

From the Managing Director

Greetings! Once again, we are reflecting on the first month of a New Year. Once again, we are plotting a course forward following an unprecedented year of challenges and successes and considering what the next months may bring for our business, our colleagues, our friends, and our family.

Yes, we are still navigating the pandemic, but we have gotten more proficient at steering through the ebbs and flows and being prepared for the unknown.

Here at MMCAP Infuse we are about to settle down and review our strategic plan and determine what programs should be our focus in the year ahead. We are also in the midst of planning the National Member Conference. Recently, surveys were sent to our state contacts and our Advisory Board regarding the format this year's conference will take. While we hope to be with you live and in person, we are carefully considering the impacts of the latest variant and striving to make the conference safe and engaging for all regardless of its format. We should be announcing a decision in the next week or so, to enable the final planning that relies on our determining the format and to allow for any necessary travel arrangements.

In the meantime, I invite you all to reflect on your own procurement priorities for the coming year so that you are inspired to take part in the discussions that will follow both within and outside of the NMC. Know that as we begin the push through the next few months of winter here in Minnesota, we are thinking of our members and are grateful that you choose to partner with us in your mission to provide the best service for your clients using the best value we strive to procure in all of our contracts. As always it is a pleasure to serve you.

Healthcare Products and Services

Member Feedback Requested

The Healthcare Products and Services (HPS) team is requesting member feedback about its breast pumps, condoms, and medical products and services programs in order to improve the program experience for members. Please contact [Jim Losinski](#) directly with your feedback.

PPE and COVID-19 Tests

If your state or agency has an expected need for critical PPE or COVID-19 testing supplies in the near future, please send [Jim Losinski](#) the estimated monthly usage.

RFPs for Programs Covered by MMCAP Infuse

If you are aware of RFPs in program areas covered by HPS contracts, please notify [Jim Losinski](#) and your Senior Healthcare Consultant. The HPS team would like the opportunity to demonstrate our value proposition to members and save the time and expense of conducting a procurement.

Contract Analyst Position

The contract analyst position has been filled the exact start date will be announced to members.

Staffing Updates – Henry Schein Dental

Henry Schein Dental staff has two additional staff members, Patrice Holmes and Jake Knudsen, for the MMCAP Infuse dental contract.

MMCAP Infuse Primary Contact

Patrice Holmes, dental contract administrator

Phone: TBD

patrice.holmes@henryschein.com

MMCAP Infuse Primary (2) Contact

Jake Knudsen, dental contract specialist

775.323.9294

jake.knudsen@henryschein.com

MMCAP Infuse Invoice/CSR Contact

Dan Hill, special markets

800.851.0400 ext. 2243221

dan.hill@henryschein.com

Henry Schein Dental Customer Service

Phone: 800.472.4346

Hours: 8 a.m. to 8 p.m. ET

Email: specialmarkets@henryschein.com

Business Reviews

Quarterly business reviews with dental and condom vendors are being conducted. If you have any input you would like to add regarding the dental and condom contracts, please contact [Tricia Nihart](#).

Pharmaceutical Program

Diabetic Program Updates

MMCAP Infuse continues negotiating new terms and conditions with our two diabetic supply vendors who offer an institutional system. Abbott Diabetes (MMS17007) has been extended until May 31, 2022. Roche Diagnostics Corp. (MMS13125) is set to expire on February 28, 2022, with plans to extend again if negotiations cannot be finalized by the end of the month.

Teligent Inc. Contract Termination

Teligent Inc. (USA) closed its plant on February 1, 2022, and are winding down operations after filing for protection under Chapter 11 of the U.S. Bankruptcy Code. The MMCAP Infuse agreement (MMS2000198) will terminate as of February 28, 2022. MMCAP Infuse contract pricing on Teligent products will not be available after that date. As stock of Teligent product gets depleted in the market, members should plan on finding product alternatives through their pharmaceutical wholesalers.

Upjohn US 1 LLC Name Change

As of January 1, 2022, Upjohn US 1 LLC has changed its name to Viatrix Specialty LLC.

Naloxone Products Through MMCAP Infuse

MMCAP Infuse has agreements with manufacturers to offer a range of injectable and intranasal naloxone products at competitive discounts. Those are available for ordering through your pharmaceutical wholesaler and are eligible for the additional Cost of Goods discount that applies to your other MMCAP Infuse pharmaceutical purchases.

Our intranasal naloxone portfolio now includes **Kloxxado (naloxone HCL 8mg spray, NDC 59467-0679-01)**, **Narcan Nasal Spray (naloxone HCL 4mg spray, NDC 69547-0353-02)**, and a generic naloxone nasal spray (naloxone HCL 4mg spray, NDC 00093-2165-68). Kloxxado promotional pricing has been extended to March 31, 2022, and Narcan Nasal Spray (brand) has experienced a price decrease.

As the opioid overdose reversal product market quickly expands, MMCAP Infuse will work with manufacturers to include any additional pharmaceutical options to our portfolio. To see the most current products available and their pricing, please visit the MMCAP Infuse Pharmacy Catalog.

MMCAP Infuse also has agreement MMS2100418 with Remedy Repack, Inc., which provides a solution to members seeking to assemble naloxone-based pharmaceutical products, together with gloves, a CPR shield, and other components, into kits.

New First-time Generics

At the beginning of the year, there are always some surprises and some disappointments on what comes to market. We had some in each category this time around. Narcan Nasal Spray (covered in another article) was a pleasant surprise as well as both atropine and Combigan. Viibryd is on the horizon now for a June release date which may be one of the biggest generic launches this year.

Brand Name	Generic name	1st available as generic	Exclusivity?
Chantix	varenicline tartrate	generic only; no brand	until 3/22/22
Afinitor and Afinitor Disperz	everolimus	October, 2021	until 4/1/22
Antara	fenofibrate	October, 2021	
Zortress	everolimus	November, 2021	
Epiduo Forte	adapalene and benzoyl peroxide gel	December, 2021	
Isopto Atropine	atropine eye drops	December, 2021	
Narcan Nasal	naloxone 4mg nasal spray	December, 2021	
Oxaydo	oxycodone	January, 2022	
Dexilant (30 and 60mg)	dexlansoprazole	January, 2022	
Cuvposa	glycopyrrolate	January, 2022	
Combigan	brimonidine and timolol	January, 2022	
Revlimid (5, 10, 15, and 25mg)	lelanidomide	Est. by Mar 1, 2022	
Vimpat	lacosamide	Est. by Mar 17, 2022	
Zipsor	diclofenac potassium	Est. by Mar 24, 2022	
Lexiscan	regadenoson injection	Est. by April 11, 2022	
Velcade	bortezomib injection	Est. by May 1, 2022	
Alimta	pemetrexed disodium injection	Est. by May 25, 2022	
Viibryd	vilazodone HCl	Est. by June 4, 2022	
Norvir (capsules)	ritonavir	Est by Jan, 2023	
Noxafil oral suspension	posaconazole	Est by Jan, 2023	

2022-2023 Flu Vaccine Prebooking

Pricing and product availability has been negotiated for the 2022-2023 Influenza Vaccine Program. A spreadsheet is posted on the MMCAP Infuse legacy website. Once logged in, navigate to the Programs tab on the top and then Influenza Prebooking & Pricing Information along the left side of the screen. The CDC pricing comparison was still not available at the time of publishing but will be added upon the CDC's publishing of their price points.

MMCAP Infuse has all FDA-approved Influenza vaccines available; in most cases from manufacturer-direct purchasing and through our approved vaccine distributors. The prebooking spreadsheet has been redesigned this year to make it more user-friendly.

Common terms appearing for multiple product lines are summarized at the bottom as footnotes.

Columns are also sortable and have filters enabled to make an individual product or ordering method comparison for your specific facility(ies). Finally, contact information for available manufacturers offering direct purchases and the distributors are listed at the bottom of the product chart.

Notable changes between past flu seasons and 2022-23 season are:

- 1) Decreased returnability for prebooked vaccine from several suppliers.
- 2) Some distributors were unable to give pricing for all vaccine presentations.
- 3) As in past years, FluMist from AstraZeneca/MedImmune is only available through the distributors at MMCAP Infuse pricing and not directly from the manufacturer.
- 4) As was seen in 2021-2022, some vaccines may sell out before the prebooking deadline. Please use this early notice to book your vaccines early so you can ensure you get the products you want.

To clarify one of the previous footnotes, the language has been changed in the McKesson returns section. Please re-download a new copy of the spreadsheet to ensure you have the most up to date information

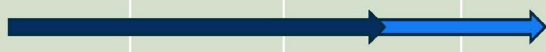


If, for whatever reason, you are not able to access the spreadsheet online, please contact your designated [Senior Healthcare Consultant](#) or the general [MMCAP Infuse Inbox](#).

Repackaging Contract Extensions

The following pharmaceutical repackaging contracts have been extended:

- **RemedyRepack** (MMS18027) has been extended to February 28, 2023
- **Safecor Health** (MMS18028) has been extended to January 14, 2023

Contracting Status

RFP	Reference Number‡	RFP Released	Evaluation	Contract Negotiations	Contracts in place	Comments
Automated Dispensing Cabinets	30036					ARxIUM contract in place; 1 more in negotiation
PSAO - Pharmacy Services Administrative Organizations	31065					Available until 2/10/22
Annual RFP for Pharmaceuticals and OTCs	31143					Available until 3/16/22 @ 2pm Central Time

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

Pharmaceutical Program

Gerber Products/ Nestle Infant Nutrition product changes

Several new products have been added under agreement MMS2100541 with Gerber/ Nestle Infant Nutrition:

- Gerber® Good Start® Protect Probiotic Drops
- Good Start® by Gerber® Prenatal Nourish Plus Gummies
- Good Start® by Gerber® Breastfeeding Comfort Plus Capsules
- Good Start® by Gerber® Breastfeeding Flow Plus Capsules

These additions and several other price decreases will be effective on March 1, 2022. To view products and pricing, visit the MMCAP Infuse Pharmacy Catalog.

Packaging changes are taking place for the following products:

1. Gerber Good Start GentlePro 8.1oz Concentrate and Gerber Good Start Soy 8.1 oz Concentrate have transitioned to a Tetra pack with a re-closeable cap (for convenience and portability). There is a change in case count and case UPC. Nonetheless, the product formula, net weight, reconstituted ounces, unit UPC, and contract pricing remain the same.



Current	New
Brik Structure	Tetra Prisma Structure
Foil Peel Off Seal	Re-Closeable Plastic Cap
18-ct. Case	12-ct. Case
Case UPC <ul style="list-style-type: none"> • GentlePro 00050000391615 • Gentle Soy 00050000432554 	Case UPD <ul style="list-style-type: none"> • GentlePro 00050000645220 • Gentle Soy 00050000150861

2. Gerber Good Start Gentle Pro and Gerber Good Start Soothe Pro have a new look. All other product attributes remain the same.



New Compleat Peptide 1.5 formulations from Nestle Healthcare Nutrition

Two new Compleat Peptide 1.5 Cal products have been added to agreement MMS2100543 with Nestle Healthcare Nutrition, effective March 1, 2022.

Compleat Peptide 1.5 Cal and Compleat Pediatric Peptide 1.5 Cal will be available in a 1000ml UltraPak closed system format, whereas currently they are available as 250ml cartons. The new packaging features the same ingredients and benefits:

- Real Food Ingredients: 1000 mL provides approximately 1.5 cup equivalents of fruits and vegetables

- Vegan*
- No GMO* Ingredients
- None of the common food allergens
- Peptide-Based
- Calorically Dense

*Visit [Compleat policies](#) for more information.



Product Description	Product Code	Case UPC/GTIN Code
COMPLEAT® PEPTIDE 1.5, Cal, SpikeRight® PLUS 6 x 1000 mL UltraPak® bags	4390031715	00043900617152
COMPLEAT® PEDIATRIC PEPTIDE 1.5, Cal, SpikeRight® PLUS 6 x 1000 mL UltraPak® bags	4390067038	00043900670386

Pharmaceutical Wholesaler Distribution Services

Cost of Goods (Service Fee Discounts) effective February 1, 2022

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 February 1, 2022, utilizing the service fee discount matrices found in Attachment C of each wholesaler contract. The next COG review is in April (January, February, and March sales) and will go into effect on May 1, 2022.

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.

Planned Closure Notification

Presidents’ Day is fast approaching. If your facility is closed that day and you are unable to accept your normal wholesaler delivery, please remember to notify your wholesaler and set up an alternate delivery date. There can be a fee for a failed delivery when there is no notification for a planned facility closure.

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, contact Robbin Tschida at 651.201.2412 or [via email](#), or Jason Hexom at 651.201.3127 or [via email](#).

Cardinal Health Changes

One of our three primary account representatives at Cardinal Health is leaving. Clay Miller, manager state government, is moving into a different role at Cardinal. No replacement has been named yet, but since Clay is staying with Cardinal he will be able to assist and trouble shoot s until his replacement is named and up-to-speed. Our remaining Cardinal Health primary account representatives for MMCAP Infuse are:

- **Wendy Sease**, director state government, wendy.sease@cardinalhealth.com, 651.247.0695
- **Erin Hollenbacher**, manager state government compliance, erin.hollenbacher@cardinalhealth.com, 614.652.1833.

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

Montana - Lauren Spatzierath has been named the secondary state procurement contact.

Pennsylvania – Corey Walters has been named the state procurement contact, replacing Elizabeth Lenhart. (Elizabeth will remain on the MMCAP Infuse Advisory Board.)

West Virginia – Bryan Rosen is no longer the secondary state procurement contact.

Monthly Member Call

MMCAP Infuse hosts a monthly call for members to discuss issues and ask questions of the MMCAP Infuse staff. The February call is set for 11 a.m. Central Time, Wednesday, February 16. 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](#).