

From the Managing Director

Greetings!

As we move into the warm days of August, I hope the last months of summer find all of you productive and healthy. Here in Minnesota, we are FINALLY enjoying the super sweet corn varieties and all the local produce that comes into season just a bit later in the upper Midwest. We've also had a short reprieve from the long uncharacteristic heat waves that we've seen all summer, and are eagerly anticipating the return of the State Fair.

Our focus here at MMCAP Infuse is currently on the return of many norms, some in new ways! We are hoping to be fully staffed soon, as job postings and interviews have continued throughout the summer. We have resumed plans to attend and exhibit at fall conferences and tradeshows that were temporarily sidelined during the pandemic. It is my greatest hope that the uptick in cases attributed to the Delta variant does not impact our return to in-person participation in those events. We eagerly look forward to our Mid-year Advisory Board Meeting being in person here in Minnesota next month if it is safe and possible to do so!

One new change I'd like to announce to all of you is the updating of the working titles of our regional consultants. As of August 1, our Senior Account Executives have officially transitioned to become Senior Healthcare Consultants. We feel that this change better reflects their role as experienced healthcare professionals who serve and assist members by helping them to seek out best value in products and services to meet their needs within the MMCAP Infuse portfolio. Materials and publications will be updated over the next few weeks to reflect this change.

As we fully embrace the remainder of the summer, I wish you all well. Thank you once again for the opportunity to serve you as our members.

Healthcare Products and Services

HPS Program Manager Update

It is great to be back at MMCAP Infuse following a 15-month deployment at the State Emergency Operations Center. The growth of the HPS program over the past year was extraordinary, and not just due to PPE but through expanded demand for HPS products and services. We anticipate another high-growth year. To maximize our effectiveness, the HPS Team is implementing its short- and long-term goals for the fiscal year. Key areas include: a) implementing the incontinence manufacturer contracts through the medical distributors; b) expected increase in demand for Drug Testing Products and Services; c) hiring key staff; and d) development of future lines of business. Please [contact Jim Losinski](#) if you have suggestions for additional growth opportunities for the upcoming year. Thank you!

Medical Supply Program Line of Business Coordinator

Going forward, Robbin Tschida is the permanent line of business coordinator for the Medical Supply Program, which was previously managed by Elizabeth Suszynski. Contact Robbin with any questions [via email](#) or at 651.201.2412. She is also available to assist with both the Condom and Dental Products and Services Programs until a new line of business coordinator is hired.

Glove Pricing

The unprecedented demand for gloves continues to put pressure on the supply chain, and glove pricing remains volatile. Many MMCAP Infuse-contracted vendors have moved gloves to the non-core list of the contracts due to the significant price increases. MMCAP Infuse continues to work with its vendors to keep pricing as low as possible for members.

Vaccines

Back-to-School Preparation

Back-to-school time is here, which means it's also time to ensure that vaccine refrigerators are in tip-top shape. Please review the guidance on the proper handling and storage of vaccines [from the CDC](#) and your own state health departments. If you have any questions about MMCAP Infuse vaccine contracts or products, please contact your [Senior Healthcare Consultant](#).

Influenza Vaccine Deliveries

Influenza vaccine deliveries will begin in the coming weeks and continue over the course of the coming months. Please ensure that your staff knows to be on the lookout for cooler containers to ensure proper storage of vaccine immediately upon arrival to your facilities.

Vaccine Education

A wealth of CDC clinical recommendations and education pieces related to vaccines can be [found here](#).

Federal Excise Tax (FET) Must be Paid on Vaccines

Federal Excise Tax (FET) is tax money put into the Vaccine Injury Compensation Trust Fund providing funding for the National Vaccine Injury Compensation Program to compensate vaccine related injury or death claims for covered vaccines administered. All customers, including government facilities are required to pay this fee.






Information on the tax can be found on the [Health Resources & Services Administration website](#). The site also includes the authorizing legislation, which can be downloaded and reviewed.

Pharmaceutical Program

Nutrition and Chronic Wounds

Abbott Nutrition is offering a free, half-day virtual program through Abbott Nutrition Health Institute on Wednesday, September 16, 2021, from 12-4:15 p.m. EST titled "Beyond the Basics: A Multi-Faceted Approach to the Prevention and Treatment of Chronic Wounds." The program will provide an understanding of chronic wounds, case studies of prevention and treatment of non-healing wounds, and discuss the connection between nutrition and chronic wounds. It will include four hours of continuing education for nurses and dietitians but is open to all healthcare professions. Interested participants can [register here](#).

Contracting Status

RFP	Reference Number [‡]	RFP Released	Evaluation	Contract Negotiations	Contracts in place	Comments
Invoice Auditing	30096					Solicitation canceled
Nutritional Supplement Products	29910					5 contracts in place - MMS2100547, MMS2100541, MMS2100552, MMS2100543, and MMS2100553. 4 more in negotiation.
2021 RFP for Pharmaceuticals and OTCs	29893					New awards started 7/1/21
Automated Dispensing Cabinets	30036					2 contracts in negotiation

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

Semglee Approved as First Interchangeable Biosimilar

In addition to the previous list of biosimilar products we've put here before, the FDA announced in late July that it had approved Semglee as the first biosimilar to achieve "interchangeable" status. This means that Semglee can truly be used as a substitute for Lantus and removes many states' rules for notifying the prescriber when such a change is made. Some 3rd party payers will continue to favor another form of insulin glargine. Biosimilars routinely present a cost saving option when compared to the originator products. Without interchangeability, some pharmacy boards require a dispenser to confirm product selection with the prescriber before using a biosimilar.

Medications with Approved (and Launched) Biosimilars					
Originator Product	Originator Company	Generic Name	Biosimilar Product	Biosimilar Company	Interchangeable
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 Boepis / Merck	
			Inflectra	Pfizer	
			Renflexis	Merck	
Epogen / Procrit	Amgen / Janssen	epoetin alfa	Avsola	Amgen	
			Retacrit	Hospira / Pfizer	
			Truxima	Cephalon / Teva	
Rituxan	Genentech	rituximab	Ruxience	Pfizer	
			Riabni	Amgen	
			Basaglar*	Eli Lilly	
Lantus	Sanofi aventis	insulin glargine	Semglee	Mylan	Yes!

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

Anticipated First-time Generic Dates

The specific date when a product is being launched as a generic is often difficult to determine. Along those lines, we have found the following launch dates – or anticipated launch dates – for some products available generically for the first time.

Brand Name	Generic name	1st available as generic	Exclusivity?
Azopt	brinzolamide	March, 2021	
Lyrica CR	pregabalin	April, 2021	
Nicomide	nicotinamide	April, 2021	
Absorica	isotretinoin	May, 2021	until 9/21/21
Osmoprep	sodium phosphate, dibasic, anhydrous, monobasic, monohydrate	May, 2021	
Bepreve	bepotastine besilate	June, 2021	
Perforomist	formoterol fumarate	June, 2021	
Intelence	etravirine	June, 2021	
Kaletra	lopinavir and ritonavir	June, 2021	
Soolantra	ivermectin	June, 2021	
Brovana	arformoterol tartrate	June, 2021	
Durezol	difluprednate	August, 2021	
Sutent	sunitinib	August, 2021	
Bystolic	nebivolol HCl	Est. by Sept, 2021	
Chantix	varenididine tartrate	September, 2021	
Restasis	cyclosporine	Est. by Jan, 2022	
Noxafil	posaconazole	Est. by Jan, 2022	
Norvir (capsules)	ritonavir	Est. by Jan, 2022	

Nutritionals

Nutritional Agreements Updates

MMCAP Infuse has several new agreements with nutritional manufacturers. The agreement documents have been posted on the MMCAP Infuse legacy website under a new category – “Nutritionals: Oral, Enteral, Infant Formula.” Other agreements are 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
MMS2100543	Nestle Healthcare Nutrition, Inc.	7/1/2021	6/30/2025
MMS2100552	Mead Johnson & Co, LLC	7/1/2021	6/30/2025
MMS2100541	Gerber Products Company dba Nestle Infant Nutrition	7/1/2021	6/30/2025
MMS2100553	Nutricia North America	8/1/2021	6/30/2025

• The new Abbott Nutrition, Nestle HealthCare, and Gerber dba Nestle Infant Nutrition agreements continue to require that members complete a Letter of Participation Form prior to accessing MMCAP Infuse contract pricing on nutritionals. Only members that have not previously completed a Letter of Participation with Abbott Nutrition, Nestle HealthCare Nutrition, or Gerber/Nestle Infant Nutrition are required to submit one. This is true regardless of purchasing directly from the manufacturer or through a wholesaler/distributor. The Letters of Participation are posted next to the agreement documents on the MMCAP Infuse legacy website, under the Contracts tab.

- 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. For members that 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 15 or more cases purchased from the manufacturer directly, or to orders of 1-14 cases purchased through a pharmaceutical wholesaler such as AmerisourceBergen, Cardinal Health, or Morris & Dickson (depending on your state). An additional Cost of Goods discount applies when purchasing contracted Abbott Nutrition products from these wholesalers.
- Members can access nutritional product pricing by going to the Pharmacy Catalog on the MMCAP Infuse legacy website, under the Contracts tab (login required).

Abbott Nutrition (MMS2100547) Product Updates

- **Promote and Promote Fiber reformulation:** The Abbott Recloseable Container (ARC) and Ready to Hang (RTH) packages of Promote and Promote Fiber have been reformulated in order to follow new Reference Daily Intake (RDI) recommendations, and to align with the FDA’s regulations for nutrients’ units of measure. Because RDIs are typically meant for the general population and healthy individuals, the manufacturer recommends that special populations, like those hospitalized, critically ill, and tube fed, are individually considered when interpreting these values. To see a side-by-side comparison of the previous and new nutrient contents for these products, please contact MMCAP Infuse.
- **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 #
Glucerna 1.2 Cal 1.5L RTH	62675	Early August 2021	Glucerna 1.2 Cal 1L RTH	62677
			Glucerna 1.2 Cal 8oz ARC	64918
Vital HP 8oz ARC	64820	Late August 2021	Vital HP 1L RTH	63081
			Vital AF 1.2 Cal 8oz ARC	64828
Ensure Pudding Van.	54844	TBD	Ensure Vanilla 8oz ARC	64931
			Ensure Vanilla 8oz Bottle	58297

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.

Supply has recovered for the previously low inventory item Ensure Pudding Chocolate (item # 54846) and it is now available to order.

Nestle HealthCare Nutrition (MMS2100543) Product Updates

- **Peptamen Junior Prebio Discontinuation:** Both the vanilla and chocolate flavors of Peptamen Junior Prebio will be discontinued later this year, as a new item (Peptamen Junior PHGG) will be introduced as their replacement. Peptamen Junior PHGG is designed to support absorption and tolerance in children with gastrointestinal impairment. It will have more prebiotic fiber (12 g/L of PHGG vs 4 g/L of FOS/inulin) and will be more calorically dense (1.2 kcal/mL) than the Peptamen Junior Prebio items (1.0 kcal/mL). This new product will launch approximately in September 2021.

(See table on next page)

Discontinued Product Description	Discontinued Product Code	Discontinued Case UPC Case/GTIN Code	Estimated Last Order Date	Suggested Replacement Product Description	Suggested Replacement Product Code	Suggested Replacement Case UPC/GTIN Code
Peptamen Junior Prebio, Chocolate 24 x 250 mL cartons	98716364164	00798716364164	October 2021	Peptamen Junior PHGG, Vanilla 24 x 250 mL cartons	4390090484	00043900904849
Peptamen Junior Prebio, Vanilla 24 x 250 mL cartons	9871616261	10798716162613	December 2021	Peptamen Junior PHGG, Vanilla 24 x 250 mL cartons	4390090484	00043900904849

Product Description	Product Code	Case UPC/GTIN Code	In-Market Date
Peptamen Junior PHGG, Vanilla 24 x 250 mL cartons	4390090484	00043900904849	September 2021

• **IMPACT Advanced Recovery Vanilla Drink - New Size and Case Count:** To support patient adherence, the IMPACT Advanced Recovery drink will be packaged in 10-count cases of 8.45 fl oz recloseable cartons starting approximately in August of 2021. Patients will consume two cartons per day, one carton less than the current protocol of three, 6 fl oz cartons per day x 5 days. The current packaging on IMPACT Advanced Recovery Vanilla (15 x 6 fl oz cartons) will soon be discontinued.

Discontinued Product Description	Discontinued Product Code	Discontinued Case UPC/GTIN Code	Disco Effective Date	NEW Product Description	NEW Product Code	NEW Case UPC/GTIN Code	Estimated In-Market Date
IMPACT Advanced Recovery Vanilla 15 x 6 fl oz cartons	4390099291	00043900992914	July 2021	IMPACT Advanced Recovery Vanilla 10 x 8.45 fl oz cartons	4390094311	00043900943114	August 2021

• **Alfamino Junior new flavor – Vanilla:** Nestle will soon launch a vanilla flavor of its Alfamino Junior product. This is a hypoallergenic, amino acid-based formula with 65% of fat as MCT (medium chain triglycerides) designed to help minimize fat malabsorption. It is halal certified, made with no artificial sweeteners, and is packaged with the scoop on top of the inner foil seal, but under the plastic lid.

Product Description	Product Code	Case UPC/GTIN Code	In-Market Date
Alfamino Junior, Vanilla Powder 6 x 400 g canisters	1328710607	7613287106070	September 2021

Pharmaceutical Wholesaler Distribution Services

Cost of Goods (Service Fee Discounts) effective August 1st, 2021

The Cost of Goods (COG) validation process has been completed for each wholesaler and files have been posted to the MMCAP Infuse legacy website. The updated COG went effect on August 1, 2021, utilizing the service fee discount matrices found in Attachment C of each wholesaler contract. The next COGs review is in October (July, August, and September sales) and will go into effect on November 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 8-1-2021. For members’ convenience, both the current and the prior quarter files are kept on the website. If you have any questions about the COG updates, contact Jason Hexom [via email](#) or at 651.201.3127.

Wholesaler Contract Renewals

The Pharmaceutical Wholesaler Distribution Services contracts have been 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.

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, Jason Hexom at 651.201.3127 or [via email](#).

Planned Closure Notifications

As a reminder, if there are state-specific summer holidays for which your facility may be closed and

unable to accept deliveries, notify your wholesaler and 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 that 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.

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

Hawaii – Christopher Amandi has been named State Procurement Contact. Carey Ann Sasaki will now serve as the Secondary State Procurement Contact.

Tennessee – Josh Polk has been named the State Procurement Contact, replacing Karen Conway.

Texas – Stacy Robertson has been named the Secondary State Procurement Contact, replacing Kristen Kocurek.

Virginia – Katherine Bosdell is no longer the Secondary State Procurement Contact.

