

## From the Managing Director

It's hard to believe we are finally in the month of May and spring is in full swing across the country at LAST!

We have successfully closed the book on our first virtual National Member Conference. Our attendees benefited from both procurement and pharmacy speakers as well as breakout sessions and a few opportunities to socialize from our remote platform. Feedback from the conference has been generally positive, with an overwhelming consensus that we ALL want to be back in person for the 2022 National Member Conference! Many thanks to Jared and all those who worked hard to make the 2021 National Member Conference a success!

One of the most exciting events each year at the NMC is the election of our new Advisory Board Members. This year, we said a bittersweet goodbye to Cynthia Wynn and Greg Peden who generously gave their time and talents to the board during their term. Once again, I want to thank Cynthia and Greg for their service. After all the votes were counted, this year we welcomed Kristen Kocurek of Texas as our newest Procurement Advisory Board Member and Melissa Lembke of Minnesota as our newest Pharmacy Advisory Board Member! We wished Kristen and Melissa the warmest of welcomes at an introductory board meeting on April 23 and look forward to their joining us at the next monthly meeting in May.

As we wrap up loose ends from the NMC and annual pharmacy RFP, we will begin filling staff vacancies, updating our policies and procedures and other housekeeping items in earnest. Taking stock of our fundamentals will best position us for some strategic planning of priorities for the rest of 2021 and the beginning of 2022. We will also likely be revisiting plans for some staff to return to the office in the coming months. Whether you are back on-site full time in your state or still working remotely, we wish you good health and productivity as we navigate the final stages of the pandemic.

We once again thank you for the opportunity to serve you as our members and thank you for your commitment to serving the public!

## Pharmaceutical Program

### Important Change on Narcan Nasal Spray

Emergent Devices (formerly Adapt Pharma, agreement # MMS2000303) no longer requires a Declaration Form for the purchase of Narcan Nasal Spray (NDC 69547-0353-02).

MMCAP Infuse members are eligible for MMCAP Infuse contract pricing on Narcan Nasal Spray if they have met the following vendor eligibility criteria: (a) not seek third party reimbursement of any kind for Narcan Nasal Spray, and (b) purchase Narcan Nasal Spray for the member's own use, included uses by the member's employees and agents, however, in no event should Narcan Nasal Spray be resold to any of member's employees and/ or agents.

The product is available for purchase at MMCAP Infuse contract pricing through Cardinal Health or Morris & Dickson, as selected by your state. An additional Cost of Goods discount applies. For those states utilizing AmerisourceBergen, the only option to purchase Narcan Nasal Spray at the MMCAP Infuse contract price is to do so directly from Emergent Devices.

## Contracting Status

RFP	Reference Number‡	RFP Released	Evaluation	Contract Negotiations	Contracts in place	Comments
Kits containing naloxone	29458	→				MMS2100418 ready for use
Invoice Auditing	30096	→				2 proposals received
Nutritional Supplement Products	29910	→				9 proposals received
2021 RFP for Pharmaceuticals and OTCs	29893	→				Awards being finalized Terms being negotiated with new vendors
Automated Dispensing Cabinets	30036	→				2 proposals received

‡ 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
			Ontruzant	Samsung Boepis / Merck
Remicade	Janssen (J & J)	infliximab	Inflectra	Pfizer
			Renflexis	Merck
			Avsola	Amgen
Epogen / Procrit	Amgen / Janssen	epoetin alfa	Retacrit	Hospira / Pfizer
			Truxima	Cephalon / Teva
Rituxan	Genentech	rituximab	Ruxience	Pfizer
			Riabni	Amgen
			Basaglar*	Eli Lilly
Lantus	Sanofi aventis	insulin glargine	Semglee*	Mylan

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

## COVID-19 Vaccine Hesitancy

On Tuesday, May 25, at 11 a.m. Central Time, Pfizer will provide MMCAP Infuse members an unbranded educational opportunity for healthcare providers to address vaccine hesitancy with the COVID-19 vaccine. While this opportunity will not provide any continuing education credits, it is open to any healthcare staff at your facility interesting in learning more about the mRNA vaccine and how to address some of the common questions and concerns that are leading to patients and staff opting out of this vaccine. Please [contact Michelle Korpela](#) if you would like to receive the link to this live presentation.

## Nutritionals

### Abbott Nutrition (MMS15009 and MMS15321)

Product Inventory Update. 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.

Institutional Item	Item #	Est. Recovery Date	Alternative Options	Item #
Ensure Pudding Chocolate	54846	April 26, 2021	Ensure Original Chocolate 8oz ARC	64937
			Ensure Original Chocolate 8oz Bottle	58293
Ensure Pudding Vanilla	54844	April 26, 2021	Ensure Original Vanilla 8oz ARC	64931
			Ensure Original Vanilla 8oz Bottle	58297
TwoCal HN 1L RTH	68048	June 4, 2021 (previously May 26, 2021)	TwoCal HN 8oz ARC	64809
			Hi-Cal Vanilla 1L Bottle (for oral consumption)	58253
			Jevity 1.2 Cal RTH (for tube feeding patients who require higher protein and fiber)	62683
			Osmolite 1.5 Cal RTH (for tube feeding patients who require a calorically dense formula without fiber)	62699
			Jevity 1.5 Cal Ready to Hang 1-liter Pre-filled Container	62681

*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)

**What is changing?**

- Convenient Reclosable Cap:** After opening, can easily replace cap on container to store remaining formula in the refrigerator for up to 24 hours.
- Case Pack:** All cases will go from a 27-count case to a 24-count case.
- Case Pricing:** Because of the case count change, the price per case will decrease.
- Product Specifications:** Due to the change from a 27-count to a 24-count case, the case UPC and Product Codes have changed, along with case and pallet dimensions.

**What is NOT changing?**

- Nutritional content
- Same great taste
- Volume/carton (8 fl oz)
- Each UPC Codes
- Price/mL

• Recloseable carton packaging transition. Several Boost-family and Novasource-family products, as well as Optisource and Arginaid Extra products will change from the current TetraBrik packaging to a recloseable Tetra Prisma package between June and August of 2021. Optisource products will be renamed to Optifast, as part of this transition. To see a full list of products, please contact MMCAP Infuse.

**What is NOT changing?**

- Nutritional content
- Volume/carton (8 fl oz)
- Each UPC Codes
- Price/mL

Before (Tetra Brik®)

After (Tetra Prisma®)

✓ Easy to Open      ✓ Comfortable Grip  
 ✓ Convenient Reclosable Cap    ✓ Enhanced Recyclability  
 ✓ Easy to Seal and Store

Current Product Description	Current Product Code	Current Case UPC/GTIN Code	New Product Description	New Product Code	New Case UPC/GTIN Code	Estimated In-Market Date
OPTISOURCE® VHP DRINK, Strawberry 27 x 8 fl oz carton	17481000	00043900174815	OPTIFAST® Post Bariatric VHP, Strawberry 24 x 8 fl oz carton	4390077653	00043900776538	August 2021
OPTISOURCE® VHP DRINK, Caramel 27 x 8 fl oz carton	17471000	00043900174716	OPTIFAST® Post Bariatric VHP, Caramel 24 x 8 fl oz carton	4390079915	00043900799155	August 2021

• Compleat Pediatric and Compleat Pediatric Reduced Calorie Label Changes. Changes to the label of products and their nutrients in late 2020 are now begging to flow into the market. While both formulas continue to feature non-GMO ingredients, the previous “NOW! Non-GMO” callout has been removed.

These nutrient changes are minor and have no impact on clinical outcomes, indications, or formula tolerance. Both formulas continue to meet or exceed 100% DRI for 25 key vitamins and minerals in a complete feeding. However, the volume of a complete feeding for 9-13 year old children using Compleat® Pediatric Reduced Calorie formula has increased to 1500 mL.

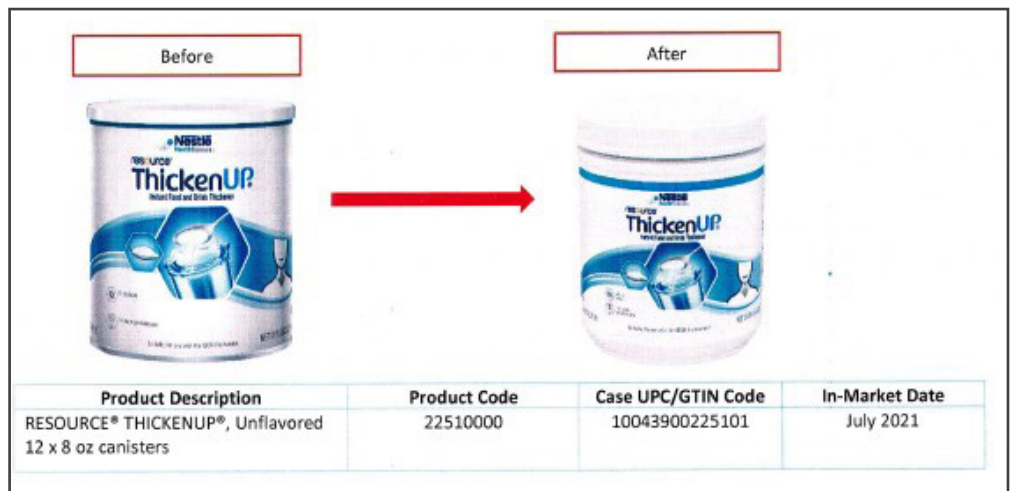
\* Made without genetically engineering ingredients per our policy at [www.Compleat.com/NonGMO](http://www.Compleat.com/NonGMO)

• Vegan Compleat Peptide 1.5 Cal and Compleat Organic Blends will soon be available. The new adult and pediatric formulas will begin infiltrating the market by June 2021. “Vegan” will be prominently stamped on the front shipper carton. Initially, the Compleat Organic Blends formulas will not have the “vegan” stated on the front of the pouch, but on the outer container.

Before

After

• Resource ThickenUp Instand Food and Drink Thickener changing to recyclable packaging. The product packaging is changing from a composite can to a recyclable plastic canister starting in July 2021. The formulation, the serving size per canister, product codes, UPC codes, and pricing will all remain unchanged.



• NutriHep is coming up for discontinuation in September 2021. The manufacturer is giving early notice that this product will be discontinued this fall. To help members prepare for the transition away from the product, Nestle has suggested possible alternatives (neither of which they consider true equivalents to NutriHep).

Discontinued Product Description	Discontinued Product Code	Discontinued Case UPC/GTIN Code	Effective Date	Suggested Alternative Product Descriptions	Suggested Alternative Product Codes	Suggested Alternative Case UPC/GTIN Codes
NUTRIHEP®, Unflavored 24 x 250 mL carton	9871616479	00798716164795	Sept 2021	PEPTAMEN® 1.5, Unflavored 24 x 250 mL carton	9871618192	00798716181921
				Nutren® 2.0, Unflavored 24 x 250 mL carton	9871616230	00798716162302

• The launch of new vanilla flavor of Alfamino Junior (as announced in the March and April news) has been delayed to the August/ September 2021 time frame.

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

### Cost of Goods (Service Fee Discounts) Updated for an effective date of May 1, 2021

Updated Cost of Goods (COG) files for each of the wholesalers have been posted to the MMCAP Infuse legacy website. The updated COG went into effect on May 1, 2021, utilizing the service fee discount matrices negotiated in the recent renewal. The next COG review will be in July (April, May and June sales) and will go into effect on August 1, 2021.

These files can be found by utilizing the following steps:

- Go to the [MMCAP Infuse website](#)
- Click on MMCAP Infuse Legacy website in the upper right corner
- Use your MMCAP Infuse username and password to log in (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. To find the most recent file, look for the file with “effective 5-1-2021” in the file name. If you have any questions about the COG updates, feel free to reach out to the MMCAP Infuse PDS team – Debra López-Burandt at 651.201.3053 or [via email](#) or Jason Hexom at 651.201.3127 or [via email](#).

### Wholesaler Contract Renewals

As announced on the March MMCAP Infuse Member call, the Pharmaceutical Wholesaler Distribution Services contracts were renewed through October 31, 2022. All amendments have been appended into their respective contracts:

Wholesaler	Contract #	Amendment #
AmerisourceBergen Drug Corporation (ABDC)	MMS1900114	4
Cardinal Health (CAH)	MMS1900113	10
Morris & Dickson (M&D)	MMS1900115	3

If you are required to update your internal contract documents in your respective state procurement systems, please use the amendment for the wholesaler selected by your state for your documentation of an extension of these contracts through October 31, 2022.

### Optimizing Wholesaler Value

While MMCAP Infuse membership and contract usage 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 their state-selected wholesaler. While a member can have a secondary account, even with another MMCAP Infuse Authorized Pharmaceutical Wholesaler, access to MMCAP Infuse contract product is allowed through only one wholesaler. Since our contracts with the wholesalers include service fee discounts, or cost of goods (COG) 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 is utilizing an MMCAP Infuse Authorized Pharmaceutical Wholesaler, but not through the distribution agreement that MMCAP Infuse has with these wholesalers, 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, to do 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 Member order history through MMCAP Infuse

agreements are not located at the MMCAP Infuse Authorized Pharmaceutical Wholesaler, should there be a drug shortage, allocation methodologies might preclude a member from being in queue to have orders filled, as intermittent stock is received. It is much better to work with the wholesaler to bring in stock and to continue to have usage on record, as not to fall to the bottom of the list should a particular drug have an allocation status.

## Product Allocations

While pharmaceutical supply chain disruptions due to COVID-19 continue to lessen, reported shortages continue among the needles, syringes, gloves, bandages, and alcohol swab space due to the vaccination efforts across the country. As the use of these and other products associated with the vaccination efforts continue, high-demand products for this national effort are likely to remain on allocation at the wholesalers' distribution centers. This means your facility's average monthly usage (AMU) will be used to determine how much of the supply is available to your facility at the time you order. Unfilled quantities can be placed on backorder, to the extent of the allocation allowed. Another avenue to see if your allocation can be changed is to reach out to your assigned wholesaler representative, or to the wholesalers' respective customer services lines. The MMCAP Infuse website has a list that can be downloaded to find your state's specific wholesaler representative.

To access this list:

- Click on Products and Solutions
- then Programs
- then Pharmacy
- and then Pharmaceutical Wholesaler
- Scroll down through to the Pharmaceutical Wholesaler Program Documents, to Wholesaler Account Management Contacts and click on the document entitled MMCAP Infuse Wholesaler Distribution Services Contacts March 2020.

Wholesaler – Customer Service	Contact Name	Contact Phone	Contact email
Cardinal Health	Toll Free Fax	866.641.1199 866.551.0530	<a href="mailto:GMB-P_SPL_V_GOV@cardinalhealth.com">GMB-P_SPL_V_GOV@cardinalhealth.com</a>
AmerisourceBergen		844.222.2273	<a href="mailto:amerisourcebergencustomer@amerisourcebergen.com">amerisourcebergencustomer@amerisourcebergen.com</a>
Morris & Dickson	Toll Free Fax	800.388.3833 318.798.5237	<a href="mailto:dhoskins@morrisdickson.com">dhoskins@morrisdickson.com</a>

## Planned Closure Notifications

As we move into the summer months where there may be state-specific or “non-standard” 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.

## Invoice Auditing Services

The Invoice Auditing Services RFP, solicitation #30096, has closed and the evaluation team is in the process of reviewing the responses. Part of the evaluation score will include a demonstration of the

respondent's system and its access and user interface for this service.

The contract with SunRx (MMS14007 340B Holdings, LLC formerly eAudit Health Solutions) has not been extended beyond March 31, 2021. We have requested of the wholesalers that they cease sending EDI 810 to SunRx for all Members using the MMCAP Infuse contract with SunRx (MMS14007). This will not impact members utilizing contracts under other state-direct contracts or other cooperative contracts with SunRx.

## COVID-19 Vaccine Distribution

As of April 30, 2021, use of other pharmaceutical wholesalers, beyond the use of the federal government's distribution contract with McKesson, has not been triggered. Our authorized wholesalers continue to be at the ready, to participate in the distribution of the available COVID-19 vaccine supply. We will keep you updated as the distribution within the supply chain makes this vaccine available through the MMCAP Infuse pharmaceutical wholesalers.

## 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](#).

## DSCSA Information Corner

[FDA's DSCSA Information page](#)

The DSCSA subscription service contracts for storage and access to 3T Data have been renewed through July 31, 2022, utilizing the second of three one-year renewals available in these contracts. All amendments have been appended into their respective contracts:

Service Providers	Contract #	Amendment #
rfXcel	MMS18021	2
Inmar -RXT (RxTransparent/The Forerunner Group)	MMS18022	4

If you are required to update your internal contract documents in your respective state procurement systems, please use the amendments for the contracts you have authorized your state to use in your documentation of an extension of these contracts through July 31, 2022.

Also, note there are updated Account Set-Up Forms on the MMCAP Infuse legacy website. Please use these updated forms when you elect to subscribe to these services.

If you have any questions about these contracts, 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** - Jennifer Trancoso has been named the primary State Procurement Contact. Jessica Lowder will serve as the secondary State Procurement Contact.

**Indiana** – Arthur Sample has been named the primary State Procurement Contact. Stephanie Nelson will serve as the secondary State Procurement Contact.

**Kansas** – Angela Brown is no longer serving as the secondary State Procurement Contact

**North Dakota** – Tonya Soper has been named the new State Pharmacy Contact, replacing Sandra Offutt.

## Monthly Member Call

MMCAP Infuse hosts a monthly call for members to discuss issues and ask questions of the MMCAP Infuse staff. The May call is set for 11 a.m. Central Time, Wednesday, May, 19. 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.*

