

Hepatitis C Medicaid Affinity Group

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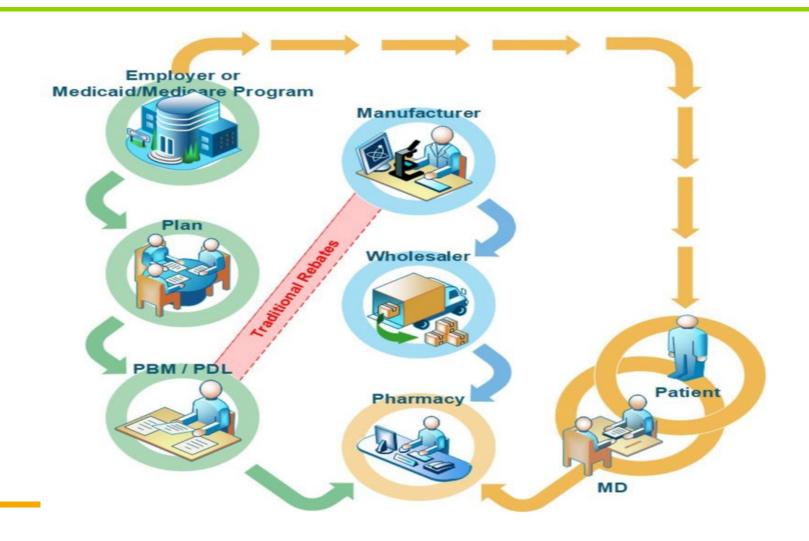


#### Washington State Efforts

- 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

- CHCA and DOH to jointly develop strategies to eliminate HCV from Washington State by 2030
- OHCA 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

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# 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?

