

From the Managing Director

Happy New Year! I sincerely hope that each of you had a safe, happy, and healthy holiday season. While many of you may be glad to turn the corner from 2020 to 2021, I hope that we do not forget the tremendous resourcefulness and fortitude that we all exhibited while facing the challenges of 2020. Our accomplishments at MMCAP Infuse as well as those of each of our members are certainly a testament to how we can rise to the occasion of challenges on a global and local scale.

As we begin 2021, I look forward to working with you all in the new year and I am excited for the opportunities unfolding before us. Each of you should be proud of the work that you do in support of MMCAP Infuse, but also in the impacts you have on patients and clients and in the service of others. While those we serve may not always express their gratitude, your service is valuable and appreciated. In the spirit of acknowledging service, I'd like to take a moment to recognize both Carolyn O'Donnell and Blake Downes who retired in December 2020 after many years of service to MMCAP Infuse and the State of Minnesota. I wish them both well in their next adventures and know that their intrepid spirits will be missed here at MMCAP Infuse.

The new year also brings a flurry of planning to our organization as the National Member Conference is fast approaching. This year's conference will necessarily be different – in the form of a virtual conference as it is still not possible for us to plan an approved in-person gathering, but we will strive to make it an engaging and educational event which benefits our state contacts and members as always. If you are a State Contact, be on the lookout for information regarding the conference to be sent out in the coming weeks so that you may register for this important annual event. I'd also like to encourage members to consider serving as an Advisory Board Member. These very important positions help MMCAP leadership form both short-term and long-term business strategies. Advisory Board Nomination Forms are due by Friday, March 12. If you are interested or have questions, please feel free to reach out to myself or any current or past Advisory Board Members.

COVID-19

MMCAP Infuse COVID-19 Resources

The [MMCAP Infuse website](#) now includes a [COVID-19 resource page](#) that provides **updated** information for members, including the following:

- Link to the MMCAP Infuse Legacy website to access current MMCAP Infuse contracts
- Updates and messages from MMCAP Infuse vendors
- Details on COVID-19 test kits available through MMCAP Infuse vendors
- Links to external resources and information (CDC, WHO, FDA, etc.)

Personal Protective Equipment

PPE supplies remain in high demand. Some products remain on allocation and restrictions have been lifted on others, but availability changes daily. Please contact vendors directly.

The HPS team receives regular updates from vendors, which are shared with the Senior Account Executive team. Contact Elizabeth Suszynski [via email](#) or 612.735.3804 or Tricia Nihart [via email](#) with any questions.

Medical Solutions

- Medical Solutions does not currently offer epinephrine or dry ice. They can, however, offer receptacles for storing small amounts of dry ice.
- While ultra-low temperature freezers for the Pfizer vaccine are on backorder, freezers to accommodate the Moderna and upcoming AstraZeneca vaccines (from Summit Appliance/Accucold) are available. Medical Solutions is working with the manufacturer on pricing for MMCAP Infuse members. These units can be customized. Interested members are encouraged to contact Medical Solutions for more information.

Henry Schein Gloves

- There are now three ration groupings by glove type:
 - o Nitrile/Chloroprene = default of 3 boxes per 7 calendar days
 - o Latex = default of 20 boxes per 7 days
 - o Vinyl = default of 10 boxes per 7 days
- Based on customer’s average weekly purchase over the following date range: Q1, Q3 & Q4 to date (33-week review) for Nitrile and Chloroprene
- No distinction between glove box size or type: a box is a box, whether it is a 100, 200 or 300-glove box.
- Customers with a current glove allocation above 20 boxes can order additional boxes of Latex gloves up to the amount of their total allocation. Plus, they can order an additional 10 boxes of Vinyl gloves.
- Customers with a current glove allocation below 20 boxes can order up to 20 additional boxes of Latex gloves. Plus, they can order an additional 10 boxes of Vinyl gloves.
- 20 box limit per SKU per order (i.e., no more than 20 boxes of the same glove type and size per order)
- Backorders are not being accepted.

Hand Sanitizer

- Restriction has been removed for all except GOJO.
- The look-back time period has been removed, so the customer doesn’t have to wait 5 days to order.
- Backorders are now being accepted.

Emergency Agreement with Medline

In 2020, MMCAP Infuse finalized an emergency agreement with Medline Industries (# MMS2000161) to help provide members with supplies needed for their pandemic response. MMCAP Infuse is now seeking feedback on how this agreement helped your facility and where it failed to meet your expectations. Please submit comments by January 31, 2021.

Senior Account Executives

Reporting to Managing Director

The Senior Account Executive (SAE) team will report to MMCAP Infuse Managing Director Wendy Savakes for the next several months as we identify the next Marketing Manager. Carolyn O’Donnell retired from service with the State of Minnesota on December 4 after 10 and a half years with MMCAP Infuse. Since the inception of the SAE program 10 years ago, we have established an excellent team of experienced regional account executives to offer expertise in solving healthcare procurement issues.

Since the SAEs provide continuity of knowledge, and programmatic issue identification and resolution it is appropriate for the team to report to the MMCAP Infuse Managing Director.

Please [contact your SAE](#) to help answer questions and resolve issues.

Healthcare Products and Services

New Drug Testing Contract

On December 30, 2020, MMCAP Infuse finalized an agreement with eScreen, Inc. and Alere Toxicology Services, Inc. (a subsidiary of Abbott Labs) for DOT testing. The contract (# MMS2000387) and supporting documents have been added to the MMCAP Infuse legacy website.

Contract Extensions

Medical product and condom contracts set to expire in 2021 will be extended ahead of their expiration date.

The contract with Concordance Healthcare Solutions (# MMS18008) has been extended to April 9, 2022, and the Medical Solutions Inc. contract (# MMS18013) has been extended to May 21, 2022.

Other extensions will be announced as they are completed.

Vaccines

Influenza Vaccine

This is a reminder of our upcoming pre-book season for influenza vaccine for the 2021-2022 season. Pre-book early to ensure your influenza vaccine is shipped to you in a timely manner. The sooner you pre-book, the sooner you will receive influenza vaccine. Members who pre-book vaccine in early January will usually receive vaccine in late August or September, barring any delays. Pre-booking in late March or April may mean members receive vaccine in late October or early November.

The three highlighted vendors already have their vaccine products and pricing in place for the 2021-2022 influenza season and are taking pre-books. We will keep you updated via the MMCAP Infuse News as additional products and pricing are in place with the vendors.

Influenza Vaccine Direct from Manufacturers

Vendor	Contract Number	Start Date	Expiration	Vendor Contact Information
GlaxoSmithKline	MMS17016	01/01/2018	12/31/2022	Web orders only: www.gskdirect.com
Sanofi Pasteur	MMS17019	01/03/2018	12/31/2021	Phone: 800.822.2463 Web: www.vaccineshoppe.com
Seqirus USA Inc.	MMS16001	06/20/2016	05/30/2021	Phone: 855.358.8966 Web: www.flu.seqirus.com

Vaccine Distributors

Vendor	Contract Number	Start Date	Expiration	Vendor Contact Information
FFF Enterprises, Inc.	MMS1900142	01/01/2020	12/31/2021	Phone: 800.843.7477 Web: www.myfluvaccine.com
ASD Specialty Healthcare	MMS1900153	03/01/2020	12/31/2021	Phone: 866.281.4358 Web: http://www.asdhealthcare.com
McKesson Medical-Surgical	MMS1900151	03/10/2020	12/31/2021	Phone: 800.328.8111, Option 1 Web: https://mms.mckesson.com/portal/index.mck

Contact the vendors directly to place your pre-book orders. MMCAP Infuse encourages members to diversify orders by ordering different brands of vaccine, if possible. This may protect members against any potential vaccine delays.

MMCAP Infuse’s contracted pharmaceutical wholesalers (Cardinal, Morris & Dickson, and AmerisourceBergen) do not honor the contract pricing MMCAP Infuse negotiates with the influenza vaccine manufacturers. For best value, please order influenza vaccine from the vendors listed in the tables above.

The completed agreements are posted on the MMCAP Infuse legacy website (log in and click on the Contracts tab).

Coming Soon: To view the products and pricing log in to the MMCAP Infuse legacy website and click on “Programs.” Under “What’s inside” click on “MMCAP Influenza Vaccine Products and Pricing information.”

Reminder: Be sure to communicate to the vendors when placing your orders that you are an MMCAP Infuse member and want to be attached to MMCAP Infuse contract pricing.

Influenza vaccine pre-book reminder postcards will be sent to all MMCAP Infuse member facilities in January.

Pharmaceutical Program

Vaccine Storage Solutions Presentation Available

On December 21, MMCAP Infuse hosted a presentation from FFF Enterprises, a contracted vendor for both Vaccine Distribution and Specialty Pharmaceutical Distribution. The presentation was on the MiniBarRx system and how that can be integrated into members’ practices for routine vaccine storage, temperature monitoring, and COVID-19 vaccine workflows. [This link is to the recorded session](#) through Microsoft Teams. It should be available on both computers and mobile devices. If you would like a copy of the slides used in the presentation, please contact [Brandon Sis](#).

Syringe Distribution Expanded

Retractable Technologies, Inc., our contracted vendor for retractable safety syringes, has expanded its authorized distribution mechanisms in the new contract (# MMS2000278) effective January 1, 2021. In addition to previous availability through several of the HPS wholesalers, RTI will now sell product directly to members and also through our three pharmaceutical wholesalers. Purchase price will differ based on the distribution mechanism, as different markups are levied by HPS wholesalers and members purchasing through the pharmaceutical wholesalers will receive their Cost of Goods discount. Product availability may differ by wholesaler in the short term while MMCAP Infuse works to ensure the entire product portfolio is loaded with all wholesalers. As with all contracted items, members may need to request products be stocked.

Inmar Data Portal Access

Inmar Rx Solutions, one of our contracted reverse distributors, launched its new data portal “RXIntelligence” in recent months. The Portal can be [found here](#) and members can use their username and password from the previous portal. The new portal uses data analytics to visualize a customer’s return and credit data, along with the ability to download it into a spreadsheet to easily search, sort, and analyze returns and credit memos. The new system is easier to use to help facilities maximize credit and better manage inventory. Members can see top products being returned, which products receive credit, reasons returns did not receive credit, or line up debit memos to credits. Access can be set up for either individual facilities or for a director to have access to multiple sites. Members who want access to the new system can reach out to [Inmar](#).

Alkermes Rebate Program

MMCAP Infuse has launched its second rebate program for pharmaceuticals with Alkermes for its long-acting injectable antipsychotics (LAIA), Aristada and Aristada Initio. Interested inpatient members (excluding corrections) will need to complete a Letter of Participation. Members who purchase a minimum percentage of the Alkermes products compared to other LAIAs will be eligible for a quarterly tiered rebate in addition to the up-front contracted discount. Facilities can be evaluated on an individual or system-wise basis if there are multiple sites. The rebate will be passed through to members via their pharmaceutical wholesaler account. If a participating member does not meet the minimum qualifying threshold, there are no penalties. Additional program details can be found with the Letter of Participation on the contracts page of the MMCAP Infuse legacy website.

New Contract with Asegua Therapeutics

On January 1, 2021, a new contract with Asegua Therapeutics (# MMS2100389) started. Asegua Therapeutics is an offshoot of Gilead Sciences. The contract contains both of Asegua’s products: the authorized generics of Epclusa (velpatasvir/sofosbuvir) and Harvoni (ledipasvir/sofosbuvir). Most correctional and mental health facilities have been added to the list of eligible members on the contract, but if your facility was somehow missed, and you’d like access to the contract prices of either Asegua or Gilead products, fill out the applicable declaration form found in the fourth column after the manufacturer’s name on the MMCAP Infuse legacy website. Please note the manufacturer’s intent is for these contract prices to be in lieu of any insurance reimbursement for the products or other discounts offered.

Pharmaceutical Wholesaler Distribution Services

Cost of Goods (Service Fee Discounts) to be Updated for an Effective Date of February 1, 2021

Updated Cost of Goods (COG) files for each of the wholesalers are expected to be posted to the MMCAP Infuse legacy website prior to February 1, 2021. The updated COGs will go into effect on February 1, 2021, reviewing sales from October, November and December 2020, and utilizing the service fee discount matrices found in Attachment C of each of wholesaler contract. The next COG review will be in April (January, February, and March sales) and will go into effect on May 1, 2021.

The updated COG information can be found on the MMCAP Infuse legacy website.

To access:

- Follow the link in the upper right-hand corner of the [MMCAP Infuse website](#).
- Enter your username and password to log-in
- Click on “Member News,” then “MMCAP News,” then select “Pharmaceutical Wholesaler Cost of Goods” and click on the Wholesaler COG by Facility document that applies to your state.

Look for the file showing an effective date of 2-1-2021. For members’ convenience, both the current file and prior quarter files are kept on the website. If you have any questions about the COG updates, contact Debra López-Burandt [via email](#) or at 651.201.3053 or Jason Hexom [via email](#) or at 651-201-3127.

Holiday Notification

Please be mindful of holiday notifications for “non-standard” holidays that might be observed in your state, such as Martin Luther King Jr. Day and President’s Day.

The wholesalers observe the six national holidays (New Years’ Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas Day). These are clearly defined as days that deliveries from wholesalers are not expected to occur. However, if there are holidays or planned facility closings in which staff will not be available to accept a delivery, you may need to provide notification to your respective wholesaler.

If you are placing an order in the days before a holiday closure (either full or partial-day), please use the available tools (wholesaler ordering systems, customer service call centers) to advise your wholesaler that staff will not be available to receive orders. There are many expenses associated with a failed delivery: labor to pick the order, loading it onto the delivery truck, transportation to the facility, transportation to return with the undelivered order, restocking, etc. These costs are borne by the entire distribution system, so the entire system benefits when these expenses can be averted.

Members served by Cardinal Health may have received a notification associated with changes regarding failed product deliveries to facility locations. The fees referenced in that notification DO NOT APPLY to MMCAP Infuse members. The MMCAP Infuse contract with Cardinal Health does include a \$60 delivery fee to be imposed when a facility fails to inform the Cardinal distribution center of a planned closure, and there is no change to this fee for MMCAP Infuse members. A planned closure includes state/city/county holidays for which Cardinal is still in operation, or an impromptu change in hours to accommodate the facility staff schedule. This fee will not be assessed if the delivery attempt failure is due to an unexpected facility closure, like unsafe winter weather conditions or an unplanned closure due to an emergency.

While there is no change in the fee, Cardinal is making an operational change, regarding a failed delivery attempt. Couriers will now be required to return the undelivered products back to the originating distribution center, where said products will be restocked to the shelves. This change is being made to enhance and protect the security of the supply chain, ensuring the temperature and storage integrity of the products, as well as to standardize processing across all network distribution centers. However, because of the restocking process, MMCAP Infuse members will be required to reorder all products as needed. Again, this change is only applicable when a delivery attempt is made, and the facility is found to be closed without having provided appropriate notification to Cardinal Health.

Optimizing Wholesaler Value

Tax exemption: Tax exempt status is an account attribute that must be demonstrated through documentation to the wholesaler. Without this documentation, the wholesaler is required to apply sales tax on the invoices they issue. If this tax exempt status documentation has an expiration date on it, it is the responsibility of the member to provide updated tax exempt status documentation to the wholesaler to continue this status for invoicing purposes.

Expirations often occur at the end of the year, so it is important to review your January 2021 invoices to see if sales tax has been applied. If you find that sales tax has been applied and you have a tax exempt status, either contact your wholesaler representative or the wholesaler’s customer service department.

If you’d like assistance from MMCAP Infuse on this front, include [your assigned MMCAP Infuse SAE](#) and [Debra López-Burandt](#) on your communications.

Failure to Supply: This remedy – available within our wholesaler contracts – deals with situations where the wholesalers’ inventory doesn’t meet the needs of MMCAP Infuse members due to poor/insufficient inventory management action by the wholesaler.

This remedy doesn’t apply to situations where the manufacturer/supplier does not have product

available or has not provided timely delivery of product ordered through the wholesalers’ purchase order submissions. It is also not applicable to MMCAP Infuse contract items where the utilization of the product is less than three units per month.

Details on how to apply this remedy can be found in each of the wholesaler contracts – Attachment A, Scope of Work, Section 4.5 Inventory Management, subsection Wholesaler Created Stock Outages.

Each contract includes a table that identifies stocking scenarios and what the timelines are for delivery in the event the distribution center does not have an MMCAP Infuse contract product in stock. There is also information on the documentation that needs to be provided in order to make a failure to supply claim.

Morris & Dickson members have to opt in to this remedy. Currently, no Morris & Dickson members have opted in. The offset for them is an improvement to the service fee discount of 10 basis points. If a Morris & Dickson member were to opt in, the 10-point basis improvement would be removed from the service fee discount.

If you are a Morris & Dickson member and decide to opt in, contact Debra López-Burandt [via email](#) or at 651.201.3053 for assistance in setting it up.

Wholesaler Generics Program

Cardinal Health: the contracts that will be considered to be “on-contract” are:

- MNMULT (MMCAP Infuse Contract Products)
- SPDMIN (MMCAP Infuse Contract Products designated as Specialty)

Source Portfolio	Abbreviation	Previous
State Govt Source - State	GOVSRC	GOVSRC
Access Continuum A - State	GOVACC	ACA
LTC Backup - State	GOVSBU	LTCBAC
LTC Injectables - State	GOVINJ	LTCINJ

Morris & Dickson: the contracts that will be considered to be “on-contract” are:

- G (MMCAP Infuse Contract Products)
- M (Wholesaler generic program products)

AmerisourceBergen: the contracts that will be considered to be “on-contract” are:

- MMST (MMCAP Infuse Contract Products)
- PRxO (Wholesaler generic program products)

For questions, contact Debra López-Burandt at 651.201.3053 or [via email](#) or Jason Hexom at 651.201.3127 or [via email](#).

Pharmaceutical Wholesaler Distribution Services

[FDA’s DSCSA website](#)

To support MMCAP Infuse members with the storage of and access to 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 of their 3T Data into one repository.

In addition, should an MMCAP Infuse member transition from one wholesaler to another, this solution will allow for the storage of both past and current 3T Data, providing a repository 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
Inmar-RXT, LLC (formerly RxTransparent-The Forerunner Group)	MMS18022

If you have questions about these two service contract offerings, contact Debra Lopez-Burandt [via email](#) or at 651.201.3053.

Membership

MMCAP Infuse Membership Application

For expedited processing and approval of MMCAP Infuse applications, please make sure that prospective members from your state are using the most up-to-date version. The application [can be accessed here](#). That page will always include the most recent version of the application.

State Contact Updates

Arkansas – Tamara DeBord has been named the new State Procurement Contact, replacing Judy Shirley.

Kansas (pharmacy) – Marshia Thatcher is the new primary State Pharmacy Contact, replacing Cathy Thrasher.

Kansas (procurement) – Aubrey Waters is no longer serving as the State Procurement Contact and Dean Heineken is now serving as the Secondary State Procurement Contact. A primary contact has not yet been named.

North Dakota – Joan Slusser is no longer serving as the State Pharmacy Contact. A replacement has not yet been named.

Oklahoma – Marc Brown has been named the State Procurement Contact, replacing Theresa Johnson.

Monthly Member Call

MMCAP Infuse hosts a monthly call for members to discuss issues and ask questions of the MMCAP Infuse staff. December’s call is set for 11 a.m. Central Time, Wednesday, Jan. 20. As a courtesy to others on the call, **please mute your phone** to minimize background noise. Check your emailed calendar invitation/appointment for the call-in number and access code. If you are a new State Contact or an MMCAP Infuse member that wants to join in on the call, or if you have any questions regarding the call, [email MMCAP Infuse](#).

Want to receive MMCAP Infuse information, industry news and updates via social media? MMCAP Infuse is active on Facebook, Twitter, Instagram and LinkedIn. Simply click on the icons below to connect with us on social media.

