



# Together, We Care More

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Meet MMCAP Infuse

## Our Mission

Best value for pharmaceuticals and healthcare products and services to government facilities across the nation.

## What Sets Us Apart

- National cooperative GPO for government facilities that provide healthcare services.
- Operated by the State of Minnesota, Office of State Procurement and self funded.
- Members in all 50 states.
- Membership is free and voluntary.



## Vendor Admin. Fees Collected

For MMCAP Infuse efforts in consolidating, maintaining and growing membership. Standardized contracting with manufacturers and wholesalers. Resolving member issues. A portion of vendor fees are used to fund our operations.

## Shared Back With Members

- 100% of unused vendor fees are returned to MMCAP Infuse member facilities as a wholesaler credit.
- Amount returned is based on contract purchases.
- MMCAP returns a much higher percentage of administrative fees to its members versus other GPOs.



## Pharmaceutical Wholesalers

- States choose one of three wholesalers (Cardinal, Morris & Dickson and AmerisourceBergen).
- Cost of goods discounting on brand and generics.
- Favorable delivery and return policies with advanced reporting options.
- One-stop shopping for pharmaceuticals, vaccines and OTCs.
- No generic purchasing compliance requirement



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## Key Point: We Serve Government Agencies

- Members with pharmaceutical spend operate pharmacies or use contract pharmacies
- All pharmaceutical volume within the state is aggregated for better cost of goods discounts with the distributor
- Distributor contracts deliver 340B product/pricing and include 340B purchases in total state volume for better cost of goods discounts



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## Key Point: Optimize Savings

- Maximize use of 340B
- Increase state agency pharmacies' service to employee benefits
  - May serve as contract pharmacies
  - Mail order prescription filling
  - When government COT pricing is better than other sources



## Key Point: Advancing Innovation

- State central pharmacy committee capability to analyze prices across the categories of pharmaceutical spend
- PBM partners to provide complete, transparent data reporting
- Multiple-agency negotiations with pharmaceutical manufacturers
- Establish preferred drug lists (PDL)
- Avenues to consistent supply
  - Secondary wholesalers
  - Canadian importation
  - Contracted production to volume commitment
- Review state and federal legislation and recommend changes



## Key Point: Product Mix Evolution

- Expensive new therapies
  - Specialty Pharmaceuticals
  - Biologics and Biosimilar
  - Orphan and Rare Disease (ORD)
  - Cell and Gene Therapy (CGT)
- Establish state agency pharmacies as specialty pharmacy service provider
- Treatment protocols
- Financial sustainability





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## Pharmacy Products

- Pharmaceuticals
- Influenza Vaccine
- General Vaccines
- Diabetes Supplies
- Nutritionals
- Vials and Containers
- Emergency Preparedness



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## Pharmacy Services

- Wholesaler Distribution
- Prescription Filling
- Repackaging
- Returned Goods Processing
- Hazardous Waste Disposal
- Invoice Auditing
- Clinical Pharmacy Services

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## Healthcare Products

- Medical Supplies
- Dental Supplies
- Drug Testing Products
- Condoms



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## Healthcare Services

- Service for Medical Equipment
- Service for Dental Equipment
- Third-party Administration for Drug Testing with SAMHSA-certified Labs and Legal Service

## Ensuring Superior Pricing

- Pharmaceutical contracting periods:
  - Generic every year.
  - Brand every four years.
- Aggressive price negotiations throughout contract term.
- Leverage member volume purchases.
- Monitor off-contract purchasing to identify products that should be added to contract.
- Open and fair competition following stringent Minnesota procurement law and policy.
- Competitive pricing collected and analyzed.
- WAC reports monitored for pricing changes.



## Benefits

- Reduced costs for products and services.
- Free membership!
- Annual wholesaler shareback credit.
- Designated senior account executive (SAE).
- Member-controlled formulary.
- Member-driven leadership.
- Nationwide peer networking opportunities.
- Minnesota procurement guidelines fit states' requirements.
- Specialized and experienced Staff.






# Value Advantages

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*MMCAP Infuse creates and shares valuable savings through competitively bid and aggressively negotiated contracts that adhere to State of Minnesota procurement regulations. MMCAP Infuse leverages member volume aggregation to forge deep cost savings on pharmaceuticals and healthcare products for its members across the nation.*





MMCAP  
**INFUSE** 

# Thank You

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