



# The MMCAP NEWS

April 2017

## **MMCAP National Member Conference Travel Between MSP Airport and Conference**

If you are attending the 2017 MMCAP National Member Conference and flying into Minneapolis-St. Paul Airport (MSP), please remember that the conference facility – Intercontinental St. Paul Riverfront – **DOES NOT** offer shuttle service to or from the airport.

A list of other modes of transport (taxis, rideshare, SuperShuttle, etc.) is available on the NMC registration website, and has been included in other NMC-related materials that have been sent out.

If you have questions about, please contact Jared Huizenga at [Jared.Huizenga@state.mn.us](mailto:Jared.Huizenga@state.mn.us).

## **2017 NMC Keynote Speaker**

The keynote speaker for the Wednesday evening session is Rick Searfoss.

Rick is a retired U.S. Air Force Colonel, NASA shuttle commander and Top Gun fighter pilot.



## **Pharmacy Continuing Education Sessions**

The 2017 National Member Conference will offer attendees (pharmacists and pharmacy technicians) two opportunities to obtain Continuing Education credits.

The first opportunity – “Real Life Lessons on Using Naloxone for Opioid Overdose Reversal” – will feature presentations by Dr. Sharon Stancliff (Medical Director, Harm Reduction Coalition, New York City), Commander Kailee Fretland (Commander US Public Health Service, Red Lake Indian Hospital,

## **From the Managing Director**

In less than a week, MMCAP members from all over the country will arrive in St. Paul for the 2017 National Member Conference.

Over the course of four days, those members will take part in educational sessions and professional networking opportunities, and most importantly, will receive knowledge, information, and training about how to best maximize the value of MMCAP in their home state.

Among the important MMCAP business items that will be taken care of at the NMC, are the annual Advisory Board elections.

Most years, our members vote in two new Advisory Board members – one on the Pharmacy side and one on the Purchasing side. This year, however, our members will actually help place three new members on the board.

On the Pharmacy side of things, Greg Peden (AL) is the lone candidate on the ballot to replace Linda Cross (NC) whose term is expiring.

Over on the Purchasing side of the board, there are currently two vacancies. The first was created when Penny Moon (MT) retired at the end of 2016. As Penny's term was set to expire this year, the top vote-getter in this year's election will serve a 4-year term.

The second vacancy came about when Kim Hankins (OR) resigned to become MMCAP's new Senior Account Representative for the Northwest Region. The person who finishes with the second most votes will be asked to fill the final year of Kim's term, which will expire at next year's NMC.

The Purchasing members that members will choose between are Jeff Hagen (OR), Mojgan Hall (WI), Charles Key (TN) and Kate Severin (NE).

I'd also like to thank our one outgoing Advisory Board member, as well as the two that have already left the board.

Linda, Penny and Kim have all worked tirelessly on behalf of not only their home states, but for every MMCAP member and MMCAP as a whole. Their work is to be commended and we are all greatly appreciate of their efforts.

Best Regards,  
Alan

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**for Pharmacy**

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Red Lake, Minn.), and Sheriff Richard Stanek (Hennepin County Sheriff).

The second opportunity – “Use and Misuse of Antibiotics: A Focus on Antimicrobial Stewardship” – will be led by Dr. Brett Heintz (Clinical Associate Professor, University of Iowa College of Pharmacy).

## **2017 NMC Vendor Trade Show**

The following MMCAP-contracted vendors, pharmaceutical wholesalers and medical supply distributors have registered and confirmed their participation in the Vendor Trade Show, which is scheduled 8 a.m. to 1 p.m., Wednesday, April 12, during the National Member Conference.

- Abbott
- Accord Healthcare Inc.
- Afaxys Pharmaceuticals
- Akorn, Inc.
- Alkermes
- American Bio Medica Corporation
- American Health Packaging
- American Regent
- AmerisourceBergen
- Amneal Pharmaceuticals
- Ansell Healthcare Products, LLC
- AstraZeneca
- AvKARE
- Berry Plastics
- Breckenridge Pharmaceuticals, Inc.
- Cardinal Health
- Centor
- Clean Harbors
- Darby Dental Supply
- Dental Health Products, Inc.
- Diamond Pharmacy Services
- Dr. Reddy's Laboratories, Inc.
- eAudit Solutions
- FFF Enterprises
- Gerber
- Geritrex, LLC
- Gilead Sciences
- GlaxoSmithKline Consumer Healthcare
- Harris Pharmaceutical
- Henry Schein, Inc.
- Heritage Pharmaceuticals
- Inmar EXP
- Janssen
- Jubilant Cadista Pharmaceuticals
- Lupin Pharmaceuticals, Inc.
- Major Pharmaceutials
- Mayne Pharma
- McKesson Medical-Surgical
- Medac Pharma
- Medique Products
- Medline Industries
- Merck Vaccines
- Mission Pharmacal Company
- Morris & Dickson
- Mylan
- Nestle Health Science
- Novo Nordisk
- Par Pharmaceutical
- Perrigo Pharmaceuticals
- Phamatech Laboratories & Diagnostics
- Pharmaceutical Associates, Inc.
- Prasco
- Premier Biotech
- Reckitt Benckiser
- Redwood Toxicology
- Retractable Technologies, Inc.
- Rising Pharmaceuticals
- Sanofi Pasteur
- Seqirus
- Teva Pharmaceuticals
- Trividia Health
- Ulti-Med, Inc.
- Upsher-Smith Laboratories, Inc.
- West-Ward Pharmaceuticals Corp

## **Future NMCs**

MMCAP has secured the following dates and venue for the 2018 and 2019 National Member Conferences:

**2018**

Monday, March 19 – Thursday, March 22 (Advisory Board to arrive on Sunday, March 18), at the InterContinental Saint Paul Riverfront in St. Paul, Minn.

**2019**

Monday, March 18 – Thursday, March 21 (Advisory Board to arrive on Sunday, March 17) at the InterContinental Saint Paul Riverfront in St. Paul, Minn.

***Senior Account Executives******Trade Show Representation***

The Senior Account Executives (SAEs) represent MMCAP at national trade shows for key membership classes of trade.

A few of the spring 2017 conferences targeted the Student Health, Mental Health and Correctional Healthcare membership areas.

**NAEP** – National Association of Educational Procurement was attended by Jeff Schimbeno and Kim Leeker, March 26 – 29 in Reno, NV.

**NATCON** – National Council for Behavioral Health was attended by Michael Baumann and Kim Hankins, April 3 – 5 in Seattle, WA.

**NCCHC** – National Commission on Correctional Healthcare will be attended by Jasper Watkins, April 29 – May 2 in Atlanta, GA.

Attendance at these targeted national events increases industry awareness of MMCAP program offerings, generates new account leads, and solidifies relationships with current account contacts. Please let us know if there are events we should attend.

<b><u>Southern Region</u></b> Bill Schneider <a href="mailto:William.Schneider@state.mn.us">William.Schneider@state.mn.us</a>	<b><u>Eastern Region</u></b> Jeff Schimbeno <a href="mailto:Jeff.Schimbeno@state.mn.us">Jeff.Schimbeno@state.mn.us</a>
<b><u>Southeastern Region</u></b> Jasper Watkins <a href="mailto:Jasper.Watkins@state.mn.us">Jasper.Watkins@state.mn.us</a>	<b><u>Midwestern Region</u></b> Michael Baumann <a href="mailto:Michael.Baumann@state.mn.us">Michael.Baumann@state.mn.us</a>
<b><u>Western Region</u></b> Kim Leeker <a href="mailto:Kim.Leeker@state.mn.us">Kim.Leeker@state.mn.us</a>	<b><u>Northwestern Region</u></b> Kim Hankins <a href="mailto:Kim.Hankins@state.mn.us">Kim.Hankins@state.mn.us</a>

***Healthcare Products & Services Program (HPS)******Medical Products Distribution RFP***

On April 3, 2017, MMCAP published its Medical Products Distribution RFP. The solicitation can be accessed [HERE](#). The reference number for this solicitation is 24816, and it is scheduled to close at 2 p.m., Tuesday, May 16, 2017.

Responders are encouraged to register on the website. Doing so will allow for access to the

document, as well as notification of addenda to the solicitation. Additionally, the notice has been published in the Minnesota State Register, which can be downloaded [HERE](#) – on page 1187.

Please direct all questions posed by potential responders to submit their questions to [MMCAP.HPS.RFP@state.mn.us](#).

### **3M Manufacturer Recalls**

Per the terms of its contract, McKesson Medical-Surgical has notified MMCAP that 3M has issued a manufacturer recall, affecting the following products:

Item Code	Item Description	Lot Number Beginning With	Expiration Date
03201	Covidien Curity Eye Pad	12,13, 14, 15, 16	From 2017-02 through 2021-11
2841	Covidien Curity Eye Pad Oval		
91650	Covidien Curity Eye Pad		
3337	Covidien Wet Dressing	14, 15, 16	From 2017-02 through 2019-11
3338	Covidien Super Sponge Saline Dressing	*Exclude lots	
3339	Covidien Sodium Chloride Dressing	16J098062	
3606*	Covidien Saline Dressing	16J098162 16J098262	

- McKesson Med-Surg is in the process of notifying affected customers.
- Customers will return product to McKesson for credit.
- Customers will need to place new orders with McKesson to receive new/replacement products.

MMCAP members are asked to contact McKesson for questions regarding this recall.

### **MMCAP Non-Pharmacy Key Contact List**

The HPS team has updated its vendors' contact personnel file on the MMCAP website. The file, which provides members with a list of key contact personnel at contracted vendors, can be accessed by clicking [HERE](#).

### **Price Comparison Tools**

HPS has also posted price comparison tools for specific medical and dental products – please note that you will be required to log-in to the MMCAP website to access these files.

- Go to the MMCAP website - [www.mmcap.org](http://www.mmcap.org)
- Use your MMCAP username and password to log in to the website
- Click on the “Member News” tab at the top of the page
- Click on “MMCAP News” below the “What’s Inside” menu on the left-hand side of the page
- Click on either “Dental” or “Medical Supplies” from below “Available News Categories” and click on the link to access the document

## ***Pharmaceutical Wholesaler Distribution Services***

### ***Contract Renewals***

MMCAP has completed contract renewals for all three pharmaceutical wholesalers.

The amendments have been appended to their respective contracts and can be found on the MMCAP website.

<b>Wholesaler</b>	<b>Contract</b>	<b>Amendment</b>
Cardinal Health	MMS15001	Amendment #26
Morris & Dickson	MMS15002	Amendment #7
AmerisourceBergen	MMS15003	Amendment #10

Please note that each contract has been renewed through Oct. 31, 2019, rather than for just one year. In order to have contract consideration for the request made for a service fee discount matrix (Cost of Goods – COGs) refresh, MMCAP traded time, extending the contract through the remaining available contract period. In addition to providing the best possible value, these renewals also provide stability for members.

MMCAP’s contract award process initially compels states to “select” a contracted wholesaler, but this initial selection process does not mean this wholesaler choice is mandated to stay in place for the full 5-year contract period. This service fee discount matrix refresh affords members an opportunity to potentially re-evaluate the best value associated with MMCAP’s Authorized Wholesalers. Since this is not a new contract award, **there will be no required selection process**, as there was in December 2014 through January 2015. However, if a state’s primary stakeholders feel there is a potentially broader value to be gained in changing wholesalers, so long as proper notification is provided and a transition plan is established to accommodate a change in wholesaler, a state can decide to move to one of the other wholesaler contracts mid contract cycle.

MMCAP informed each wholesaler that it will not be compelling any selection action from its member states prior to Nov. 1, 2017, or after, when the refreshed service fee discount matrices become effective (MMS15001 Amendment 26; MMS15002 Amendment 7; MMS15003 Amendment 10). There are encouragements within the contracts’ terms for the wholesalers to continue to strengthen their current MMCAP member relationships with the states each of them serve, and nothing in the contract to prevent the wholesalers from building relationships with MMCAP member states not currently served.

The wholesalers have been coached on their approach to members they do not currently serve, specifically with regards to full-on, “dog-and-pony show” meeting requests – they are being encouraged to relationship build. If the only time a non-incumbent vendor interfaces with decision-makers within a state they do not currently serve is during the wholesaler presentations at the required selection process, the chances of making a compelling presentation that would lead to success, in essentially a “cold call” setting, are negligible. MMCAP members should be courted for their business: by their current vendor to ensure that customer satisfaction is strong and steady and by potential vendors who are willing to spend time building a relationship for a potential, down the road, favorable discernment in their favor.



At the National Members Conference, there will be a couple of opportunities to dialog with the wholesalers: Vendor Trade Show and the Pharmaceutical Wholesaler Meetings (1:30 p.m. to 2 p.m. Wednesday, April 12). Members in attendance may want to consider attending a wholesaler meeting that is not your current wholesaler, just to check out what another wholesaler might have to present and share about their unique differentiating value. In addition to these wholesaler opportunities, there will be small group discussion time slots on the conference agenda that will provide additional information about these renewals and other topics related to the pharmaceutical wholesaler distribution services program.

Only time will tell if there are any shifts mid-contract, but it might be worth a look and a discussion as to the refreshed discounts being offered by the wholesalers to see if the changes warrant a full stakeholder gathering within a state to either confirm the selection decision or to move in a direction to change wholesalers.

If you want to discuss a possible change, please feel free to contact Debra Lopez-Burandt, wholesaler distribution services coordinator, at [Debra.Lopez-Burandt@state.mn.us](mailto:Debra.Lopez-Burandt@state.mn.us) or (651) 201-3053, or Dawn Weintzweig, wholesaler distribution services assistant coordinator, at [Dawn.Weintzweig@state.mn.us](mailto:Dawn.Weintzweig@state.mn.us) or (651) 201-3127.

## **Generics Program**

**Cardinal Health:** the contracts that will be considered to be “on-contract” are:

- MMCAP (MMCAP Contract Products)
- GOVSRC; ACA; LTCBAC; LTCINJ (Wholesaler generic program products – 4 different product portfolios)

Access-M will no longer be available for it was the designation for the “back-up” product items that were available under prior contract.

**Morris & Dickson:** the contracts that will be considered to be “on-contract” are:

- G (MMCAP Contract Products)
- M (Wholesaler generic program products)

**AmerisourceBergen:** the contracts that will be considered to be “on-contract” are:

- MMST (MMCAP Contract Products)
- PRxO (Wholesaler generic program products)

If you have any questions, contact Debra López-Burandt, wholesaler distribution services coordinator at [Debra.Lopez-Burandt@state.mn.us](mailto:Debra.Lopez-Burandt@state.mn.us) or (651) 201-3053 or Dawn Weintzweig, wholesaler distribution services assistant coordinator, at [Dawn.Weintzweig@state.mn.us](mailto:Dawn.Weintzweig@state.mn.us) or (651) 201-3127.

## **DSCSA Information Corner**

Link to FDA’s Web page about DSCSA: <http://1.usa.gov/1a12rGD>

If you are thinking DSCSA, you are not alone. The timeline keeps moving along the continuum, and even without further FDA guidance, industry associations are working together to pilot potential solutions, so that one standard can be created to continue down this path of securing the pharmaceutical supply chain.



At the most recent Healthcare Distribution Alliance (HDA) meeting, one of the “ah-ha” moments for dispensers was learning that the real estate on the packaging might not have enough space to include what the law requires: 2-D barcode and human readable, plus the current use of linear bar code, which the law does not require. Some manufacturers are reporting that they are having to eliminate the linear bar code, while others are planning to move forward with HDA’s recommendation to have linear bar code, 2-D bar code and human readable on the label.

In checking in with MMCAP Members, we found that some members are already using scanners that could read 2-D bar code; others where the scanners being used only read linear; and yet others who are not using any scanning technology. Clearly, the law requires a 2-D bar code on the package, so if your facility is looking at new scanning technology, be sure that as you are looking at specifications, to include the capacity for 2-D.

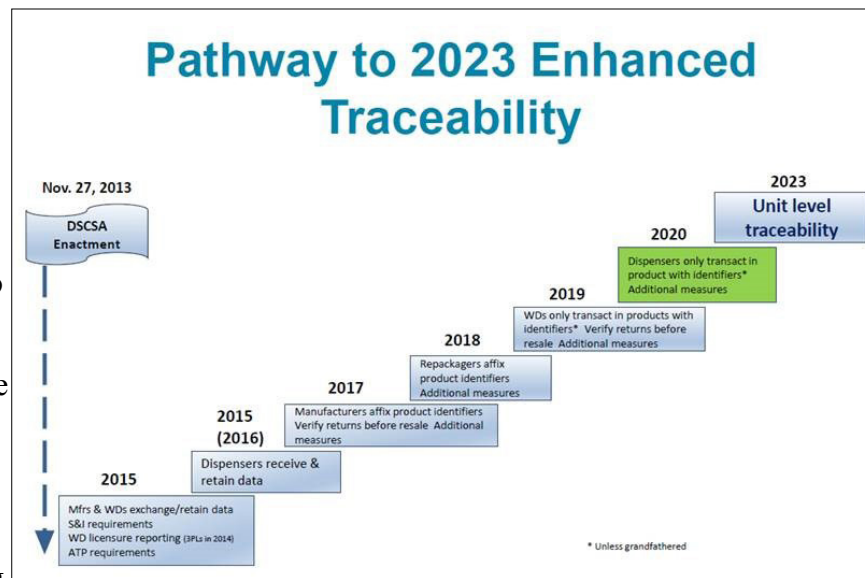
Here is an example of a label, where, the manufacturer of Prezista, Janssen, has determined there enough real estate to follow HDA’s recommendation to include the linear bar code, with the DSCSA required 2-D bar code and the human readable:



If you have been putting off preparing for serialization, it is imperative that you move your facility down that preparation pathway.

While the next hurdle for most MMCAP Members, in the DSCSA role of dispenser, looms out there in November 2020, serialized product will be in the supply chain shortly, given the manufacturer requirement to do so by Nov. 27, 2017.

Does the industry think there could be enforcement discretion allowed for manufacturers beyond November 2017? Yes, but it won’t stop the timeline from continuing down the pathway to 2023 and Enhanced Traceability.



In the meantime, there are DSCSA dispenser requirements that should be outlined within your facility’s standard operating procedures to be in compliance with the law, specific to suspect product, quarantine, and reporting to the FDA of such suspect or illegitimate product.

In addition to these requirements, there are compliance requirements to engage only with Authorized Trading Partners and to store 3T data (transactional information - TI, transactional history - TH, and transactional statement - TS) on products, which moves to electronic only in November

2017.

To help you with storage of 3T data on purchases made through your wholesaler, be sure to have that 3rd Party Agreement signed and kept with your pharmacy's standard operating procedures.

If you have questions about the 3rd Party Agreement form, contact Debra López-Burandt, wholesaler distribution services coordinator, at [Debra.Lopez-Burandt@state.mn.us](mailto:Debra.Lopez-Burandt@state.mn.us) or (651) 201-3053 or Dawn Weintzweig, wholesaler distribution services assistant coordinator, at [Dawn.Weintzweig@state.mn.us](mailto:Dawn.Weintzweig@state.mn.us) (651) 201-3127.

### ***No Monthly Member Call in April***

The monthly member call-in opportunity for April has been canceled due to the National Member Conference. The monthly call-in will resume in May. That call is scheduled to begin at 11 a.m. (Central time), Wednesday, May 17. If you are a new State Contact or if you have any questions regarding the call, contact MMCAP at [mn.multistate@state.mn.us](mailto:mn.multistate@state.mn.us).

### ***News Posted on MMCAP Website***

Looking for back issues of the monthly MMCAP News? The three most recent editions are posted on the MMCAP website. To access these editions log in to the website, select "Member

News" from the top banner, then "MMCAP News" from the list on the left-hand side of the screen and finally "MMCAP Monthly Member News" from the list of choices. For older editions, contact Jared Huizenga at [Jared.Huizenga@state.mn.us](mailto:Jared.Huizenga@state.mn.us).

### ***Connect with MMCAP on Social Media***

Interested in receiving MMCAP information, industry news and updates via your social networks or do you simply want another way to contact us? MMCAP is active on Facebook, Twitter and LinkedIn. Simply click on the icons below to connect with us on social media.



***Thank you for  
choosing MMCAP!***

Questions? Comments? Get in touch!  
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