

From the Managing Director

Greetings!

February has been a long trek through the polar vortex here in Minnesota, and for many of you in places that don't normally see such extreme weather. I hope you all have stayed safe and warm and are now looking forward to the first hints of spring!

Here at MMCAP Infuse, we have continued to embrace the challenges and opportunities that so much recent change has brought to us. We are eagerly moving through the process to fill several staff vacancies and hoping to have some new MMCAP Infuse family to introduce to you over the next month or two! Some exciting new solicitations have launched or are about to be posted. We are in the midst of some much-needed system upgrades that impact our data and purchasing capabilities and that will eventually permit us to more closely audit sales and better serve our members. We are more engaged than ever before with our partners at the national level and keeping abreast of developments in public policy and new opportunities.

As usual, this time of year brings a rush of planning for the National Member Conference. Jared Huizenga has been working tirelessly to plan a conference within the constraints of the challenges brought by the pandemic. While the format of the conference will be very different, we remain committed to providing great content and networking opportunities for our State Contacts that will serve to strengthen our relationships with each of our members. It is my sincerest hope that we are able to join together in person for the 2022 conference!

As always, our members remain the focus of all we do, and we thank you for the opportunity to work with you!

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.)

Henry Schein

- Gloves are available in bulk quantities. Contact the vendor for more information.
- Rations for nitrile and vinyl gloves are increasing.
- Transparent face masks are now available.
- Bandages are in short supply.

- There is a new reduced price on the BD SARS COV Testing. The vendor is working to implement further discounts for MMCAP Infuse members.

Premier Medical Distribution

Premier Medical Distribution has a supply of the following: hand sanitizers; isolation gowns; N95 masks; face and procedure masks; no-touch thermometers; wipes; and underpads. Please contact the vendor for details.

Medical Solutions Inc.

Medical Solutions is now offering the Premier BioTech Covid-19 IgG/IgM Rapid Test Cassette.

General

Syringes are still in short supply. Members are urged to still check on syringes and all PPE supplies daily.

Senior Account Executives

Reporting to Managing Director

The Senior Account Executive (SAE) team will report to MMCAP Infuse Managing Director Wendy Savakes until 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

Contract Extensions

- Contracts with Sxwell, USA LLC (# MMS18009), B Holding Group LLC (# MMS18007), and Global Protections (MMS18015) have been extended to June 30, 2022.
- The contract with McKesson (# MMS18000) for medical products has been extended to March 1, 2022.

Medical Solutions Inc.

Verathon Medical has made more of its products available to MMCAP Infuse members, including the GlideScope Go line (a portable, handheld video laryngoscope) and the GlideScope Core (a cart-based monitor for video laryngoscopy, bronchoscopy, and multimodal airway procedures).

Vaccines

Influenza Vaccine

This is a reminder to pre-book your 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.

All of the vendors have their vaccine products and pricing in place for the 2021-2022 influenza season and are taking pre-books.

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	05/30/2022	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	12/31/2022	Phone: 800.843.7477 Web: www.myfluvaccine.com
ASD Specialty Healthcare	MMS1900153	03/01/2020	12/31/2022	Phone: 866.281.4358 Web: http://www.asdhealthcare.com
McKesson Medical-Surgical	MMS1900151	03/10/2020	12/31/2022	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 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. Note: Sanofi Pasteur influenza vaccines will only be available directly through Sanofi Pasteur for MMCAP Infuse members.

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

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.

Pharmaceutical Program

Contracting Status

RFP	Reference Number‡	RFP Released	Evaluation	Contract Negotiations	Contracts in place	Comments
Kits containing naloxone	29458					2 proposals received
Invoice Auditing	29687					RFP canceled; may re-release
Pharmacy Supplies	29799					RFP canceled
Nutritional Supplement Products	29910					Responses due 3/10/21
2021 RFP for Pharmaceuticals and OTCs	29893					Responses due 3/16/21
Automated Dispensing Cabinet Systems	30036					Responses due 4/12/21

‡ RFPs are posted on the [Minnesota Office of State Procurement Website](#)

Biosimilars Available

If you get notices from the FDA about newly approved products, the news can sometimes be hard to understand in the biologics market. Despite the FDA having approved over 30 official biosimilars, only these products have made it to the marketplace so far. MMCAP Infuse would like to help your facility have access to the best products and the best prices available. With that in mind, please remember to search for the generic name when making an ordering decision for these products. With the way biosimilars are structured, they are not yet fully interchangeable. Some products have filed for interchangeable status, which would allow wholesalers to offer them as generic substitutes for one another. As it stands right now, the products cannot be marketed as full equivalents to one another, although in practice they generally are. Each state maintains different procedures on what level of notice should be given to a prescriber before or after substitution. Please be familiar with your own local laws around this.

Medications with Approved (and Launched) Biosimilars				
Originator Product	Originator Company	Generic Name	Biosimilar Product	Biosimilar Company
Neupogen	Amgen	Filgrastim	Granix*	Teva
			Zarxio	Sandoz
			Nivestym	Pfizer
Neulasta	Amgen	pegfilgrastim	Fulphila	Mylan
			Udenyca	Coherus
			Ziextenzo	Sandoz
			Nyvepria	Pfizer
Avastin	Genentech	bevacizumab	Mvasi	Amgen
			Zirabev	Pfizer
Herceptin	Genentech	trastuzumab	Kanjinti	Amgen
			Ogivri	Biocon / Mylan
			Trazimera	Pfizer
			Herzuma	Cephalon / Teva
Remicade	Janssen (J & J)	infliximab	Ontruzant	Samsung Boeipis / Merck
			Inflectra	Pfizer
			Renflexis	Merck
Epogen / Procrit	Amgen / Janssen	epoetin alfa	Avsola	Amgen
			Retacrit	Hospira / Pfizer
Rituxan	Genentech	rituximab	Truxima	Cephalon / Teva
			Ruxience	Pfizer
			Riabni	Amgen
Lantus	Sanofi aventis	insulin glargine	Basaglar*	Eli Lilly
			Semglee*	Mylan

* Product is not a true biosimilar, but meets many of the same criteria and is usually considered for substitution

New Generics Available

In an effort to better inform you, our members, about new savings opportunities in the pharmaceutical space, we are providing this list of recently launched generic products. Some ways to use this list:

- Identify potential changes to your facility's formulary.
- Look at any existing stock of Branded product for return potential.
- Change ordering patterns/habits to account for new generics available.
 - o Watch exclusivity dates, if known, as there may be a large influx of competing products shortly after.

Brand Name	Generic name	1st available as generic	Exclusivity?
Desonate	desonide	July, 2020	
Demser	metyrosine	July, 2020	
Ciprodex	ciprofloxacin and dexamethasone	August, 2020	
Jadenu	deferasirox 180mg and 360mg	August, 2020	
Protonix	pantoprazole sodium	August, 2020	
Tecfidera	dimethyl fumarate	August, 2020	
Symfi and Symfi Lo	efavirenz, lamivudine, and tenofovir disoproxil fumarate	August, 2020	
MoviPrep	polyethylene glycol 3350, sodium sulfate, sodium chloride, potassium chloride, sodium ascorbate, and ascorbic acid	September, 2020	
Emtriva	emtricitabine	September, 2020	
Bethkis	tobramicin	September, 2020	
Tykerb	lapatinib	September, 2020	
Monural	fosfomycin tromethamine	October, 2020	
Truvada	emtricitabine and tenofovir disoproxil fumarate	October, 2020	Through March, 2021
Atripla	efavirenz, emtricitabine and tenofovir disoproxil fumarate	October, 2020	Through March, 2021
Kuvan	sapropterin dihydrochloride	October, 2020	
Samsca	tolvaptan 15mg	October, 2020	
Kerydin	tavorole	October, 2020	
Banzel	rufinamide	November, 2020	
Taytulla	Gemmyl® - norethindrone and ethinyl estradiol	November, 2020	
Sklice	ivermectin	December, 2020	
Alinia	nitazoxanide	December, 2020	
Saphris	asenapine	December, 2020	
Zytiga	abiraterone acetate	December, 2020	
Vivlodex	meloxicam	December, 2020	
Amitiza	lubiprostone	January, 2021	
Zomig (nasal spray)	zolmitriptan	January, 2021	
Veleti	epoprostenol	February, 2021	
Zyclara cream	imiquimod	February, 2021	
Tirosint	levothyroxine sodium	February, 2021	
Northera	droxidopa	February, 2021	
Lotemax	loteprednol etabonate	February, 2021	
Qudexy	topiramate	February, 2021	
Absorica	isotretinoin	Est. by June, 2021	
Chantix	varenicline tartrate	Est. by June, 2021	
Perforomist	fomoterol fumarate	Est. by June, 2021	

Sublocade Distribution on Contract Through Henry Schein

MMCAP Infuse is pleased to announce the terms established with Henry Schein for distribution of Sublocade for Opiate Use Disorder. While the medication has been available for a few years, Sublocade is becoming quite popular as an injectable alternative to daily opioid replacement therapy. There are three vendors approved by the manufacturer to distribute Sublocade; and MMCAP Infuse was able to expand the scope of our existing agreement with Henry Schein Medical such that they are our preferred source for the medication.

As an authorized distributor, they will be passing along our contracted rates to MMCAP Infuse members. Currently, there is only a discount in place for correctional facilities, but there are proposals to expand that in negotiations. If you know a correctional facility interested in setting up an ordering account for Sublocade, please contact [your Senior Account Executive \(SAE\)](#) or the [MMCAP Infuse Pharmacy Team](#). Given that the medication is a controlled substance, and that it is covered by a federal Risk Evaluation and Mitigation Strategies (REMS) program, there are additional steps to be taken before orders can be placed. Your SAE can help you through these steps.

Abbott Nutrition (MMS15009 and MMS15321)

TwoCal HN Ready-To-Hang has experienced a change in SKU due to a slight update in the dimensions of the bottle. Also, the can container for TwoCal HN will transition to the new Abbott Recloseable Container (ARC). Formulation and pricing for both products will remain the same.

Old SKU	New SKU	Description	Packaging/ Case Size	Availability
62709	68048	TwoCal HN Vanilla 1L RTH	8 x 1L bottles	New SKU available March 1, 2021, old SKU discontinued April 2021
00729	64809	TwoCal HN Vanilla	24 x 8oz ARC	New ARC available around March 15, 2021

The following products are low in inventory at the manufacturer as Abbott Nutrition has prioritized the manufacturing of products in high demand. Members purchasing through a wholesaler/ distributor should work with them, as inventory levels may differ.

Affected Product Description	SKU	Est. Recovery Date	Alternative Option	Alternative SKU
Ensure Pudding Vanilla	54844	April 5, 2021	Ensure Original Vanilla 8oz ARC	64931
			Ensure Original Vanilla 8oz Bottle	58297
Ensure Pudding Chocolate	54846	May 3, 2021	Ensure Original Chocolate 8oz ARC	64937
			Ensure Original Chocolate 8oz Bottle	58293

The use of tube feeding products must be determined by the healthcare professional. When patients need to change to a new formula, they should work with their healthcare professional to determine the best alternative product and transition plan.

Nestle Healthcare Nutrition (MMS15146)

Boost Glucose Control:

- Packaging will convert from the Tetra Brik carton to the recloseable Tetra Prisma carton beginning April and May 2021. The contract price per case will decrease as all cases will go from the current 27-count to 24-count, but keeping the same contract price/ml. The volume per carton will not change. Recycle cartons with the cap on.

Product Description	New Product Code	New Case UPC/GTIN Code	Estimated In-Market Date
BOOST GLUCOSE CONTROL®, Vanilla, 24 x 8 fl oz carton	4390066110	00043900661100	May 2021
BOOST GLUCOSE CONTROL®, Strawberry, 24 x 8 fl oz carton	4390028680	00043900286808	May 2021
BOOST GLUCOSE CONTROL®, Chocolate, 24 x 8 fl oz carton	4390011642	00043900116426	April 2021

Boost Glucose Control products will also experience a change in formulation to harmonize the institutional and retail products. The new formulation will include:

- o Increased protein
- o Decreased calories, carbohydrates, sugars, and fat
- o Decreased Potassium, Magnesium, and Vitamin C
- o Increased Vitamin D, Calcium, and Phosphorus

Summary of Macronutrient Changes

	BOOST Glucose Control® Drink (through Q1 2021)	NEW BOOST Glucose Control® Drink (as of Q2 2021)
Calories	250	190
Protein	14 g	16 g
Carbohydrates	23 g	16 g
Total Sugars	6 g	4 g
Fat	12 g	7g

Impact Advanced Recovery and Resource 2.0 will both experience a transition to the Tetra Prisma carton in the April 2021 timeframe. For Resource 2.0 product, the contract price per case will decrease as cases will go from the current 27-count to 24-count, but keeping the same contract price/ml. The volume per carton, nutritional content, and each UPC will not change.

Product Description	New Product Code	New Case UPC/GTIN Code	Estimated In-Market Date
RESOURCE® 2.0, Very Vanilla, 24 x 8 fl oz carton	4390015167	00043900151670	Apr-21

For Impact Advanced Recovery, the new packaging will experience renewal of graphics, and case specifications will change slightly. Contract pricing, nutritional content, product codes/SKUs and UPC codes, volume per carton, case pack, and pallet configurations will not change for Impact Advanced Recovery. Recycle Tetra Prisma cartons with the cap on.

Alfamino Infant and Alfamino Junior:

- New packaging for both Alfamino Infant and Alfamino Junior will flow into the market in the April-May 2021 timeframe. The new packaging is formulated to house the scoop on top of the inner foil seal, but under the plastic lid. The specifications for the individual canisters and case will be slightly taller and pallets will be packed with 72 instead of 84 cases. The contract pricing, nutritional content, volume per canister, case pack, product codes/SKUs and UPC codes, will remain the same.

A new, vanilla, flavor of Alfamino Junior will be available starting with May 2021. The product will be

made with no artificial sweeteners, will have the scoop packaged and stored outside the powdered formula, will have plant-based plastics in scoops and lids, and will be halal certified.

Product Description	Product Code	Case UPC/GTIN Code	Estimated In-Market Date
ALFAMINO® JUNIOR, Vanilla Powder 6 x 400 g canisters	1328710607	07613287106070	May 2021

All Alfamino products are Halal certified. The artwork on products will be updated in the mid-year timeframe.

Optifast Post Bariatric Vitamin and Supplement:

The product will experience a new look, name, and formulation around April 2021. The vitamins and minerals will be reformulated to align with ASMBS guidelines for post bariatric surgery patients. The case UPC, product codes/SKUs, case and pallet specifications will change but the contract pricing will remain the same.

Current Product Description	Current Product Code	Current Case UPC/GTIN Code	New Product Description	New Product Code	New Case UPC/GTIN Code
OPTISOURCE® Chewable Vitamin & Mineral Supplement 12 x 120 count	4390037482	00043900374826	OPTIFAST® POST BARIATRIC Chewable Vitamin & Mineral Supplement 12 x 120 count	4390069985	00043900699851

Nutricia North America (MMS14037)

- Over 100 products on Nutricia’s portfolio will experience a change in product code or SKU effective April 1, 2021. This is due to the manufacturer changing to a new internal system and won’t affect current pricing or other identifiers such as NDCs or UPCs. If you would like to see a copy of which SKUs are changing, please [contact MMCAP Infuse](#).

- Effective April 1st, Liquigen MCT will no longer be available in the larger case size of 3 x (4 x 250ml) but only available in the smaller case size of 4 x 250ml. Members previously ordering the larger case sizes would have to multiply their order quantities by 3 moving forward, but use the same SKU of 71957. There will be no changes to the product ingredients or nutritional composition.

From April 1, 2021	Old Code	New Code	Product Name	Pack/Case	TR OUM	UPC Case (TR)	UPC (PC) (1 bottle of 250 mL)	NDC-Format Code
Remains	71957-3	71957	Liquigen MCT	4 X 250 mL	Case	749735195734	749735019573	49735-0195-73
Discontinued	71957	N/A	Liquigen MCT	3 x (4X250 mL)	Case	749735119570	749735019573	49735-0119-57

Prior to being able to access any MMCAP Infuse contract pricing on nutritionals, Members must complete the corresponding form/letter of participation for each manufacturer that has that requirement in place. Most nutritional manufacturers require Members to indicate the desired pricing level that they would like to access, by completing such a form. If a manufacturer of nutritional products requires a form, it will be listed on the [MMCAP Infuse website](#).

Pharmaceutical Wholesaler Distribution Services

Contract Renewals

Wholesaler	Contract #
AmerisourceBergen Drug Corporation (ABDC)	MMS1900114
Cardinal Health (CAH)	MMS1900113
Morris & Dickson (M&D)	MMS1900115

The Pharmacy Wholesaler Distribution Services contracts are being renewed through October 31, 2022, utilizing the first of three one-year renewals available in these contracts. The goal is to have the renewal amendments in place by the end of March 2021.

If you have any questions about the renewal process, feel free to reach out to Debra López-Burandt at 651.201.3053 or [via email](#) or Jason Hexom at 651.201.3127 or [via email](#).

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](#). [FDA's DSCSA website](#)

DSCSA Solution Provider	Contract
rfXcel	MMS18021
Inmar-RXT, LLC (formerly RxTransparent-The Forerunner Group)	MMS18022

DSCSA Information Corner

The DSCSA subscription service contracts for storage and access to 3T Data are being renewed through July 31, 2022, utilizing the second of three one-year renewals available in these contracts. The goal is to have the renewal amendments in place by the end of March 2021.

If you have any questions about the renewal process, feel free to reach out to Debra López-Burandt at 651.201.3053 or [via email](#).

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 – Heather Bailey has been named the secondary State Procurement Contact

Florida – Christia Nunnery has been named the secondary State Procurement Contact

Illinois – Alexandria Wilson has been named the secondary State Procurement Contact

Kansas – Angela Brown has been named the secondary State Procurement Contact

Ohio – Jansen Plesich has been named the secondary State Procurement Contact

Washington – Connie Stewart has been named the State Procurement Contact, replacing Diane White

Monthly Member Call

MMCAP Infuse hosts a monthly call for members to discuss issues and ask questions of the MMCAP Infuse staff. The March call is set for 11 a.m. Central Time, Wednesday, March. 17. 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.

