



# Hepatitis C Medicaid Affinity Group

August 12, 2019

Mary Fliss, MHA

Donna Sullivan, PharmD, MS

Washington State Health Care Authority

# Washington State Efforts

---

- ▶ Introduction to Pharmacy Purchasing
- ▶ A Bit of Background
- ▶ The Governor's Directive
- ▶ Public Health Strategy: Hep C Free Washington
- ▶ Procurement for a Partner
- ▶ Outreach Support
- ▶ Lessons Learned

# Simplified Pharmacy Purchasing Overview



# A Bit of Background

---

- ▶ Hepatitis C virus impacts to major populations:
  - ▶ baby boomers
  - ▶ people who inject drugs
- ▶ Direct-acting antiviral (DAAs) came to the market with a ground-breaking cost (\$84k)
- ▶ DAA's are carved out of the Medicaid Managed Care contracts
- ▶ Partnered with SMART-D through OHSU to develop alternative approaches

# Governor Inslee's September 2018 Directive

---

- ▶ HCA and DOH to jointly develop strategies to eliminate HCV from Washington State by 2030
- ▶ HCA to develop a procurement strategy for all state covered lives
- ▶ DOH to develop a comprehensive public health outreach strategy

# Public Health Strategy

---

- ▶ Hep C Free Washington developed using the principles of Collective Impact
- ▶ Broad tribal and stakeholder participation
- ▶ Work streams:
  - ▶ Data and Strategic Information
  - ▶ Clinical Strategies
  - ▶ Community-Based Responses and Intervention
- ▶ Comprehensive plan is published

# HCA's Purchasing Strategy

---

- ▶ RFP issued January 2019
- ▶ Requested discounted drug costs for all state covered lives as well as outreach support services
- ▶ Two new agreements effective 7-1-19
  - ▶ Medicaid which also describes the outreach services coordination
  - ▶ Non-Medicaid – a rebate agreement for public and school employees, those injured workers covered by L&I, Department of Corrections and those living in state institutions

# HCA's Purchasing Strategy cont'd

---

- ▶ Medicaid represents a modified subscription model:
  - ▶ Guaranteed net unit price for the drugs
  - ▶ Drug cost is negligible after treatment goal met
  - ▶ Outreach support services are done in collaboration with the Hep C Free Washington work
- ▶ Non-Medicaid includes
  - ▶ Traditional rebate where distribution and data aggregation addressed
  - ▶ Option to pursue 340b pricing
  - ▶ Option to expand to other purchasers



# Outreach Support

---

- ▶ Data solutions to support the development of care cascades and “hot-spotting”
- ▶ Physician education and support
  - ▶ Policy changes
  - ▶ Partnering with, educating, supporting prescribers
- ▶ Supporting people to get screened and connected to treatment as well as while in treatment
  - ▶ Note: people who inject drugs who have unique support needs
  - ▶ Event scheduling and deploying a Hep C Treatment Awareness Bus
  - ▶ Nursing and social work support through MCOs, AbbVie and others
  - ▶ Syringe services programs, opioid treatment programs and medication assisted therapy providers
  - ▶ Social and mass media efforts

# Lessons Learned

---

- ▶ Commitment from senior leadership
- ▶ Team composition – Start broad narrow over time
  - ▶ Develop the “ask”
  - ▶ Evaluate the bids
  - ▶ Negotiate the contract
  - ▶ Sophisticated support staff
- ▶ Focus and flexibility is needed throughout the continuum
- ▶ Partnerships – Internal and External
- ▶ Follow through – It doesn’t stop when the contract is signed

# Questions?