



La Cámara de Comercio de Puerto Rico  
y su Comité de Salud presentan el Foro:

De ObamaCare a TRUMPCARE

Driving Price-Conscious Consumer Decisions

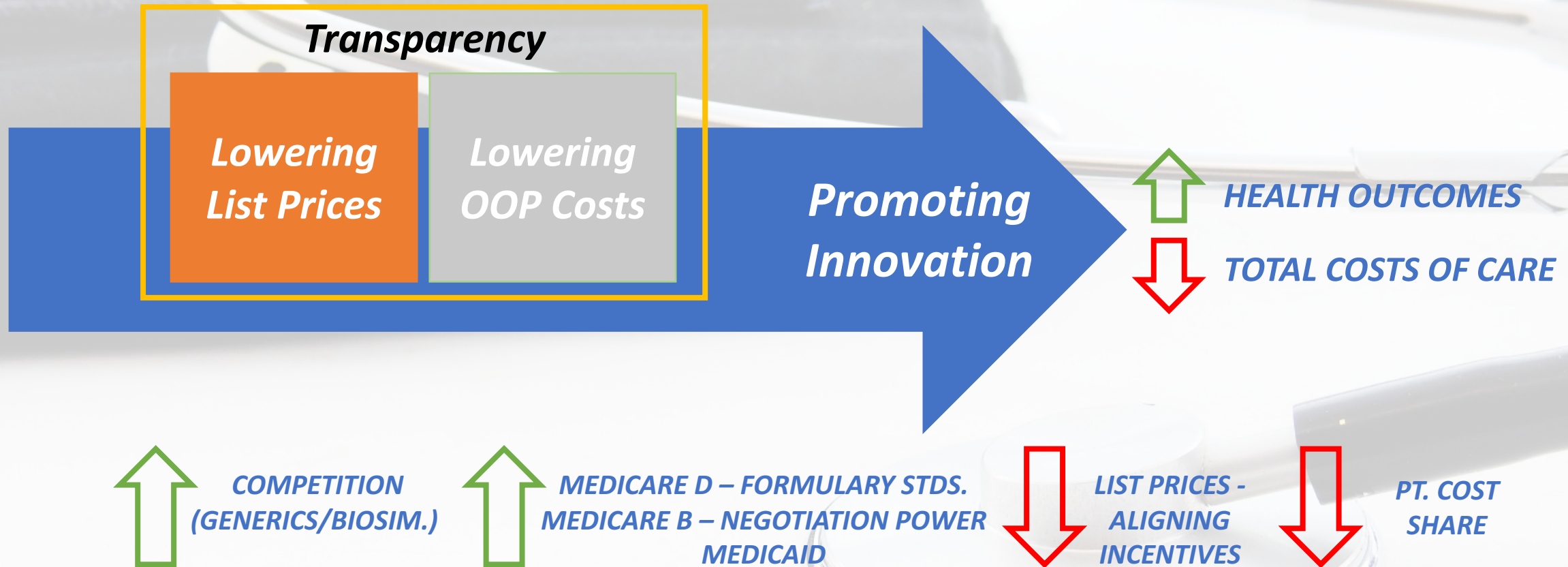




# De ObamaCare a TRUMPCARE



**U.S. HHS BLUEPRINT: RE-EXAMINING OF THE WHOLE SYSTEM**



# De ObamaCare a TRUMPCARE



## RELEVANT Rx TRENDS - PUERTO RICO

COMPARATIVE  
EFFECTIVENESS  
(SPECIALTY MEDS)

HEALTH OUTCOMES  
(VALUE-BASED  
CONTRACTING)

MEDICAL PHARMACY  
MANAGEMENT

BIOSIMILARS

★ CONSUMER  
INCENTIVES

*Self-Insured Employers: "I have a tiered formulary with copay and coinsurance structures in-place and a GDR >86%, but Rx costs keep going up".*

# De ObamaCare a TRUMPCARE



## Driving Consumer Decisions: The Need for our own Version of a Reference Pricing Model

### GLOBAL APPLICATION

- Country-level macroeconomic variables determines “Price Adequacy” of drug
- German model “AMNOG” – Clinical Comparative Effectiveness

### LOCAL APPLICATION

- In situations where there is **wide price variation** for **therapeutically similar drugs**.
- Individual drugs are grouped according to therapeutic class and **payment is limited** to the price of the least expensive alternative in each class.

### TARGET THERAPEUTIC CLASSES (AVG. ANNUAL PLAN PAID +\$800K)

| Row Labels     | Average of GROSS_DUE_AMOUNT | Max of GROSS_DUE_AMOUNT | Min of GROSS_DUE_AMOUNT |
|----------------|-----------------------------|-------------------------|-------------------------|
| ACE inhibitors | \$11.38                     | \$271.74                | \$1.36                  |
| Statins        | \$18.36                     | \$526.33                | \$1.00                  |

**MEDIAN MONTHLY  
PRICE VARIATION =  
\$384.17**

| Drug           | Claims | % of Total | Comments            |
|----------------|--------|------------|---------------------|
| ACE inhibitors | 37,047 |            |                     |
| ENALAPRIL      | 16,312 | 44%        | More Expensive Drug |
| LISINAPRIL     | 11,381 | 31%        | Reference Drug      |
| Statins        | 89,011 |            |                     |
| ATORVASTATIN   | 40,641 | 46%        | More Expensive Drug |
| SIMVASTATIN    | 27,922 | 31%        | Reference Drug      |
| LOVASTATIN     | 472    | 1%         | Reference Drug      |

**DEMONSTRATES LIMITED ABILITY  
OF A TIERED FORMULARY TO  
INFLUENCE DECISIONS BASED ON  
PRICE**



# De ObamaCare a TRUMPCARE



| Drug           | RefDrug | Patients | Claims | Patient Paid | Plan Paid    | New Plan Paid | Diff Plan Paid | Avg INGREDIENT<br>COST PER UNIT | Avg REF INGREDIENT<br>COST PER UNIT |
|----------------|---------|----------|--------|--------------|--------------|---------------|----------------|---------------------------------|-------------------------------------|
| ACE inhibitors |         | 5,148    | 25,666 | \$128,541.83 | \$340,514.66 | \$127,401.23  | (\$213,113.43) | \$0.34                          | \$0.128                             |
| ENALAPRIL      |         | 3,436    | 16,312 | \$76,571.66  | \$221,925.61 | \$87,549.05   | (\$134,376.56) | \$0.34                          | \$0.127                             |
| CAPTOPRIL      |         | 119      | 617    | \$1,962.96   | \$39,713.25  | \$11,333.53   | (\$28,379.72)  | \$0.97                          | \$0.103                             |
| RAMIPRIL       |         | 1,169    | 6,276  | \$32,956.97  | \$38,548.09  | \$15,548.17   | (\$22,999.92)  | \$0.23                          | \$0.133                             |
| VASOTEC        |         | 4        | 20     | \$2,642.32   | \$14,896.93  | \$3,754.63    | (\$11,142.30)  | \$15.89                         | \$0.108                             |
| ALTACE         |         | 10       | 37     | \$1,853.07   | \$9,858.27   | \$1,452.18    | (\$8,406.09)   | \$6.60                          | \$0.155                             |
| FOSINOPRIL     |         | 118      | 653    | \$2,761.17   | \$4,725.03   | \$2,463.05    | (\$2,261.98)   | \$0.24                          | \$0.125                             |
| QUINAPRIL      |         | 165      | 905    | \$4,418.03   | \$4,463.75   | \$2,660.78    | (\$1,802.97)   | \$0.19                          | \$0.132                             |
| ACCUPRIL       |         | 3        | 15     | \$1,444.40   | \$2,244.50   | \$447.79      | (\$1,796.71)   | \$4.38                          | \$0.129                             |
| TRANDOLAPRIL   |         | 72       | 454    | \$2,461.67   |              |               |                |                                 |                                     |
| BENAZEPRIL     |         | 80       | 363    | \$1,359.58   |              |               |                |                                 |                                     |
| PERINDOPRIL    |         | 2        | 14     | \$110.00     |              |               |                |                                 |                                     |

|              |  |        |        |              |  |  |  |  |  |
|--------------|--|--------|--------|--------------|--|--|--|--|--|
| Statins      |  | 6,537  | 25,732 | \$128,637.40 |  |  |  |  |  |
| ATORVASTATIN |  | 3,816  | 15,058 | \$49,838.04  |  |  |  |  |  |
| SIMVASTATIN  |  | 1,303  | 4,949  | \$37,813.55  |  |  |  |  |  |
| ROSUVASTATIN |  | 589    | 2,059  | \$10,643.58  |  |  |  |  |  |
| PRAVASTATIN  |  | 884    | 3,451  | \$17,378.20  |  |  |  |  |  |
| CRESTOR      |  | 15     | 42     | \$6,049.65   |  |  |  |  |  |
| LIPITOR      |  | 11     | 33     | \$4,991.61   |  |  |  |  |  |
| PRAVACHOL    |  | 3      | 25     | \$1,514.68   |  |  |  |  |  |
| LOVASTATIN   |  | 29     | 114    | \$162.68     |  |  |  |  |  |
| ZOCOR        |  | 1      | 1      | \$245.41     |  |  |  |  |  |
| Grand Total  |  | 10,814 | 51,398 | \$257,179.23 |  |  |  |  |  |

| Drug                          | Ref Drug           | Patients | Claims | Sum of Claims | Patient Paid | Plan Paid    | New Plan Paid | Diff Plan Paid | Avg INGREDIENT<br>COST PER UNIT | Avg REF<br>INGREDIENT<br>COST PER UNIT |
|-------------------------------|--------------------|----------|--------|---------------|--------------|--------------|---------------|----------------|---------------------------------|--|
| ACE inhibitors                |                    | 5,148    | 25,666 | 49.94%        | \$128,541.83 | \$340,514.66 | \$127,401.23  | (\$213,113.43) | \$0.34                          | \$0.128                                |
| ENALAPRIL                     |                    | 3,436    | 16,312 | 63.55%        | \$76,571.66  | \$221,925.61 | \$87,549.05   | (\$134,376.56) | \$0.34                          | \$0.127                                |
| ENALAPRIL TAB 10M             | LISINOPRIL TAB 20M | 859      | 3,923  | 100.00%       | \$25,227.36  | \$29,665.81  | \$10,237.45   | (\$19,428.36)  | \$0.28                          | \$0.116                                |
| ENALAPRIL TAB 2.5             | LISINOPRIL TAB 5MG | 339      | 1,471  | 100.00%       | \$6,774.45   | \$5,021.63   | \$1,546.77    | (\$3,474.86)   | \$0.15                          | \$0.106                                |
| ENALAPRIL TAB 20M             | LISINOPRIL TAB 40M | 692      | 3,304  | 100.00%       | \$22,201.02  | \$44,793.00  | \$17,339.30   | (\$27,453.70)  | \$0.36                          | \$0.153                                |
| ENALAPRIL TAB 20MG            | LISINOPRIL TAB 40M | 1        | 1      | 100.00%       | \$6.00       | \$40.78      | \$6.77        | (\$34.01)      | \$0.52                          | \$0.142                                |
| ENALAPRIL TAB 5MG             | LISINOPRIL TAB 10M | 605      | 2,669  | 100.00%       | \$16,684.19  | \$17,517.95  | \$5,758.94    | (\$11,759.01)  | \$0.26                          | \$0.107                                |
| ENALAPRIL MALEATE 10 MG TAB   | LISINOPRIL TAB 20M | 394      | 1,586  | 100.00%       | \$1,825.37   | \$34,790.27  | \$14,541.33   | (\$20,248.94)  | \$0.45                          | \$0.119                                |
| ENALAPRIL MALEATE 2.5 MG TAB  | LISINOPRIL TAB 5MG | 114      | 394    | 100.00%       | \$480.37     | \$5,746.85   | \$2,606.74    | (\$3,140.11)   | \$0.32                          | \$0.105                                |
| ENALAPRIL MALEATE 20 MG TAB   | LISINOPRIL TAB 40M | 418      | 1,862  | 100.00%       | \$2,017.20   | \$57,536.10  | \$25,766.81   | (\$31,769.29)  | \$0.54                          | \$0.156                                |
| ENALAPRIL MALEATE 5 MG TABLET | LISINOPRIL TAB 10M | 267      | 1,102  | 100.00%       | \$1,355.70   | \$26,813.22  | \$9,744.94    | (\$17,068.28)  | \$0.50                          | \$0.108                                |
| CAPTOPRIL                     |                    | 119      | 617    | 2.40%         | \$1,962.96   | \$39,713.25  | \$11,333.53   | (\$28,379.72)  | \$0.97                          | \$0.103                                |
| CAPTOPRIL TAB 100M            | LISINOPRIL TAB 20M | 2        | 8      | 100.00%       | \$31.69      | \$0.25       | \$0.25        | \$0.00         | \$0.05                          | \$0.115                                |
| CAPTOPRIL TAB 12.             | LISINOPRIL TAB 2.5 | 15       | 80     | 100.00%       | \$444.04     | \$650.20     | \$215.54      | (\$434.66)     | \$0.21                          | \$0.061                                |
| CAPTOPRIL TAB 25M             | LISINOPRIL TAB 5MG | 27       | 126    | 100.00%       | \$731.77     | \$889.23     | \$334.61      | (\$554.62)     | \$0.20                          | \$0.106                                |
| CAPTOPRIL TAB 50M             | LISINOPRIL TAB 10M | 15       | 78     | 100.00%       | \$571.80     | \$3,591.43   | \$741.10      | (\$2,850.33)   | \$1.00                          | \$0.107                                |
| CAPTOPRIL 100 MG TABLET       | LISINOPRIL TAB 20M | 14       | 82     | 100.00%       | \$20.00      | \$13,050.77  | \$3,849.04    | (\$9,201.73)   | \$2.04                          | \$0.119                                |
| CAPTOPRIL 12.5 MG TABLET      | LISINOPRIL TAB 2.5 | 2        | 15     | 100.00%       | \$0.00       | \$775.95     | \$227.13      | (\$548.82)     | \$0.86                          | \$0.062                                |
| CAPTOPRIL 25 MG TABLET        | LISINOPRIL TAB 5MG | 16       | 86     | 100.00%       | \$78.00      | \$5,151.97   | \$1,743.23    | (\$3,408.74)   | \$0.95                          | \$0.106                                |
| CAPTOPRIL 50 MG TABLET        | LISINOPRIL TAB 10M | 34       | 142    | 100.00%       | \$85.66      | \$15,603.45  | \$4,222.63    | (\$11,380.82)  | \$1.52                          | \$0.108                                |
| RAMIPRIL                      |                    | 1,169    | 6,276  | 24.45%        | \$32,956.97  | \$38,548.09  | \$15,548.17   | (\$22,999.92)  | \$0.23                          | \$0.133                                |

# De ObamaCare a TRUMPCARE



## POTENTIAL SAVINGS\*

| Drug           | Ref Drug | Patients | Claims | Sum of Claims | Patient Paid | Plan Paid    | New Plan Paid | Diff Plan Paid | Avg INGREDIENT | Avg REF                  |
|----------------|----------|----------|--------|---------------|--------------|--------------|---------------|----------------|----------------|--------------------------|
|                |          |          |        |               |              |              |               |                | COST PER UNIT  | INGREDIENT COST PER UNIT |
| ACE inhibitors |          | 5,148    | 25,666 | 49.94%        | \$128,541.83 | \$340,514.66 | \$127,401.23  | (\$213,113.43) | \$0.34         | \$0.128                  |
| Statins        |          | 6,537    | 25,732 | 50.06%        | \$128,637.40 | \$528,622.31 | \$243,745.54  | (\$284,876.77) | \$0.62         | \$0.248                  |

## ADDITIONAL NOTES

- No formulary or benefit design changes are needed initially to do a reference pricing pilot
- All generic claims consider existing MAC pricing
- Patient will always have at least 1 reference product alternative to choose within each therapeutic class
- Important to leverage e-Rx and EHR to ensure timely pricing information ("pricing transparency") and exception documentation for prescribing physician
- Reference pricing needs to be embedded within a larger reimbursement framework– focus on lowering total cost of care (E.g., Shared Saving models)
- Reference pricing can be used with Specialty medications only if comparative effectiveness models are considered

\*Model assumes 20% clinical exception approval.





**Thank You!**

[lperez@farollc.com](mailto:lperez@farollc.com)

787.529.1212

@lperezmoreno

@healthstrategists

[www.farollc.com](http://www.farollc.com)





# Gracias

Síguenos en:



---

**[www.camarapr.org](http://www.camarapr.org)**

**#tucamaraenaccion**