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KanCare POI Meeting
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KanCare MCOs & PBMs

- ✘ Amerigroup
 - + CVS/Caremark

- ✘ Sunflower State Health Plan
 - + U.S. Script

- ✘ United HealthCare
 - + Optum Rx

Pharmacy Benefit

- × Prior Authorization
- × PDL
- × State Statutes
 - + Mental Health, Step Therapy
- × Specialty/Mail Order
- × Reimbursement
- × MTM

DME Claims

- ✘ On 10/1/14, Pharmacies will be able to run small DME items through the pharmacy benefit
 - + Test strips
 - + Lancets
 - + Syringes
- ✘ The MCOs will each have preferred test strips
 - + Non-preferred products will still have to go through DME

DME Preferred Brands

- ✘ Amerigroup
 - + TRUEresult, TRUEtest
- ✘ Sunflower
 - + TRUEresult, TRUEtest, TRUEtrack
- ✘ United
 - + Accu-Chek, OneTouch Ultra

Medication Therapy Management

- ✘ Each MCO has contracted with a vendor to provide MTM services:
 - + Amerigroup: Outcomes
 - + Sunflower: Mirixa
 - + United: Mirixa
- ✘ Each MCO may focus on specific Disease States/Therapy Problems, but any patient with at least 2 chronic disease states and taking 5 or more medications qualifies to receive MTM

Medication Therapy Management, continued

- ✘ Plans and their vendors rolled this out during 2013
- ✘ If pharmacies are already contracted with MTM vendor, they do not have to re-contract
- ✘ If pharmacies are not yet contracted with the MTM Vendors, contact the following:
 - + Amerigroup, Outcomes: outcomesMTM.com
 - + Sunflower & United, Mirixa: 1-866-218-6649 or mirixa.com

Medication Therapy Management, continued

- ✘ Cases are automatically pushed out to those pharmacies enrolled with each MTM vendor
- ✘ Cases routed to patient's primary pharmacy. If they fail to work the case, it may be routed to a secondary pharmacy
- ✘ Greater provider participation is needed; Huge opportunity for pharmacies
- ✘ State working with stakeholders to try to resolve barriers

Reimbursement

✘ Pharmacy Pricing:

+ Contract Pricing

- ✘ Based on AWP or WAC Pricing Benchmarks
- ✘ MCOs require to use state formulas or equivalent
- ✘ Used for Brand drugs and Non-MAC generics

+ MAC Pricing

- ✘ Based on current market trends and rates
- ✘ Highly variable
- ✘ MCOs have more ability to manage, yet still required to be comparable to state

MAC Pricing Wins

- ✘ Appeals process is available when providers are being underpaid on a claim
- ✘ KanCare PBMs have KanCare-specific MAC lists
- ✘ When MAC rates adjusted, should be retroactive
- ✘ Overall pharmacy reimbursement has been stable

MAC Pricing Opportunities

- ✘ Pharmacies are expected to purchase competitively
- ✘ Prior appeals process was relatively quick & easy
- ✘ PSAO-contracted pharmacies may have to work through those entities
- ✘ Challenge for entire Pharmacy industry

Questions/Feedback

- × Q&A from Audience
- × What's working?
- × What's not?

Post January 1st

- ✘ Resources:
 - + KanCare Pharmacy page
 - + MCO Resources
 - + Provider Organizations
 - + State Staff
- ✘ Provider feedback is absolutely critical to the success of KanCare

Contact Info

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