Pre-proposal Conference:
Meeting Minutes for UF BPA/VARR
May 27, 2015
10:30 AM to 11:30 AM CST

Covering
Quotes of August 2015
DoD P&T Committee Reviews

1. Attendance

   LTC Robert Conrad – Deputy Chief, Operations Management Branch – Industry Liaison, DHA Pharmacy Operations Division – San Antonio, TX

   Matthew Halbe – Jr. Contract Analyst – DHA Contract Management

2. **New** Solicitation Website: http://www.health.mil/About-MHS/Other-MHS-Organizations/DoD-Pharmacy-and-Therapeutics-Committee/Drug-Classes-New-Drugs-Under-Review/August-2015

   The old website located at (http://pec.ha.osd.mil/PT_Committee.php) will still be displayed, but the links to the individual solicitations will redirect to the new solicitation website.

3. Drug Classes:
   a. **Diabetes Non-Insulin (GLP-1 Receptor Agonists)**
   b. **Diabetes Non-Insulin (SGLT-2 Inhibitors)**
   c. **Narcotic Analgesics – Long Acting**
   d. **Oncological Agents – CML Drugs**
   e. **Designated Newly Approved Drugs**
      i. **Incruse Ellipta**
      ii. **Cosentyx**

4. Quote Submissions
   a. Due date for all original quotes and email duplicates are July 10, 2015 at 1:00 PM EDT

   All original quotes and email duplicates are due on July 10, 2015 at 1:00 PM EDT (11:00 AM MDT). Suppliers are encouraged to submit their quotes early. For overnight delivery, it is suggested suppliers use FedEx Priority mail.

   b. DHA Point of Contact: Matthew Halbe, and change of email address matthew.r.halbe.ctr@mail.mil, Ph: (303) 676-3529

   c. Other
      i. Documents are fillable

   All solicitation documents (UF BPA Template and Appendices) are locked to prevent unnecessary editing. However, the appropriate fields allow the supplier to fill in appropriate fields before printing out the documents for submission.

   For Example: The fillable fields allow you to type in your company information while keeping the integrity of the document intact.

11. Send all submissions to: Pharmacy Contracting Officer/COD
Defense Health Agency
16401 East Centretech Parkway
Aurora, CO 80011-9043

12. The Company point of contact for the administration and management of this agreement is:

Name	John Smith	Phone	555-5555
Title	Contract Manager	Fax	
Address		Email	

FOR THE COMPANY

BY: (signature) _____ Date _____

ii. Do not print duplex for original quotes. Submit all hard copies as single-sided pages. Avoid double-sided quotes.

5. Lessons Learned: Responsiveness
It is important that suppliers respect the process that is in place by carefully reading the BPA, VARR and all instructions that accommodate it to ensure the quoting procedure is properly followed.

Past Reasons for non-responsive bid submissions:

Non-Responsive Reason	Citation
Company does not hold an FSS contract, or the FSS contract has expired	UF BPA Paragraph 10 "The company must have an existing FSS Contract for any pharmaceutical agent(s) quoted in this UFBPA at the time the quote is submitted, and at the time the UFBPA is executed"
Signed BPA terms and conditions is not submitted on time	**http://pec.ha.osd.mil/pt_review_Feb2015.php**
Ensure calculations are correct and to four decimal places	BPA Paragraph 10 Line 13
Price per dosage unit will be the same for all package sizes	BPA Paragraph 8.b

Company name on the BPA will be the company that receives the BPA, and must match the FSS. No subsidiaries, affiliates, or DBA's are allowed.

Questions During Teleconference:

Q: If an awarded product loses exclusivity (i.e. generic equivalent enters the market in CML class), how will the DoD review this event given the formulary status?

A: DoD will maintain the UF BPA and UF VARR agreements however the generic equivalent product may gain market share should the branded product price exceed the generic price. Utilization in the Retail point of service will move to the generic equivalent once the generic equivalent is available on the market.

Q: Is the expectation to bid for anything other than the approved indication or use criteria in published guidelines?

A: Bids are based on condition sets and formulary position, not on FDA approved indications.

Q: Can you provide clarity on how the step-therapy process will work for the narcotic analgesic long acting class, including a detailed description of the grandfathering process?

A: All generic long acting narcotic analgesic agents will be before the step. Once a patient has met the step criteria and attempted use of the step, agents after the step are then available. Patients currently using generic long acting narcotic analgesics will be grandfathered and not required to try a new branded agent, however, all new users of branded long acting narcotic analgesic agents within the last 180 days will be required to try the before step agent.

Q: Can you define “new patient”?

A: Any beneficiary who has no exposure to a long acting opioid within the last 180 days.

Q: In the utilization report, there appears to be no data for Embeda, was this inadvertently left off?

A: Embeda is included in the utilization report. As of the date of the report pull, Retail was the only point of service with utilization.

Q: Wish to confirm the narcotic analgesics class review is to include the drugs listed in the “BPA-VARR Information” link which are: Embeda, Hysingla, Nucynta ER, Oxycontin, Zohydro. Other products are included in the industry report excel for the class and wanted to clarify.

A: Only the branded products are included in the evaluation with respect to condition set bidding. Other listed products are for reference only.