MAGELLAN HEALTH SERVICES®
Getting Better All the Time™

Magellan Health Services Clinical Presentations Policy (Effective January 2018)

The business unit of Magellan Health Services ("Magellan") that is involved with the clinical management of pharmaceuticals (e.g., Magellan Rx Management) appreciates the value of receiving periodic clinical updates from pharmaceutical manufacturers. In order to provide this opportunity in a manner that is equitable for the manufacturers and beneficial for Magellan, the following policies and procedures must be followed for all manufacturer-initiated presentations.

General

- Presentations must be provided in a format that enables all members of the Magellan Clinical and Rebate Contracting Teams throughout the country to participate (e.g., web conferencing, teleconference with pre-submission of slides, etc.).
- To ensure that information is provided in a consistent manner, presentations to individual members of the Magellan Clinical and Rebate Contracting Teams is discouraged.
- Failure to comply with these procedures may result in cancellation of the scheduled presentation.

Topics

- Acceptable topics for presentations
  - ❒ Individual drugs that are routinely reviewed by Magellan
  - ❒ Drug classes that are routinely reviewed by Magellan
  - ❒ Disease states associated with a or b above
- Pertinent information
  - ❒ Data from randomized, controlled clinical trials, with emphasis on trials with active comparators
  - ❒ Evidence-based clinical practice guidelines
  - ❒ Applicability of data to the Medicaid, Medicare, and commercial population
- Information **NOT** of interest
  - ❒ Basic pharmacology
  - ❒ Basic package insert information
  - ❒ Pharmacoeconomics studies

- Pipeline agents
  - ❒ Clinical presentations are reserved for FDA-approved drugs
  - ❒ Presentation for unapproved pipeline drugs may be tentatively scheduled
    - ❖ It is the manufacturer's responsibility to keep the Magellan Clinical Presentation Coordinator abreast of the FDA-approval and launch status of the pipeline agent
    - ❖ Magellan reserves the right to cancel a tentative presentation if FDA-approval is not granted prior to the scheduled presentation date
  - ❒ Pipeline updates on drugs in late stage development are of interest and may be included as part of scheduled clinical presentations

Format

In general, clinical presentations should be in the following format:

- Introductions
- Presentation of clinical data
- Q&A with group discussion

Schedule

- Clinical presentations will be scheduled on the first Tuesday of each month from 2:00 to 3:00 p.m. ET. Presentations may not exceed the allotted time.
- Each pharmaceutical manufacturer will be scheduled for no more than one clinical presentation each calendar year.
- Dates and times are subject to change based on staff availability.
- Magellan reserves the right to schedule additional clinical presentations at other dates, times, and locations.

Technical Difficulties

- It is the responsibility of the manufacturer to ensure IT success and efficient use of time.
- The manufacturer should anticipate and troubleshoot any technical issues related to the equipment and presentation.
- Extra time or additional presentations will not be granted due to technical difficulties.

Location

- Clinical Presentations are conducted as completely remote web meetings. This virtual venue facilitates both manufacturers and Magellan participants.

Request Procedure

- Manufacturers must submit all requests for Clinical Presentations to PharmaSubmissions@magellanhealth.com. Upon receipt of a completed Request Form for presentation, the Coordinator will verify that
  - ❒ The Presentation meets the criteria specified in "Topics" above;

    AND
  - ❒ The Magellan Clinical and Rebate Teams agree that the presentation would be beneficial.
- **For the 2018 clinical presentations, completed request forms must be electronically submitted by December 8, 2017. The submissions will be reviewed and responses given within a reasonable time. Any requests received after December 8, 2017 will be reviewed on an individual basis.**
- If the proposed presentation meets the "Topics" criteria, interest is expressed by the Magellan Clinical and Rebate teams, and a presentation slot is available, the Coordinator will contact the requestor with a potential date for the presentation.
- When a date is confirmed by the manufacturer, the Coordinator will send an invitation (via Outlook) to all potential Magellan participants. This invitation will include all of the information that a participant will need to participate in the presentation via web presentation/teleconference.

Clinical Presentations

- The following must be submitted by the manufacturer to the Clinical Presentation Coordinator in electronic format **no later than two weeks prior to the presentation**:
  - ❒ Toll-free teleconference # and passcodes
  - ❒ Web meeting URL address for presentation slides, username, passcodes
  - ❒ Electronic copy of presentation slides (required for Magellan's internal reference)
- **Incomplete or delayed material can result in meeting cancellation.**

Questions

- Questions regarding Clinical Presentations should be directed to the Magellan Clinical Presentation Coordinator, Dr. Tabatabai (MTabatabai@magellanhealth.com or 513-794-5265).