

Indiana Medicaid Supplemental Rebate Program

Supplemental Rebate Bid Submission Instructions (November 2017)

The Indiana Family and Social Services Administration, Office of Medicaid Policy and Planning (OMPP) awarded a contract to OptumRx to become Indiana Medicaid's Pharmacy Benefit Manager (PBM) and Pharmacy Claims Processor. OptumRx as Indiana Medicaid's Pharmacy Benefit Manager is responsible for supplemental rebate negotiation and administration.

OptumRx will negotiate supplemental rebates on behalf of Indiana Medicaid for products in the following therapeutic classes which are scheduled to be reviewed at the 4Q2017 Indiana T-Committee Meeting on Friday, November 3, 2017:

HEPATITIS C AGENTS
Hepatitis C Agents
CNS AND OTHERS
Agents for the Treatment of Opiate Addiction
Antiemetic/Antivertigo Agents
Antiseizure Agents
Gastroprotective Agents
Narcotic Antitussive/1st Generation Antihistamine Combinations
Narcotics
Skeletal Muscle Relaxants
Smoking Deterrent Agents
Dermatologic Agents
Acne Agents
Antipsoriatics
Endocrine Agents
Anaphylaxis Agents
Antidiabetic Agents (oral)
Bone Formation Stimulating Agents
Growth Hormones
Insulins – Intermediate Acting
Insulins – Rapid Acting
Insulins – Short Acting
Insulins – Long Acting
Non-Insulin Injectable Hypoglycemics and Combinations

Bone Resorption Inhibitors
Testosterones
Gastrointestinal Agents
Anti-ulcer Agents
H. Pylori Agents
H2 Receptor Antagonists
Laxatives and Cathartics
Pancreatic Enzymes
Proton Pump Inhibitors
Ulcerative Colitis Agents
Genitourinary Agents
BPH Agents
Urinary Tract Antispasmodic/Anti-Incontinence Agents
Hematologic Agents
Direct Factor XA Inhibitors
Direct Thrombin Inhibitors
Hematinics
Heparin and Related Products
Leukocyte Stimulants
Platelet Aggregation Inhibitors
Estrogen and Related Agents
Estrogen, Progesterone, SERMs, or Combinations
Targeted Immunomodulators
Targeted Immunomodulators
Topical Agents
Miotics-Intraocular Pressure Reducers
Ophthalmic Antihistamines
Ophthalmic Anti-Inflammatory Agents
Ophthalmic Anti-Inflammatory Agents/Immunomodulator – Type
Ophthalmic Mast Cell Stabilizers
Otic Preparations
Topical Anti-Inflammatory Agents –NSAIDS
Topical Antiparasitics
Topical Immunomodulators
Topical Post-Herpetic Neuralgia Agents
Wound Care Products

The supplemental rebate bidding process is outlined below:

- The current Indiana Medicaid PDL is available on line [Indiana Medicaid PDL](#)
- **All manufacturers** are invited and encouraged to participate.
- Both “preferred” and “non-preferred” products are subject to these negotiations and a product’s designation may change as a result of these negotiations.
- Supplemental rebate contracts for Hepatitis C Agents will be January 1, 2018 through September 30, 2018. All other Supplemental rebate contracts will be January 1, 2018 through December 31, 2018
- Manufacturers are invited to submit supplemental rebate bids based on varying levels of exclusivity within any particular therapeutic class. The exclusivity level is determined by the number of “preferred” agents within the therapeutic class. The exclusivity levels are as follows:
 - One-of-One (Exclusive)
 - One-of-Two
 - One-of-Three
 - One-of-Many (Defined as four or more preferred agents)
- Wholesale Acquisition Cost (WAC) will be utilized as the pricing reference for supplemental rebates. The supplemental rebate bid form requires that the WAC price be provided for each NDC bid. Please utilize the WAC price that is in effect on the date your supplemental rebate bid is submitted.
- Supplemental rebates are to be bid as a percentage of WAC. Please be aware that this percentage will be **in addition to and will not reduce** what is being paid for the Federal Rebate alone.
- Supplemental rebate unit rebate amounts will be calculated based on the bid percentage of WAC, utilizing the WAC that is in effect on the last day of the subject quarter as reported by Medi-Span, First DataBank or other publications of drug pricing data.
- **All supplemental rebate bids are required to be submitted on the supplemental rebate bid form which was provided with this solicitation. If you have not received a rebate bid form, please make a request to OptumRx.**
- The supplemental rebate bid form requires the Federal Rebate Unit Rebate Amount (URA) be provided for each NDC bid. Please utilize 2Q2017 URAs. If your Federal Rebate URA has changed since your most recent submission to CMS, please provide the most current value. Please utilize the supplemental rebate form attached.

- Please provide a supplemental rebate bid for **each and every** NDC of your company which falls in one of the therapeutic classes listed above and is included in the Medicaid Drug Rebate Program. In the event your company does not want to offer a discount in excess of the Federal Rebate alone, please indicate that decision with a zero (0) percentage for each exclusivity level. This information will also be utilized in analyzing the impact on Medicaid Drug Rebates. Again, your cooperation is needed and appreciated.
- Bundled bids or contracts will not be accepted.
- Product giveaways or disease state management programs will not be accepted in lieu of monetary supplemental rebates.
- Submission of a supplemental rebate bid will ensure that the product(s) is considered **but does not guarantee** “preferred” status on the Indiana Medicaid PDL.

Supplemental Rebate Bid Tips

- Submit your bid utilizing the process described above.
- Submit your bid as soon as possible - don't wait until the “eleventh hour”.
- Make your “first bid”, your “best bid” – don't assume that your company will be invited to submit a Best and Final Offer.
- Complete **every** column on the supplemental rebate bid form.
- Submit a bid for **each and every** exclusivity level – don't assume a bid in the One-of-Many exclusivity level will cover the One-of-One, One-of-Two and One-of-Three exclusivity levels.
- Supplemental rebate bids are to be password protected and sent to the dedicated email box maintained by OptumRx for Indiana Medicaid: Indiana.medicaidPDL@optum.com
 - Please send the password in a separate email to the same email address.

Supplemental Rebate Negotiation Time Line

- **Supplemental rebate bids are due by Friday, September 15, 2017, at 5:00pm (Eastern Time).**

Contact for Supplemental Rebate Questions and Issues

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Contact for Clinical Information and Questions

- All manufacturer clinical submissions (AMCP format-based dossier) must be in an electronic format and sent to the following electronic mail address: PDL@fssa.in.gov. Clinical submissions are due by Friday, September 15, 2017, at 5:00pm (Eastern Time).
- Please note, submissions deviating from these guidelines will not be considered. Paper copies will not be accepted and should not be mailed to any of the involved parties including OMPP, OptumRx or the T Committee members