyzer – Pharmacy (VSAP) is evolving!

Coming soon – March 2024

- **Pharmacy Portal:** New user-friendly interface allowing a singular access point for pharmacy services and reporting
- **Pharmacy Analytics** (previously VSAP) available from the Pharmacy Portal with a new look and capabilities in addition to your favorite existing reports

Join our webinar to learn more about the features and benefits

March 27, 1-2pm CT



SCAN TO
REGISTER

Experience the new tools and ask questions of our pharmacy analytics experts

Select a session that works for your time

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

Contact PharmacyQuestions@vizientinc.com

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

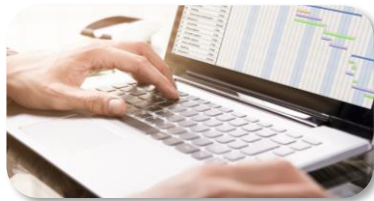
Contact us at PharmacyQuestions@vizientinc.com

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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