

Drug Mix Management

First Script® applies proprietary utilization controls focusing specifically on drug mix management. We watch for pharmacy price opportunists and cost outliers that add little-to-no value clinically and increase overall drug spend exponentially and target them to better promote appropriate, evidence-based care while addressing leakage.

What are price opportunists?

Price opportunists are drug products not considered medically necessary compared to readily-available, clinically-appropriate, and more cost-effective alternatives. They include compounds, compound kits, convenience packs, Private Label Topical Analgesics (PLTAs), and high-cost outliers with alternatives available.

Compounds

Compound medications are created by combining, mixing, or altering the ingredients of two or more drugs to meet the needs of a specific patient. The majority are disproportionately expensive and are not supported by medical guidelines nor approved by the FDA.



Compound Kits

Compound kits contain two or more pre-measured drug ingredients that must be combined immediately prior to use based on a prescription and are sold together as one product. Often the individual components are available separately, or in a different formulation, at a much lower cost.



Combo or Convenience Packs

Combo packs consist of multiple, commercially-available products that are conveniently pre-packaged together for a common therapeutic purpose. Often the individual components are available separately at a much lower cost.



Topicals and PLTAs

Topical drug delivery represents an area of expanding production and rising cost. PLTAs Velma, Lidopro®, and Terocin are not recommended as first-line therapy and offer no greater clinical benefit than more cost-effective, comparable over-the-counter (OTC) alternatives. Prescription topical medications such as Flector® Patch, Pennsaid®, and Lidoderm® carry specific, limited FDA-approved uses that should be considered along with the appropriate place in therapy for select patients.



The Challenge

Be aware of price opportunists and cost outliers that lack clinical efficacy or superiority compared to similar alternatives and carry exorbitant pricing. Establishing medical necessity for these products can be problematic as most do not have Food and Drug Administration (FDA) approval and oversight. Identification can also be difficult due to multiple ingredients being marketed under one National Drug Code (NDC). Further complicating matters, dispensing channels are often out-of-network with some driven by direct-to-physician marketing.

Clinical Solution

Deploying tactics to identify and determine appropriateness of price opportunists and outliers is critical. First Script's Drug Mix Management Program reroutes targeted category NDCs for clinical review and intervention, repricing, denied payment, and/or recommendations of therapeutic alternatives to help promote clinically-balanced savings.

Smart Authorization Management

First Script identifies targeted price opportunist products by NDC, and according to client-specified rules, applies point-of-sale edits with messaging to the claims examiner. In addition, specific messaging proactively alerts claims examiners that alternatives are available for the injured worker. First Script also offers the capability to automatically deny these prescriptions based on agreed-upon clinical rule recommendations that limit claims examiner intervention. Clinical intervention and oversight requests may be routed to our RxRN specially-trained case managers to assist the claims examiner by acting as a liaison between the various parties and coordinating care.

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