

## COVID-19

### Exploring Emergency Contracts with Auxiliary Pharmaceutical Distributors

To support our members during their COVID-19 response, MMCAP Infuse is reaching out to auxiliary pharmaceutical distributors with the objective of getting emergency contracts in place. If successful, this may serve as a backup source as members manage product allocations.

### Pharmaceutical Products

MMCAP Infuse will continue to add alternate products to our contract during this time to address supply delays or supply shortages, but shortages could occur. If you are having difficulty finding a product, please email MMCAP Infuse at [MMCAP\\_Infuse.Contracts@state.mn.us](mailto:MMCAP_Infuse.Contracts@state.mn.us).

### COVID-19 Test Kits

COVID-19 test kits are available through both Concordance and Henry Schein Medical. Please review the [MMCAP Infuse website](#), which summarizes each of the COVID-19 test kit offerings. The vendor will need to confirm that the requesting facility is qualified under CLIA to conduct highly complex lab tests.

### Concordance Price Increase

Concordance had to increase the contract price on the COVID-19 Serological test kit due to higher costs from its supplier (caused by increased production efforts). The cost has increased to \$8.95 per test, an increase of \$2 per test. An amendment has been processed and the new price is in effect.

In order to use these tests, facilities need the Highly Complex CLIA registration or be operating under the supervision of a facility that possesses the certification. The test is being added to the FDA list under the name of QuickPakII manufactured by Syntron Bioresearch.

### PPE Supplies

PPE supplies continue to be in high demand and MMCAP Infuse vendors are doing everything possible to help. Most products remain on allocation and availability changes daily. When the need for product arises, contact vendors directly, your designated Senior Account Executive or the HPS team for assistance. Elizabeth Suszynski can be reached at [elizabeth.suszynski@state.mn.us](mailto:elizabeth.suszynski@state.mn.us) or 612.735.3804, and Tricia Nihart can be reached at [tricia.nihart@state.mn.us](mailto:tricia.nihart@state.mn.us).

### Medline Emergency Agreement

Last month, MMCAP Infuse executed a one-year, emergency authorized agreement with Medline Industries. Barring any extensions, contract # MMS2000161 will expire on April 15, 2021.

For orders under \$350 any freight charges will be paid by the customer. Freight will be billed as a separate line, and a freight estimate can be requested before order. Orders over \$350 ship free freight, **except** if an item is not stocked in a Medline warehouse, or if it must be drop-shipped from a manufacturer. If there is regular usage of a drop shipped item, in many cases Medline can bring

these items into stock in their warehouse to remove this charge, but requests for dedicated stock need to be communicated at least one month in advance.

Please contact Lucas McGovern at 847.837.2820 or [lmcgovern@medline.com](mailto:lmcgovern@medline.com) with any questions.

### PPE Vendor Outreach

MMCAP Infuse and our members continue to receive messages from companies offering PPE supplies. These vendors have not been vetted and thus we do not know for sure if they are legitimate. MMCAP Infuse does not endorse any of these companies. Such vendors can be directed to [mmcap.infuse@state.mn.us](mailto:mmcap.infuse@state.mn.us).

### Medical Solutions Collaboration

Medical Solutions has collaborated with an overseas manufacturer to procure and deliver several items, including protective gowns that can be reused and washed up to 20 times. Further pricing and details to follow. For information please contact Lynn Meyers at [lmeyers@medicalsolutionsinc.com](mailto:lmeyers@medicalsolutionsinc.com) or Dave Delgado at [delgado@medicalsolutionsinc.com](mailto:delgado@medicalsolutionsinc.com).

## Senior Account Executives

### Assistance with COVID-19 Response Continues

Senior Account Executives (SAEs) continue to spend most of their time assisting State Contacts and members with sourcing PPE, medical equipment, and supplies to meet member and patient needs during the COVID-19 pandemic. SAEs are working with members in each state to gather their PPE and supply needs, obtain availability and pricing from our distributors, and facilitate communication throughout the process.

As MMCAP Infuse activates new members in response to COVID-19 needs, SAEs are providing training over the phone and through webinars with instructions on account set-up and purchasing from MMCAP Infuse contracts. Business reviews for State Contacts and key accounts are provided electronically and over the phone.

For routine business and for COVID-19 needs, please contact your Senior Account Executive as listed below.

<p><b>Southeastern Region</b>                  Jasper Watkins  <a href="mailto:jasper.watkins@state.mn.us">jasper.watkins@state.mn.us</a></p> <p>Florida                  Georgia                  North Carolina                  South Carolina                  Alabama                  Kentucky</p>	<p><b>Southern Region</b>                  Bill Schneider  <a href="mailto:william.schneider@state.mn.us">william.schneider@state.mn.us</a></p> <p>Texas                  Oklahoma                  Arkansas                  Louisiana                  Mississippi                  Tennessee</p> <p>As requested/remote coverage:                  Indiana</p>	<p><b>Western Region</b>                  Kim Leeker  <a href="mailto:kim.leeker@state.mn.us">kim.leeker@state.mn.us</a></p> <p>California                  Colorado                  Utah                  Arizona                  Nevada</p> <p>As requested/remote coverage:                  New Mexico</p>
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<b>Eastern Region</b> Jeff Schimbeno <a href="mailto:jeff.schimbeno@state.mn.us">jeff.schimbeno@state.mn.us</a>  Delaware Maryland New York New Jersey Virginia West Virginia  As requested/remote coverage: Connecticut New Hampshire Vermont Pennsylvania Rhode Island Maine Washington D.C.	<b>Midwestern Region</b> Michael Baumann <a href="mailto:michael.baumann@state.mn.us">michael.baumann@state.mn.us</a>  Minnesota Wisconsin Michigan Illinois Iowa Nebraska Missouri Kansas  As requested/remote coverage: North Dakota South Dakota Ohio	<b>Northwestern Region</b> Kim Hankins <a href="mailto:kim.hankins@state.mn.us">kim.hankins@state.mn.us</a>  Washington Oregon Idaho Montana Wyoming  As requested and/or remote coverage: Alaska Hawaii
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RFP	RFP Released	Responses Received	Evaluation Stage	Contract Negotiations	Contracts in Place	Comments
Animal Health	Ref# 28476					Scheduling oral interviews for May 2020
Clinical Laboratory Services	Ref# 28704					Published on 12-16-19, CANCELED due to Covid-19
Dental Products and Services	Ref# 28028					Benco MMS1900156 Darby Dental MMS1900158 Dental Health Products Inc. (DHP) MMS1900120 Henry Schein Dental MMS1900159
Drug Testing Product and Services	Ref# 27817 DOT Ref# 27818 non-DOT					Contract Negotiations Started
Incontinence Products	Ref# 28632					Notifying vendors of award, starting contract negotiations

## Clinical Laboratory Services RFP

Due to the critical circumstances surrounding COVID-19, the RFP for Clinical Laboratory Services – reference number 28704 – has been canceled.

## Dental Products and Services Four New Agreements in Place

MMCAP Infuse has four new Dental Products and Services contracts in place with effective dates between Jan. 1, 2020 and Feb. 1, 2020:

- Henry Schein, Inc. – MMS1900159
- Dental Health Products, Inc. (DHPI) – MMS1900120
- Darby Dental Supply, LLC – MMS1900158
- Benco Dental Supply Co. – MMS1900156

These new contacts replace the three old contracts, which were extended last fall to ensure coverage until the new contacts were in place. If you have not started your state-specific paperwork to start using the new contracts, please do that now as we plan to sunset the old contracts on May 31, 2020. If you need more time or have any questions about using the new contracts, contact [robbin.tschida@state.mn.us](mailto:robbin.tschida@state.mn.us).

## Health Industry Distributors Association PPE Council

The Health Industry Distributors Association (HIDA) has announced the formation of a new PPE Council. The group, which includes manufacturers and distributors of PPE, will discuss challenges arising from the pandemic and work to identify short-term and long-term solutions. Additional details will follow as they are announced.

## McKesson Contract Amendment

Amendment 26 to contract # MMS18000 with Medical Specialty Distributors, a subsidiary of McKesson, has been executed and allows for ventilator and equipment rental.

## Henry Schein Medical

The contract with Henry Schein Medical contract # MMS18016 has been extended to June 25, 2021.

## Condom Contracts

Contracts with Global Protection, # MMS18015; B Holding, # MMS18007; and SXWELL, # MMS18009, have been extended to June 2021.

## Pharmaceutical Program

### Abbott Nutrition Product Substitution During COVID-19 Supply Constraints

Due to the increase in demand for their Ready-To-Hang formulas, Abbott Nutrition is experiencing some out-of-stocks and/or spot outages on certain items.

Please see the table on the next page for substitutions you may use during this time. Additionally, the Abbott Recloseable Container (ARC) is a suitable alternative to the Ready-To-Hang package for pump feeding and the preferred packaging for gravity feeding. The ARC can be poured into a feeding bag and administered via a gravity feeding set.

Institutional Item	Item Number	Alternative Options	Item #
Osmolite 1.2 Cal RTH 1L	62697	Osmolite 1.2 Cal RTH 1.5L	62693
		Osmolite 1.2 Cal ARC	64635
Osmolite 1.5 Cal RTH 1L Osmolite 1.5 Cal ARC	62699 64837	Osmolite 1.2 Cal RTH 1.5L	62693
Vital AF 1.2 Cal RTH 1L Vital AF 1.2 Cal ARC	62715 64828	Vital 1.5 Cal ARC (No Fish Oil)	64825
		Vital Peptide 1.5 Cal ARC (No Fish Oil)*	66236
Vital HP RTH 1L Vital HP ARC	63081 64820	Vital 1.5 Cal ARC (No Fish Oil)	64825
		Vital Peptide 1.5 Cal ARC (No Fish Oil)*	66236
Jevity 1.2 Cal 1L RTH 1L	62683	Jevity 1.2 Cal ARC	64625
		Jevity 1.2 Cal 1.5 L RTH	62667
Jevity 1.5 Cal 1L RTH 1L	62681	Jevity 1.5 Cal 1.5 L RTH	62689
		Jevity 1.5 Cal ARC	64628
		Jevity 1.2 Cal ARC	64625
		Jevity 1.2 Cal 1.5 L RTH	62667
Glucerna 1.2 Cal RTH 1L	62677	Glucerna 1.2 Cal ARC	64918
		Glucerna 1.2 Cal 1.5L RTH	62675
Glucerna 1.5 Cal RTH 1L	62679	Glucerna 1.5 Cal ARC	64920
Pivot 1.5 Cal RTH 1L Pivot 1.5 Cal ARC	62719 65007	Perative 1L RTH	62723
		Vital Peptide 1.5 Cal ARC (No Fish Oil)*	66236
Nepro RTH 1L Nepro Vanilla ARC	62669 64803	Nepro Butter Pecan ARC	64798
Ensure Enlive Vanilla RPB	64286	Ensure Enlive Milk Chocolate RPB	64283

*\*Vital Peptide is a pediatric product that may be used as an alternative. The volume of feed will need to be adjusted to meet the macro and micro-nutrient needs of the older patient (approx. 1200 ML).*

## Pharmacy Distribution Services

### Cost of Goods (Service Fee Discounts) Updated for an effective date of May 1, 2020

Updated COGs file will be posted as soon as possible. Updated COGs went into effect on May 1, 2020, utilizing the service fee discount matrices negotiated in the recent renewal. The next COGs review will be in July (April, May, and June sales) and will go into effect on August 1, 2020.

These files can be found by utilizing the following steps:

- Use your MMCAP Infuse username and password to log-in to the MMCAP Infuse legacy website (contact us if you need assistance)
- Click on “Member News” in the navigation pane at the top of the screen
- Select “MMCAP News” below “What’s Inside” on the left-hand side of the screen
- Select “Pharmaceutical Wholesaler Cost of Goods” below “Available News Categories”
- Click on the Wholesaler COG by Facility document that applies to your state

For members' convenience, both the current and prior quarter files are kept on the website. The current file includes "effective 5-1-2020" in the file name. If you have questions about the COG updates, contact the MMCAP Infuse PDS team – Debra López-Burandt at 651.201.3053 or [debra.lopez-burandt@state.mn.us](mailto:debra.lopez-burandt@state.mn.us) or Jason Hexom at [jason.hexom@state.mn.us](mailto:jason.hexom@state.mn.us) or 651.201.3127.

## Optimizing Wholesaler Value

While MMCAP Infuse membership contract use is voluntary, the programs themselves have recommended use guidelines. With the Pharmaceutical Wholesaler Distribution Services program, in order to access contract products that provide for distribution through only the authorized pharmaceutical wholesalers (Cardinal Health, Morris & Dickson, and AmerisourceBergen) a member must have an ordering account with the state-selected wholesaler. While a member can have a secondary account, even with another MMCAP Infuse-authorized wholesaler, access to MMCAP Infuse contract product is allowed through only one wholesaler. Since wholesaler contracts include service fee discounts, or cost of goods (COGs) discounts based on volume and payment terms, aggregating volume within a state optimizes the volume tier available to all facilities in that state, meaning greater COG discounts available on greater monthly purchase volume.

If a member utilizes an MMCAP Infuse authorized pharmaceutical wholesalers, but not through the MMCAP Infuse distribution agreement, access to MMCAP Infuse contract products is not allowed. The program works in tandem, the contract products and the distribution of those products, so to have access to MMCAP Infuse contract products, the MMCAP Infuse distribution agreement in place with Cardinal Health, Morris & Dickson, or AmerisourceBergen needs to be utilized by the member.

While there is no expressed prohibition from ordering from a secondary wholesaler, doing so shifts purchase volume away from the aggregate, decreasing optimization of COG discounts, and could be a problem with allocations when there are drug shortages. If usage experience is not resident in the order records of an MMCAP Infuse authorized pharmaceutical wholesaler, allocation methodologies might preclude a member from being in queue to have orders filled as intermittent stock is received during drug shortages. It is better to work with the wholesaler to bring in stock and to continue to have usage on record so as to not fall to the bottom of the list, should a particular drug have an allocation status.

## Planned Closure Notifications

As we manage through the business needs of navigating COVID-19, as well as moving into the summer months where there may be state-specific holidays for which your facility may be closed and unable to accept deliveries, it is important to notify your wholesaler of said closures and to set up an alternate delivery date.

If this applies to your facility, use the available tools (wholesaler ordering systems, customer service call centers) to advise your wholesaler of when staff will be available to receive orders.

For members served by Cardinal Health, there is a fee for a failed delivery when the delivery failure is due to a notification failure for a planned facility closure.

Remember, eliminating failed deliveries such as these will benefit the entire distribution system by keeping associated costs down.

## Wholesaler Generics Programs

**Cardinal Health:** the contracts that will be considered to be "on-contract" are:

- MMCAP (MMCAP Infuse Contract Products)
- GOVSRC; ACA; LTCBAC; LTCINJ (Wholesaler generic program products – 4 different product portfolios)

For questions, contact Debra López-Burandt at 651.201.3053 or [debra.lopez-burandt@state.mn.us](mailto:debra.lopez-burandt@state.mn.us) or Jason Hexom at [jason.hexom@state.mn.us](mailto:jason.hexom@state.mn.us) or 651.201.3127.

## DSCSA Information Corner

[Link to FDA's DSCSA web page](#)

### COVID-19, FDA and DSCSA

- What has happened to all of us, has happened to FDA, too.
- COVID-19 has upended workplans and agendas.
- There has been reassignment of staff and U.S. Public Health Service Commissioned Corps.
- Which has postponed domestic inspections unless mission critical.

### DSCSA Under COVID-19

- The distribution of a product for emergency medical reasons including, a public health emergency declaration, is not a “transaction.”
- There could be further guidance on what products are covered during the pandemic.
- Highly likely there will be a deadline extension for returns verification, more enforcement discretion.
- No expectation of enforcement discretion on dispenser requirement to only accept product with appropriate product identifier (2-D bar code).
- This is a very irregular environment, so document what you do.
- Normal inspections suspended, for now, but be advised that you may be required to provide explanations later.

The graphic is divided into two main sections. On the left, there is a green road sign on a curved road that reads "WELCOME TO A MILESTONE ENJOY THE JOURNEY". To the right of the sign, the date "November 27, 2020" is displayed. Below the date, there are two bullet points: "Enforcement Discretion expires for verification of saleable returns." and "New Dispenser requirements." On the right side of the graphic, the text "Dispenser 2020 Requirements" is shown. Below this text is a flowchart with two blue boxes. The top box contains the text "A dispenser may engage in transactions only with product encoded with a product identifier". A downward-pointing arrow connects this box to the bottom box, which contains the text "Unless product is grandfathered or subject to a waiver, exception or exemption."

### Heightened Dispenser Suspect Product Investigation Requirements

- Verify whether the lot number of a suspect product corresponds with the lot number for such product.

- Verify that the product identifier, including Standardized Numerical Identification, of at least three packages or 10 percent of suspect product, whichever is greater, or all packages, if there are fewer than three, corresponds with the product identifier for such product.
- Validate any applicable Transaction History and Transaction Information in the possession of the dispenser.

### Getting Ready

- Don't panic.
- Talk to your trading partners.
- Get SOPs in place, train on them, and follow them.
- Be sure you can follow them.
- Be alert to attempts at expanding obligations beyond what the DSCSA requires now.
- Talk to your trade associations about whether you might need help.
- Dispenser policy development isn't on the Center for Drug Evaluation and Research agenda.

To support members regarding the storage of 3T data and accessing 3T data to respond to an FDA inquiry in the required 48-hour request time, MMCAP Infuse has two service subscription vendors with web-based solutions to allow members to consolidate all their 3T data into one repository. In addition, should a member transition from one wholesaler to another, this solution will allow for the storage of past and current 3T data, providing a repository that can become the "one location" source to search and access the 3T Data in the event of an FDA inquiry.

DSCSA Solution Provider	Contract
rfXcel	MMS18021
RxTransparent	MMS18022

If you have questions about these two service contract offerings, please feel free to contact Debra Lopez-Burandt, at [debra.lopez-burandt@state.mn.us](mailto:debra.lopez-burandt@state.mn.us) or 651.201.3053.



## Social Media

