



# Connect with managed care pharmacy decision makers.

*Partner with AMCP to optimize medicine  
and improve patient outcomes.*

C O R P O R A T E   O P P O R T U N I T I E S

# Welcome



**Liz Colangelo**

Senior Manager, Business Strategies

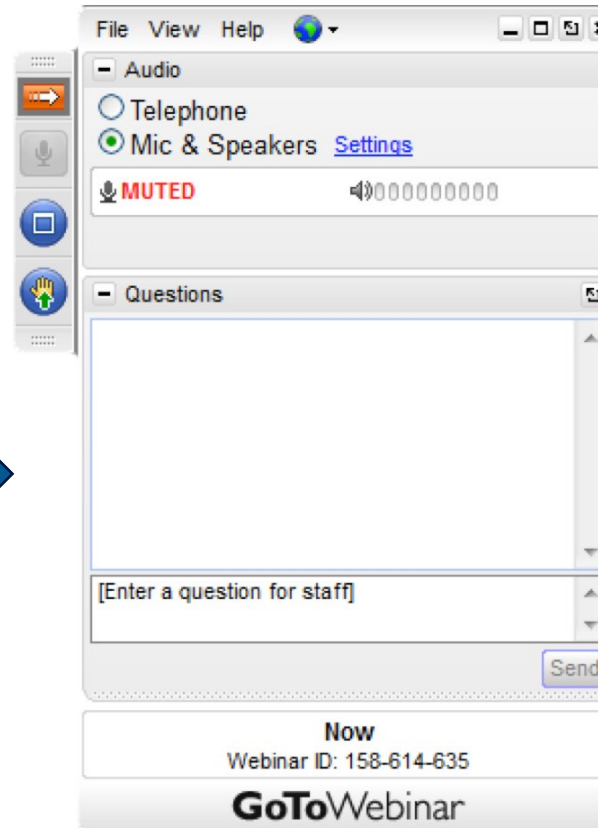
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# COVID-19 Roundtable

- AMCP focus from start of pandemic with COVID-19 Resource Center
- Discussion ties to AMCP mission and strategic priorities
- Better understanding of payers challenges, needs, and reality from population health perspective

# How to Ask Questions



# Our Speakers



## **Fred Goldstein**

President and Founder, Accountable Health, LLC

Instructor, John D. Bower School of Population Health, University of Mississippi Medical Center



## **Jay Weaver, PharmD, MPH**

Vice President Pharmacy and Chief Pharmacy Officer, Blue Cross and Blue Shield of Kansas City



# COVID-19 Roundtable

**Fred Goldstein, MS**

President, Accountable Health, LLC

Instructor, John D. Bower School of Population Health,  
University of Mississippi Medical Center

# Poll: What sector are you in?

- Pharmaceutical manufacturer
- PBM
- Health Plan/Payer
- Healthcare Provider
- Employer

# Roundtable Background

- Part of AMCP NEXUS 2021,
- October 18
- Representation of Health Plans and PBMs



# Quick Look at History

- Fall 2019: First Identified in Wuhan, Hubei, China
- January 21, 2020: First CDC Confirmed case in US, Seattle WA (30-year-old Wuhan traveler)
- January 30, 2020: WHO Public Health Emergency of International Concern
- March 11, 2020: WHO declares Pandemic

# Current Status

## Worldwide

- Cases 257,723,729<sup>1</sup>
- Deaths 5,120,194
- Vaccinations 7,559,661.612
- Hospitalizations ??
- Long COVID - >"1 in 3 pts had 1 or more features of long Covid 3-6 months after infection"<sup>3</sup>

## USA

- Cases 47,331,191<sup>1</sup>
- Deaths 766,232<sup>1</sup>
- Hospitalizations 237,594<sup>2</sup>

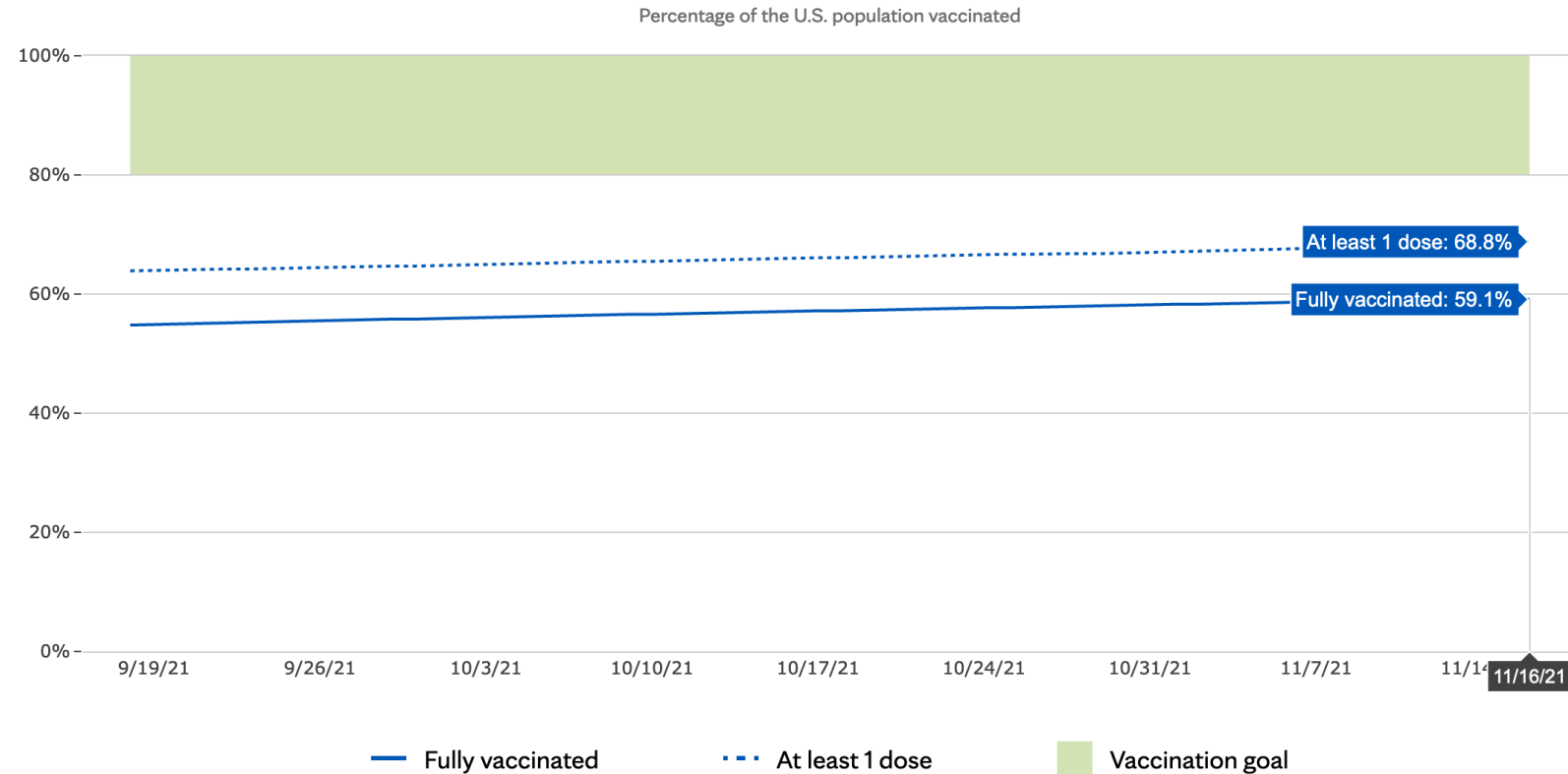
1) Johns Hopkins Covid-19 map. (2021, November 17). Retrieved November 17, 2021, from <https://coronavirus.jhu.edu/map.html>

2) As of 11/06/2021 -"COVID-NET: COVID-19-Associated Hospitalization Surveillance Network, Centers for Disease Control and Prevention. WEBSITE. Accessed on 11/17/2021). Represents roughly a 10% sample 100 counties in CA, CO, CT, GA, MD, MN, NM, NY, OR, and TN) and four additional states through the Influenza Hospitalization Surveillance Project (IA, MI, OH, and UT) 32 million people.

3) Taquet, M., Dercon, Q., Luciano, S., Geddes, J. R., Husain, M., & Harrison, P. J. (2021, September 28). *Incidence, co-occurrence, and evolution of long-COVID features: A 6-month retrospective cohort study of 273,618 survivors of covid-19*. PLOS Medicine. Retrieved October 18, 2021, from <https://journals.plos.org/plosmedicine/article?id=10.1371%2Fjournal.pmed.1003773>.

# Vaccine Uptake

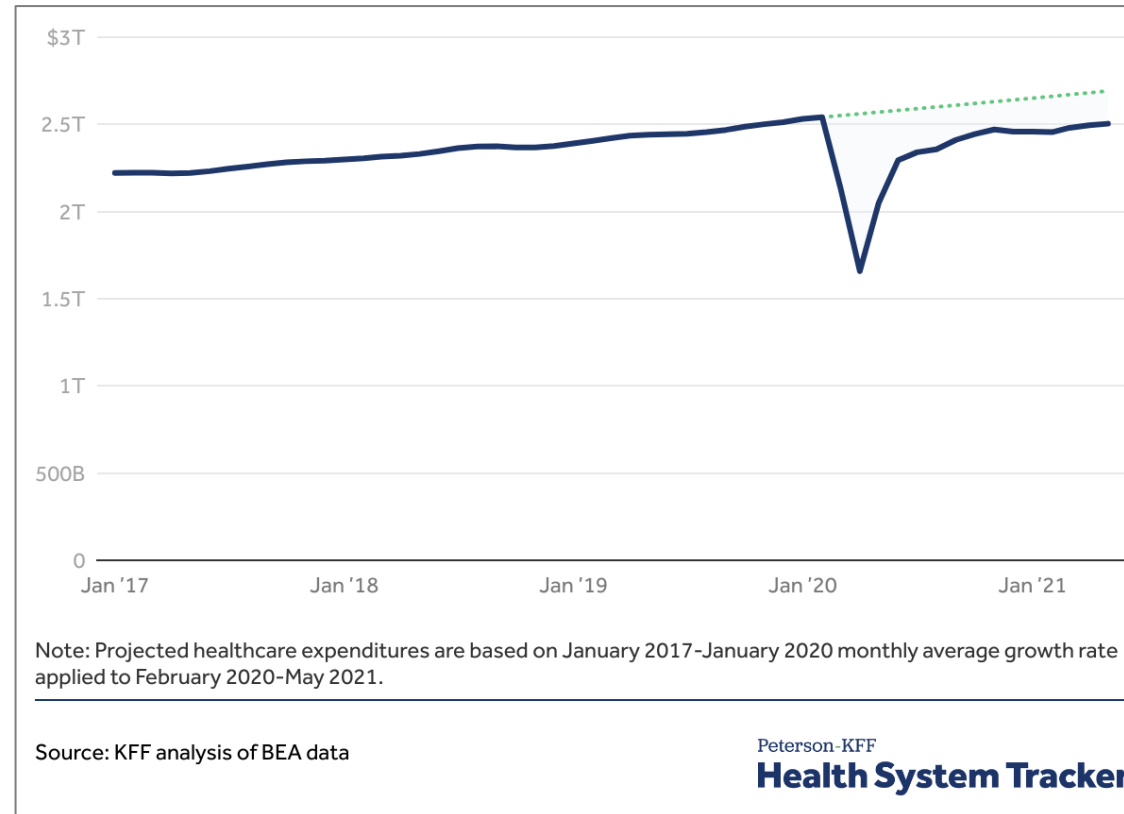
Data Represents Past 60 Days  
Percent of US Population Vaccinated



U.S. COVID-19 vaccine tracker: See your state's progress. (2021, November 17),. Retrieved November 117, 2021, from <https://www.mayoclinic.org/coronavirus-covid-19/vaccine-tracker/>

# Utilization Returning To Normalcy

Healthcare Service Expenditures  
(Seasonally adjusted annual rates Jan 2017 – May 2021)

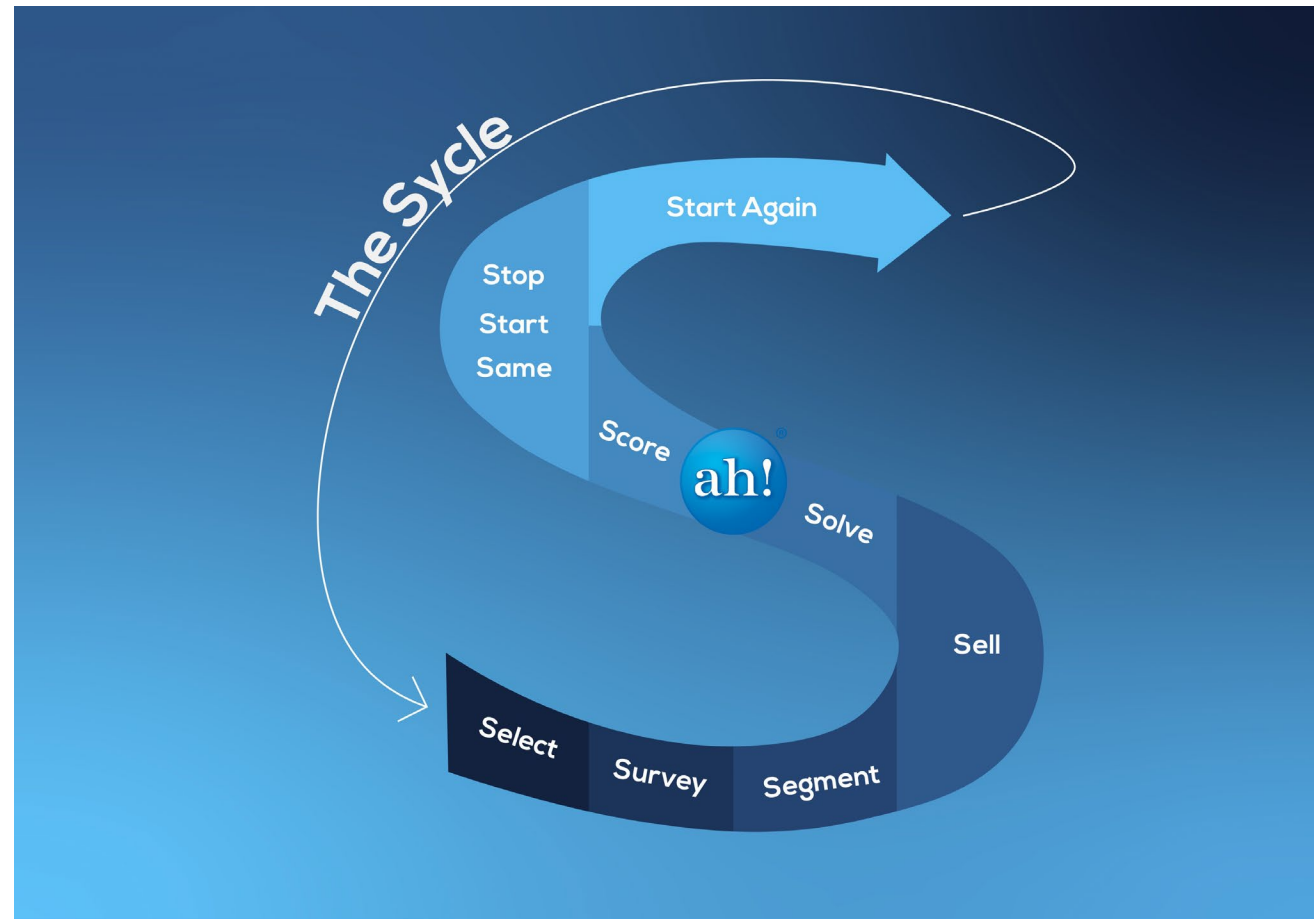


Insurer Filings Suggest COVID-19 Pandemic Will Not Drive Health Spending In 2022 Giorlando Ramirez , Jared Ortaliza , Matt McGough , Nisha Kurani , Emma Wager , Venkatesh Satheeskumar , Krutika Amin Follow @KrutikaAmin on Twitter , and Cynthia Cox Follow @cynthiacox on Twitter. (2021, July 19). Retrieved October 04, 2021, from [https://www.kff.org/health-costs/issue-brief/insurer-filings-suggest-covid-19-pandemic-will-not-drive-health-spending-in-2022/?utm\\_source=pocket\\_mylist](https://www.kff.org/health-costs/issue-brief/insurer-filings-suggest-covid-19-pandemic-will-not-drive-health-spending-in-2022/?utm_source=pocket_mylist)

# The Population Health Cycle™

Accountable Health LLC

This is a  
Population  
Health  
Issue



# Population Health

Begins with Data



## Members Status

- Which vaccine
- Where in the process
- Prior infection
- Not eligible | contraindicated | Waiver
- Current Infection

## Impact Of SDoH

- Health Literacy
- Access
- Location
- Transportation

# Population Health

**Sell 4**

**Converting non-vaccinated/boosters/Treatment**

- Messaging
- Incentives
- Disincentives

**Solve 5**

**Issues keeping those from being vaccinated/Treatment**

- Services (access, transportation, costs)
- Education
- Boosters | Annual Updates
- Evidence based treatment guidelines
- Rapid Identification of Infected

**Score 6**

**Vaccination Rates | Boosters | Annuals | Treatment**

- Appropriate | timely treatment
- Infection Rates
- Costs
- Hospitalizations
- Outcomes

# **Poll: Is your organization gathering specific COVID related data as to utilization, cost, and/or outcomes**

- Utilization and cost
- Outcomes
- Both
- None of the above



# Select/Survey/Segment/Sell

- Where is the data?
  - Vaccine Data in multiple databases?
    - States won't release datasets to payers.
  - Data quality
    - Self reported
    - Difference in payment for the two shots resulted in people showing two second shots as these shots were reimbursed higher

# Solve

- Vaccines
- Boosters
- Testing
- Treatments if infected
- Messaging
  - Who is the audience
  - Vaccines
  - Non-Pharmaceutical Interventions
- Formularies
- Larger plans, no overarching national strategy, particularly with Medicaid and the State variations in approach.

# Score

- Many Plans/PBMs are not measuring or cannot measure a lot
- Costs are not expected to increase much but many unknowns
  - Vaccine impacts longer term
  - Boosters
  - New Vaccine entrants
  - Reinfection
  - When FDA approved
  - New treatments
  - Long COVID
  - People change plans, lose vaccine data

# **Poll: Is your organization collaborating with others on data, communications, or other COVID related areas?**

- Yes
- No
- Considering

# Opportunities for Collaboration

- Data and centralization
- New products vaccines and treatments in the pipeline
- Messaging and outreach, need multiple sectors to collaborate
  - Motivational counseling

# Key Unknowns Going Forward

- Data
- What are the true costs picked up by the plans for
  - Vaccines
    - Some States started billing insurance others did not
    - Overtime differences in effectiveness, more advanced versions?
    - costs?
  - Testing
    - Who covers for employers?
    - Voluntary versus required.
  - Treatment
  - Long COVID

# Key Unknowns Going Forward

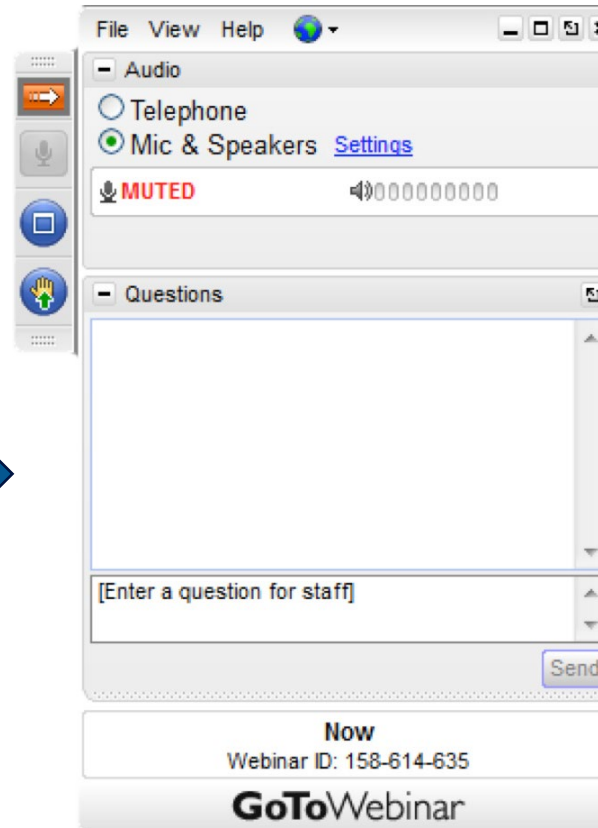
- How the FDA handles new novel agents?
- Who pays for services? Feds/Plans
- Do plans underwrite based upon vaccination rates?
- What does the world look like afterwards?
  - Impact of Delayed treatment?
  - Impact of who died on premiums?
- Use of incentives/mandates

# Some Solutions

- Centralize the vaccine databases and make accessible to plans
- More thoughtful messaging recognizing limitations of messages and audience
- Focus on health literacy
- Closer collaboration between payers, providers, pharma and government
  - To know the answers
- Acceleration of risk to providers particularly due to expensive treatments requiring quick delivery
- Research into Patient segmentation and choices regarding vaccines.
- Social media and its impact.



# How to Ask Questions





## Mission

To improve patient health by ensuring access to high-quality, cost-effective medications and other therapies.