

**Name of Meeting:** Pharmacy Liaison Committee  
**Date of Meeting:** December 1, 2010  
**Length of Meeting:** 10:07 AM – 11:28 AM  
**Location of Meeting:** DMAS 13th Floor Board Room

**Meeting Attendees**

**DMAS Staff:**

Bryan Tomlinson, Director Health Care Services  
Keith Hayashi, Pharmacist  
Tyrone Wall, Compliance Specialist  
Donna Francioni-Proffitt, Pharmacy Program Manager  
Scott Cannady, Senior Policy Analyst  
Maryanne Paccione, Information Systems

**Committee Members:**

Anne Leigh Kerr, Pharmaceutical Research and Manufacturers of America (substituting for Jan Burrus)  
Bill Hancock, Long Term Care Pharmacy Coalition  
Alexander Macauley, EPIC Pharmacy  
Kemper Hyers, Virginia Association of Chain Drug Stores (VACDS) (substituting for Lauren Baldwin)  
Tim Musselman, Virginia Pharmacists Association

**Other Attendees:**

Richard Grossman, Vectre Corporation  
Cindy Snyder, GSK  
Tyler Cox, Amgen  
Rusty Maney, VACDS

**Call to Order**

The November 9, 2009 minutes were approved.

**Introduction**

Bryan Tomlinson welcomed everyone to the meeting and introduced DMAS' new Director, Dr. Gregg Pane. Dr. Pane acknowledged the importance of the work done by this Committee and thanked the Members for their continued participation.

**New Business**

Bryan Tomlinson explained recent efforts to expand MCO markets in other areas of the Commonwealth. In response to a question regarding Medicaid's interest in developing Medical Home models, Mr. Tomlinson explained that DMAS has received a technical assistance grant to

develop a Medical Home Pilot in partnership with the FQHC in Saltville, Virginia on a medical home. The goal of the medical home project is to promote improved coordination of care for the Medicaid population.

Alexander Macauley asked if medication management could become a reimbursable service if provided by a pharmacist. Dr. Pane explained that DMAS is exploring grants/funding opportunities from the Federal Government that were included in recent Federal health care reform legislation to fund such projects. He indicated that DMAS is interested in partnering with organizations to develop pilot projects that would result in more efficient health care delivery and improved outcomes.

Several Committee members stressed the importance of Medication Therapy Management (MTM) and the need for DMAS to implement these types of programs in its fee-for-service program. Donna Proffitt requested that Committee members share any data demonstrating cost savings associated with MTM in community pharmacy practice. She emphasized that this type of cost saving data is necessary to justify any additional expenditures. Mr. Tomlinson explained that under the current fiscal constraints, DMAS would need to demonstrate immediate cost savings with any MTM proposals as these types of programs would increase the agency's administrative budget.

Bryan Tomlinson informed the Committee that DMAS that ACS is the new contractor for the fiscal agent, claims processor and Drug Utilization Review (DUR). Provider Synergies, a subsidiary of Magellen Health Services, is the new Maximum Allowable Cost (MAC), Specialty Maximum Allowable Cost (SMAC) and Preferred Drug List (PDL) contractor. SXC is the new Drug Rebate contractor.

Bryan Tomlinson discussed the impact of First Data Bank no longer publishing Average Wholesale Price (AWP) after September 2011. Since DMAS currently uses the AWP published by First Data Bank to calculate reimbursement for drugs for the Virginia Medicaid program, DMAS will need to establish a new pricing methodology for calculating drug reimbursement. Ms. Proffitt explained that AWP will continue to be published by Medispan and DMAS will most likely use this published AWP until CMS can determine an acceptable replacement for AWP.

With no other business, Mr. Tomlinson adjourned the meeting at 11:28 a.m.