

THE **Medicine Cabinet**

A newsletter from MEDPIN – Medicine For People In Need

Volume 1 Issue 1

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Medpin
Medicine for people in need

Our Name is New But Our Mission is Unchanged

*The Pharmaceuticals and Indigent Care Program (PIC) is now **Medpin: Medicine for People In Need***

We think our new name more simply and succinctly describes our purpose. We will continue to partner with health care providers, patient organizations or representatives, public agencies, pharmaceutical companies and other interested organizations or individuals to expand access to medicine for all people in need.

In addition to administering the free Drug Distribution Program (DDP), we are growing our training and technical assistance activities to help safety net providers maximize access to free and lowest cost drugs, assure compliance

with legal requirements, and reduce pharmacy expenditures through cost effective management practices.

Check out our new website at www.medpin.org.

You'll find the same user-friendly DDP ordering system as well as more information on Free and Low Cost Drugs, Education and Training opportunities, Disease Prevention and Management, Public Policy and Links to California based safety net provider organizations, national safety net provider organizations, as well as Health and Pharmaceutical Resources.

Building Partnerships to Expand Access to Medicine for People in Need: Medpin's First Annual Conference

SAVE THE DATE: Friday, May 3, 2002
Oakland Airport Hilton

The Medpin Program is bringing together safety net leaders—clinic administrators, hospital and county clinic managers, pharmacists, physicians, nurses, consumer representatives—to learn about and discuss strategies to use medications wisely and to access free and discounted medications.

The keynote presentation, *Rising Pharmaceutical Costs Among California Safety Net Providers: Implications for Care and Strategies for Improving Cost-Effectiveness*, will lay the groundwork for examining current approaches to managing drug utilization and costs, barriers to accessing discount purchasing programs and patient assistance programs and recommendations to improve patient care management. Jimmy Mitchell, Director of the U. S. Office of Pharmacy

Affairs (formerly Office of Drug Pricing) will speak at the closing session.

Workshop sessions will include: Best Practices in Pharmaceutical Care for Chronic Disease Management; Reducing Medication Errors; Drug Discounts and Other Assistance for Safety Net Providers; and Group Purchasing Options and Opportunities.



Open The Medicine Cabinet

We're launching our new bigger and better bi-monthly newsletter, *The Medicine Cabinet*. Our coverage will include training and technical assistance opportunities as well as provide a forum to share information on accessing free and lowest cost drugs, public policy issues impacting safety net providers, and broader issues related to pharmacy services such as chronic disease prevention and management. Look for the next issue of *The Medicine Cabinet* in February!

Looking to Buy a "Best Buy"?

We don't sell or distribute any drugs; you must work with a drug wholesaler or directly with a pharmaceutical company to buy drugs at the Best Buy prices—or any other prices! If you're looking to purchase drugs at the prices stated in our "Best Buy" sections, come to our regional training workshops to learn more about how to do this. At our regional training workshops in early 2002, we will present information on reducing pharmacy costs. The workshops will include 340B Drug Pricing Program, options for drug procurement through wholesalers and buying groups and working with a retail pharmacy. (See *Coming Attractions*)

Generic Drug "IQ Test" Results

Special congratulations to **Amir Khoyi**, PharmD., Pharmacy Program Coordinator, California Rural Indian Health Board, Inc., the newsletter reader brave enough to send us his answers, and smart enough to be 100% correct!

Amir will receive a specially engraved Medpin pen, to use in writing about generic drugs or any other subject of interest to him!

We know that many of you took the test but were too shy to send us your answers. If you're one of the shy ones, look below and see how well you did.

Here are the correct answers:

Answers to Generic Drug I.Q. Test

1. *Generic drug prescriptions account for 80% of all prescriptions filled.*

FALSE: In fact, **only** 47% of all prescriptions filled are for generic drugs according to IMS Health Data. Their portion of total prescription drug expenditures is even lower. The Generic Pharmaceutical Association, www.genericaccess.com/news, reports that generic drugs accounted for 8% of the \$141 billion spend on prescription drugs in 2000, while brand-name drugs accounted for 92% (\$129.7 billion).

2. *Brand-name drug companies in the U.S. own a major portion of the generic drug market and produce 70% to 80% of the generic drugs currently marketed.*

TRUE: People who wonder about the quality, safety, and efficacy of generic drugs may be surprised to learn that, the very same companies that produce brand-name drugs own most of the drug companies producing generic drugs.

3. *Generic equivalents of brand-name drugs can be sold at much lower cost because*

there are no sales forces or marketing departments to support.

TRUE: The average price of a prescription dispensed with a generic drug in 2000 was \$19.33, while the average price of a prescription dispensed with a brand

name drug in 2000 was \$65.29 (from the Generic Pharmaceutical Association). Although part of the profit from brand name drugs is used to finance research on future drugs, last year, pharmaceutical companies spent \$2.5 billion on direct-to-consumer advertising according to a November 2001 Kaiser Family Foundation report. Generic drug manufacturers save money not just on reduced sales and marketing costs, but also because they don't have to duplicate the expensive clinical trials required for FDA approval.

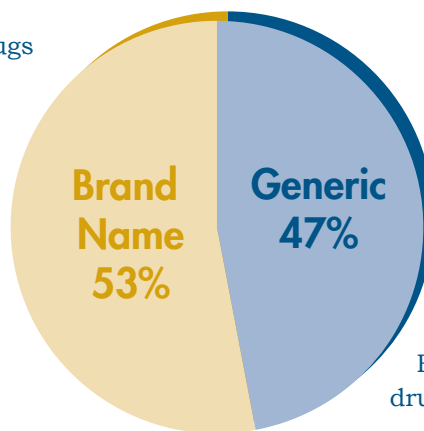
4. *Brand-name drugs are superior to generic drugs in stability, purity and quality.*

FALSE: The evidence is that there is little difference between the brand name and generic version of the same drug except in price. Many of the brand-name manufacturers own the very companies producing the generic equivalents. Some companies even produce the brand and generic versions of the same drug.

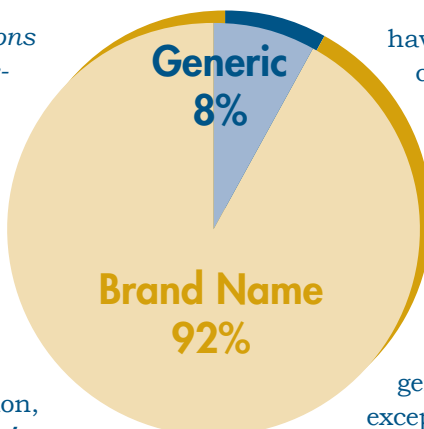
5. *Generic drugs must meet stringent standards and demonstrate the same therapeutic effect of the brand name drug.*

TRUE: The FDA maintains strict standards for generic drugs. Generic drug manufacturers must submit evidence to the FDA that the generic drug can be expected to have the same therapeutic effect as the brand-name equivalent and that it meets the same standards for stability, purity and quality as the original product. The FDA also requires bioequivalency studies to demonstrate equal therapeutic effect.

of Prescriptions Dispensed



Total Retail Prescription Costs





COMING ATTRACTIONS

Coming Soon to a Location Near You: **Medpin Regional Training Workshops**

As pharmaceutical spending soars, safety net providers scramble to figure out how to acquire affordable medications for their patients. New legislation that takes effect in January 2002 will allow eligible community and county clinics to contract with a retail pharmacy to dispense medications purchased through the Public Health Service (PHS) 340B Drug Pricing Program.

In this situation, the clinic no longer needs to obtain its own California Board of Pharmacy (BOP) permit. However, some clinics may find that continuing, or initiating, some in-house dispensing yields considerable savings on dispensing fees and administrative costs.

Find out about cost-saving options and determine the model that works best for your clinic at Medpin's workshop:

Reducing Pharmacy Costs.

Who should attend?

- Clinic management - Executive Director, CFO, Medical Director, Purchasing Manager
- Nurses, pharmacists, CQI coordinators
- Clinic staff involved in pharmacy services

What is the fee?

The workshops cost \$35 for an individual; \$50 for two people from the same organization.

The fee includes lunch and a training manual with detailed information on how to purchase discounted drugs, drug dispensing protocols, sample retail pharmacy contract and more. A limited number of scholarships are available.

How do I register?

You can complete the registration form below or you can register online at our website: www.medpin.org.

Reducing Pharmacy Costs Workshop—Dates and Location

Workshops will be held from 10:00 a.m. – 3:30 p.m. Lunch is included.

Thurs., Jan. 10, 2002	Oakland – East Bay Community Foundation
Wed., Jan. 23:	Redding – Shasta Community Health Center
Thurs., Jan. 24	Arcata – United Indian Health Services
Tues., Feb. 5	Los Angeles – Sportsmen's Lodge
Thurs., Feb. 7	San Diego – Best Western Island Palms
Thurs., Feb. 28	Sacramento – Hilton at Arden Way
Thurs., Mar. 7	Fresno – Piccadilly Inn University

Reducing Pharmacy Costs Workshop – Registration Form

Name: _____

Title: _____

Organization: _____

Mailing address: _____

Email: _____

Phone: _____ Fax: _____

Registration Fee: \$35

Additional people from the same organization: \$15 per person

Please send registration form and payment to: Medpin, Workshop Registration, 505 – 14th Street, Suite 810, Oakland, CA 94612

Call Harriet Charney (510) 302-3309 if you have any questions.

Please select the training site:

- | | |
|---|---|
| <input type="checkbox"/> Oakland – January 10, 2002 | <input type="checkbox"/> Los Angeles – February 5, 2002 |
| <input type="checkbox"/> Redding – January 23, 2002 | <input type="checkbox"/> San Diego – February 7, 2002 |
| <input type="checkbox"/> Arcata – January 24, 2002 | <input type="checkbox"/> Sacramento – February 28, 2002 |
| | <input type="checkbox"/> Fresno – March 7, 2002 |

Best Buys

for December

For pain, infection, cough or contraception check out these great deals!

Motrin
600mg bottle of 100—
\$ 1.47
0009-7386-01

Motrin Suspension
24 bottles of 4 oz.—\$9.32
or \$0.39 a bottle
00045-0448-03

Levlen (birth control)
package of 3 cycles—\$0.01
50419-0411-12

Tri-Levlen (birth control)
package of 6 cycles—\$1.50
50419-0433-06

Macrochantin 50 mg
bottle of 100—\$0.01
00149-0008-05

Macrochantin 100 mg
bottle of 100—\$0.01
00149-0009-05

Guiatuss DM Alcohol Free
(Compare to Robitussin-DM)
bottle of 120ml—\$0.64
00472-1031-04

Telephone Conference CDs Available

If you were unable to participate in the calls on *Patient Assistance Programs* or *Using Drug Samples*, you can listen to the CD! To order a free single copy of the CD, email Vanisha Evans at vevans@medpin.org.

www.medpin.org • 510.302.3341 • info@medpin.org

Participants Learn

Participants who dialed in to the second bi-monthly telephone conference call on Tuesday, November 13, 2001 listened, learned, and discussed the subject of **Using Drug Samples: Benefits, Compliance and Constraints**. The speakers represented different perspectives, including a county health system with a 'no drug sample' policy, a community clinic that uses drug samples extensively to complement other free sources of medications, and a free clinic that uses drug samples sparingly.

Due to time constraints, only a limited number of questions could be asked and answered during the one-hour phone call. Callers with additional questions were directed to our Drug Sample Bulletin Board at <http://www.message-board.net/cgi-bin/discussion.asp?id=1878>. The bulletin board is a tool for sharing expertise and resources. You can access the bulletin board directly from our website, www.medpin.org. Check it out!

Using Retail Pharmacies for 340B Drugs

Is your clinic considering contracting with a retail pharmacy to dispense PHS 340B drugs?

Here is your opportunity to learn about the pros and cons, the legal issues and responsibilities of both the clinic and the contract pharmacy.

Our legal consultant Mr. Cary Adams, partner in the Sacramento law firm of Murphy Austin Adams Schoenfeld LLP, will be on the call to discuss a "model contract" and to help answer questions. Supervising Inspector Robert Ratcliff of the California Board of Pharmacy will also participate.

Although the subject of using a contract pharmacy to dispense 340B drugs will be addressed more completely at our regional training workshops (see Coming Attractions), you may want to start learning about this as soon as possible.

**Join the next telephone conference call:
Model Pharmacy Contracts**

Wednesday, January 16, 2002
10:00 a.m. - 11:00 a.m.

To register email Vanisha Evans at vevans@med.

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