

1. Roll Call

2. Welcome ([Wendy Savakes](#), managing director)

- We're happy to welcome Jim Losinski back to MMCAP Infuse after being redeployed to the State of Minnesota's Emergency Operations Center for the last 15+ months. Thank you to Robbin Tschida for serving as the acting manager in Jim's absence.
- Congratulations to Michelle Korpela for accepting the permanent position of Pharmacy Contracts Manager. Michelle had been serving as the acting manager for the past several months.
- Earlier this month Debra Lopez-Burandt retired. While we search for her replacement, questions should be directed to Jason Hexom and Michelle Korpela.
- Interviews continue for the Marketing and National Field Services Manager position.
- With retirements, promotions, and separations, we have several positions at varying stages in the hiring process. We hope to be fully staffed in the next couple of months.

3. Healthcare Products and Services

a. [Robbin Tschida](#)

- The HPS team is happy to share that Jim Losinski is back with us after his 15-month redeployment.
- McKesson has recently realigned some of their government facing team. The HPS team has started meeting with McKesson a couple of times per month to gain a better understanding of how we can coordinate our operations, build relationships, and focus on improving our overall MMCAP Infuse member experience.
- Henry Schein (medical supplies) is starting to see orders coming in for Sublocade. The ordering process for this controlled substance is a little more complicated. Please reach out if you would like more information on how to order Sublocade.
- Incontinence Program: Several of our HPS wholesalers are distributing incontinence items from the following manufacturers: Attends Healthcare Products, Drylock Technologies, Essity HMS North America, and First Quality. We also have a direct Medline contract for incontinence products.

b. [Emilio Graulau](#)

Fentanyl testing options:

- Micro Distributing offers a test at \$0.58 per strip (\$14.50 for box of 25), at a cutoff of 20 ng/ml
- Premier Biotech offers box of 25 per case, at a cutoff of 10 ng/ml:
 - o 1 Case = \$1.75
 - o 2-10 Cases = \$1.40
 - o 11-50 Cases = \$1.20
 - o 51-200 Cases = \$1.10
 - o 200+ Cases = \$0.95

4. Pharmaceutical Program

a. [Michelle Korpela](#)

- Now that the 2021 Pharmacy Bid Roll has been completed, we are in the process of completing some finalization efforts. We're excited to have new terms in place with some incumbent vendors and some vendors that didn't respond to our 2020 RFP and are now back on contract.
- We're updating the Contract Summaries to include new contracts that were signed. This includes summaries of direct purchasing terms, failure to supply, and membership restrictions on eligibility. Full

contracts are posted on the contracts page for members who wish to view the entire contract. We do not post the Attachment A (contracted products with pricing) because the Contract file is the source of the most up-to-date information and is updated weekly.

- Last Friday, we experienced an issue with the contracts page on the MMCAP Infuse legacy website – where the top section that includes the pharmacy catalog, contract summaries, reduced pricing opportunities, and wholesaler backorder reports disappeared from the website. That issue has been resolved and all previous documents have been restored to the website.
- COVID vaccine update: we are in talks with all three of the companies that have Emergency Use Authorization (J&J, Pfizer, Moderna). They are all in the pre-planning phase of direct contracting for when they receive full FDA approval and the federal government is no longer part of the process. There’s still a lot of uncertainty of when and what this will look like. At least two vendors are anticipating full FDA approval this fall, but there are other considerations of how much EUA product is out there, what the demand will look like, and what the future immunization recommendations will be (additional booster, annual vaccine, mixing and matching product from different vendors). It sounds like vendors are looking at the traditional wholesaler distribution routes, but really nothing is in place at this point. However, the main takeaway for members is that all three vendors are aware of MMCAP Infuse and understand the important role we play for state government in their vaccination efforts and have confirmed we are included in their future contracting plans when it gets to that point.

b. [Renata Vaschevici](#)

- New agreements signed and posted on the MMCAP Infuse legacy website under a new “Nutritionals: Oral, Enteral, Infant Formula” category (previously under the “Pharmaceutical Contract Documents” category). If you need anything additional to be able to use this agreement in your state please reach out to your Senior Account Executive. A few other agreements in progress.

MMCAP Infuse Agreement #	Manufacturer Name	Effective Date	Expiration Date
MMS2100547	Abbott Laboratories Inc., on behalf of its nutrition division, Abbott Nutrition	7/1/2021	6/30/2025
MMS2100541	Gerber Products Company dba Nestle Infant Nutrition	7/1/2021	6/30/2025
MMS2100552	Mead Johnson & Co, LLC	7/1/2021	6/30/2025
MMS2100543	Nestle Healthcare Nutrition, Inc.	7/1/2021	6/30/2025
MMS2100553	Nutricia North America	8/1/2021	6/30/2025

- Kent Precision Foods Group (MMS14024) has been extended to July 31, 2021.
- Abbott Nutrition and Nestle HealthCare Nutrition have retained the requirement that a Letter of Participation (LOP) needs to be submitted by a new or new purchasing member prior to accessing any MMCAP Infuse contract pricing for these products. Members that have previously completed such an LOP have automatically been transitioned over to the new agreements and they do not have to re-complete a new form. Members can access copies of the Letters of Participation on the MMCAP Infuse website.
- Abbott Nutrition will apply a shipping upcharge of \$10/case/account on select products for non-WIC agencies purchasing between 1 and 14 cases of product directly from the manufacturer. If you typically order for multiple locations, the minimum order requirement must be met for each of those ship-to accounts. The shipping upcharge will not apply to orders of 1-14 cases purchased through a pharmaceutical wholesaler or distributor, but there could be distributor mark-up. Your Cost of Goods discount applies when purchasing contracted Abbott Nutrition products from AmerisourceBergen, Cardinal Health, or Morris & Dickson (depending on your state).
- Nutritional products and prices are viewable in the MMCAP Infuse Pharmacy Catalog and for vendors with multiple price points (e.g. WIC, non-WIC, committed, non-committed), the same product SKU/NDC will be listed on multiple lines to show those price points. Columns F and Y will have Remarks that will explain the price point and will contain helpful information.

c. [Jason Hexom](#)

- With Debra now having officially moved on, please reach out to myself (Jason H.) or Michelle Korpela with any wholesaler related questions
- Now that bid roll has come and gone, we are making a push to ensure that all products that weren't awarded are being end dated by the suppliers. This can create many issues with chargebacks and admin fees. As members, if you do not see an item in the online ordering platform that is on-contract or you see something that should be priced as on-contract but it isn't listed that way, please reach out and let us know. We are doing our best to hold the wholesalers/suppliers accountable on these issues.
- Cost of Goods (COG's) are in the process of being reviewed and should be posted to the MMCAP Infuse legacy website by August 1.

5. Other Updates

- MMCAP Infuse members that are pharmacists or pharmacy techs that are in need of CE credits are encouraged to take the online course "Biosimilars - One for Me and One for You." The session was offered at the virtual 2021 MMCAP Infuse National Member Conference and is now available online for all MMCAP Infuse members. Contact [Jared Huizenga](#) for details and instructions.

Next Member Call: **Wednesday, August 18**, at 11 a.m. Central time