



Request for Quotation

State of West Virginia
Department of Health & Human Resources
Office of Purchasing
One Davis Square, Suite 100
Charleston, WV 25301

RFQ NUMBER
MED12007

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
BRYAN D. ROSEN 304-558-0953

V E N D O R	
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S H I P T O	BUREAU FOR MEDICAL SERVICES 350 CAPITOL STREET, ROOM 251 CHARLESTON, WV 25301-3706
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FUND

BID OPENING DATE: 8/26/2011 BID OPENING TIME: 1:30 PM

LINE	QUANTITY	UOP	CAT.NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				1. QUESTIONS AND ANSWERS ARE ATTACHED. 2. REVISED COST SHEET IS ATTACHED.		
				REQUISITION NO.: MED12007		
				ADDENDUM ACKNOWLEDGEMENT		
				I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.		
				ADDENDUM NO.'S"		
				NO. 1 _____ NO. 2 _____ NO. 3 _____ NO. 4 _____ NO. 5 _____		
				I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF PROPOSAL.		

SEE REVERSE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
TITLE	FEIN		

WHEN RESPONDING TO RFP, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED "VENDOR"

**GENERAL TERMS & CONDITIONS
PURCHASE ORDER/CONTRACT**

- 1. ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
- 2. APPLICABLE LAW:** The laws of the State of West Virginia and the BMS Purchasing Manual shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
- 3. NON-FUNDING:** All services performed or goods delivered under BMS Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, the Purchase Order/Contract becomes void and of no effect after June 30.
- 4. COMPLIANCE:** Seller shall comply with all federal, state and local laws, regulations and ordinance including, but not limited to, the prevailing wage rates of the WV Division of Labor.
- 5. MODIFICATIONS:** This writing is the parties' final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
- 6. ASSIGNMENT:** Neither this Order or any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
- 7. WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: {a} conform to the specifications, drawings, samples or other description furnished or specified by the BUYER; {b} be merchantable and fit for the purpose intended; and/or {c} be free from defect in material and workmanship.
- 8. CANCELLATION:** The director of the DHHR Office of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 9. SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in the Order.
- 10. LATE PAYMENTS:** Payment may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
- 11. TAXES:** The State of West Virginia is exempt from the federal and state taxes and will not pay or reimburse such taxes.
- 12. RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon contract null and void, and terminate such contract without further order.
- 13. BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 14. HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR § 160.103) and will be disclosing Protected Health Information (45 CFR § 160.103) to the vendor.
- 15. CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedure, and rules.
- 16. LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirement by any state or local agency of West Virginia, including but not limited to, the West Virginia Secretary of State's Office, the West Virginia Insurance Commission, or any other state agency or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

2.3.2.2 – Is an Implementation Plan required to be submitted with the vendor’s response to the Request for Quotation? In section 3.3, Vendor Quotation, on pg. 20, an Implementation Plan is not listed in the Quotation Format. If this is to be provided with the quotation, where in the response should it be provided?	Yes. Per Section 3, Item 3.3 of the RFQ, the response shall include a title page and a table of contents that is to clearly identify the material by section and page number.
2.3.3.1 – Are the names and resumes for key staff required to be submitted with the vendor’s response to the Request for Quotation? In section 3.3, Vendor Quotation, on pg. 20, a Vendor Staffing Plan is not listed in the Quotation Format. If this is to be provided with the quotation, where in the response should it be provided?	Yes. Per Section 3, Item 3.3 of the RFQ, the response shall include a title page and a table of contents that is to clearly identify the material by section and page number.
2.3.4.2 – Is a monograph example required to be submitted with the vendor’s response to the Request for Quotation? In section 3.3, Vendor Quotation, on pg. 20, a monograph is not listed in the Quotation Format. If this is to be provided with the quotation, where in the response should it be provided?	Yes. Per Section 3, Item 3.3 of the RFQ, the response shall include a title page and a table of contents that is to clearly identify the material by section and page number.
2.3.5.3.3 – Will the vendor be provided with e-mail addresses of prescribers and pharmacies, or will the newsletters be mailed via USPS as hard copies?	No, newsletters must be mailed via USPS or other national carrier as hard copies.
3.5 – The affidavit is not mentioned in the Quotation Format, (Section 3.3). Where would you like the Purchasing Affidavit to be inserted?	Per Section 3, Item 3.3 of the RFQ, the response shall include a title page and a table of contents that is to clearly identify the material by section and page number.
General – Is the vendor required to be in a multi-state pool?	No.
1.2 & 3.1 – The RFQ says that “A Request for Quotation (RFQ) is generally used for the procurement of services in situations where conformity to specifications and price are the only factors used in the evaluation process.” It later states that “Quotations should be prepared simply and economically providing a straightforward, concise description of the Vendor’s	The respondent must address each mandatory requirement at line item level.



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

abilities to satisfy the requirements of the RFQ. Emphasis should be placed on completeness and clarity of the content.” Is it the State’s intention that the respondent address each mandatory requirement (RFQ Section 2.3) at the line item level or is it sufficient to indicate that all requirements are currently met through performance in existing contracts of a similar nature?	
1.3 – When is the estimated award date?	It is the intent of BMS to award prior to October 1, 2011.
2.2 – Does the State anticipate using the Federal AAC program in place of the SMAC once available or at some point in the future?	BMS has not decided if the Federal AAC will be used.
2.3.5.1.7 – Does the State have a planned value added program initiative? If so, is the bidder able to develop such a program in collaboration with the State?	No.
2.3.5.3.3 – Are the mailing costs associated with this mailing to all providers paid by the State? If not, can the State provide an estimate, based on previous quarterly newsletter mailings, of this cost?	No. No estimate is available as the cost of mailing other newsletters has been the responsibility of the contracted vendor.
2.3.7 – Can the State provide a list of the specialty drugs that would be included in this program?	No.
2.3.7 – Can the State list provide a list of the non-drugs (e.g., supplies) that would be included in this program?	BMS anticipates that non-drugs will include at a minimum, but not be limited to, blood glucose testing strips and lancets.
2.3.7 – Please clarify what is meant by “collect acquisition cost data?” Is the intention that the vendor conducts surveys to State providers to collect this information specific for this program?	The WV Medicaid State Plan calls for the use of the approved methodology to create SMAC prices, or alternatively, to base SMAC pricing “upon a mean average of pharmacy provider costs obtained through a survey of a percentage of pharmacy providers that are representative of the overall geographical distribution, service volume, and business structures of all pharmacies serving the West Virginia Medicaid Program.” The Vendor will be required to conduct these types of surveys in order to create and maintain the WV BMS SMAC list. Therefore, the Vendor will be required to collect pricing information from State providers.
5.5 – Can the state clarify that work begins upon	Work is to begin on the “Contract Date” that will be on the face of the purchase



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

contract execution instead of upon contract award?	order.
5.10 – Can the department exercise discretion in assessing damages based on the vendor’s conduct/good faith efforts, etc.	No.
Attachment A – Does the Attachment A Cost Sheet pricing represent pricing for the base 1 year period only (and not the option years)?	A revised cost sheet is included with this Addendum which will allow vendors to specify a cost for the base year and each of the two (2) optional renewal years.
2.3.6 – What supplemental rebate methodology is employed by the Bureau?	There are currently two (2) types of supplemental rebate contract terms: 1) Percentage of Wholesale Acquisition Cost (WAC), 2) Guaranteed Net Price.
2.3.6.2 – Could the Bureau provide some specifics as to the fields required on the SURA file format?	Vendor will provide an electronic file containing, at a minimum, the drug name, drug manufacturer, NDC, unit price (i.e. AWP, WAC), CMS URA, the total rebate percent or guaranteed net unit price depending on the contracted supplemental rebate formula, the supplemental rebate amount (SURA), rebate quarter, report quarter, CMS unit type, and any applicable unit conversion factors.
2.3.5.2 – What is the number of external sources and data layouts (i.e., is it one layout to one external source or many layouts to many external sources)?	Currently, there is one (1) data layout and one (1) external source.
2.3.4.2.3 – Which scale is recommended by the Bureau to be used in grading the strength of evidence?	BMS uses the current Vendor’s proprietary guidelines for strength of evidence determination.
2.3 – Just for clarification, is the vendor expected to indicate how they will comply with each individual requirement?	Yes.
1.1 – Is BMS required to award a contract for this RFQ or does it have the option to extend the contract with its current vendor? If BMS has the option to extend the contract with its current vendor, what will be the term of that contract?	It is the intent of BMS to award a contract based on this RFQ. However, Per Section 4, Item 4.2 of the RFQ, BMS the right to accept or reject any or all quotations, in part or in whole at its discretion. The Bureau further reserves the right to withdraw this RFQ at any time and for any reason. Submission of or receipt of quotations by the Bureau confers no rights upon the bidder nor obligates the Bureau or State of West Virginia in any manner.
1.1 – What will be the term (including any option years) of the contract which is awarded pursuant to this RFQ?	Per Section 5, Item 5.5 of the RFQ, This contract will be effective upon award and shall extend for the period of one (1) year, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of two (2) one-year renewals, or until such reasonable



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

	time thereafter as is necessary to obtain a new contract. The “reasonable time” period shall not exceed (12) months. During the “reasonable time” period, Vendor may terminate the contract for any reason upon giving the Bureau ninety (90) days written notice. Notice by Vendor of intent to terminate will not relieve Vendor of the obligation to continue providing services pursuant to the terms of the contract.
1.3 – BMS states that an Addendum will be issued on 8/12/11. Will this Addendum contain responses to questions submitted by prospective vendors? Will it contain any other items?	Yes. Yes, a modified cost sheet.
1.3 – Will BMS require an oral presentation from prospective vendors? If so, when does BMS expect oral presentations will be scheduled?	No.
1.3 – When does BMS expect to award the contract as a result of this RFQ?	It is the intent of BMS to award prior to October 1, 2011.
2.3.1.2 – Please identify the State’s current Medicaid Fiscal Agent.	Molina Medicaid Solutions.
2.3.2.1.4 – What is typically the vendor’s role in these appearances before the legislature?	The Vendor is expected to respond to questions and educate legislators about the WV Medicaid PDL/SMAC programs and related topics.
2.3.2.1.4 – Do legislative appearances typically require a clinical staff member or operational resource?	Either may be required, depending on the nature of the request for information.
2.3.2.1.4 – What has been the average # of legislative appearances required by the incumbent vendor per yr over the last 3 years?	None.
2.3.2.2 – When does BMS expect the successful vendor to begin implementation activities?	October 1, 2011.
2.3.3.1.4 – Will the state accept an RPh as the degree level for the clinical pharmacist?	No.
2.3.4.1 – What is the average number of P&T material packets that need to be developed with each P&T meeting?	On average, the Vendor prepares a total of twenty five (25) packets. Historically, the P & T members have preferred that their information be sent on CD rather than paper. BMS requires a minimum of five (5) paper copies.
2.3.4.1 – Is the vendor required to mail packets to each P&T member prior to each meeting? If so, how are these distributed (e.g., US mail, FedEx, etc...) and at what volume and frequency?	Yes, the Vendor is responsible for the delivery of the P & T Committee member materials. BMS requires a minimum of five (5) paper copies via USPS. At least two (2) of the current members require paper copies; the other ten (10) members prefer materials on CD. Materials are required for each meeting of



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

	the P & T Committee.
2.3.4.1 – Is the vendor required to conduct any mailings or other correspondence to other parties (i.e., pharmaceutical companies) in conjunction with each P&T meeting or other?	Correspondence with the P & T Committee, pharmacies, manufacturers, and other parties may be required in order to meet the requirements of this RFQ.
2.3.4.1 – Is the vendor required to meet with representatives of the pharmaceutical industry upon request relative to WV P&T activity?	Yes.
2.3.4.1 – Is the vendor required to respond to inquiries from representatives of the pharmaceutical industry relative to WV P&T decisions?	Yes.
2.3.4.1 – Will the vendor be responsible for arranging and paying for a meeting location for P&T Committee meetings?	No.
2.3.4.1 – Will the vendor be responsible for paying honorariums and travel expenses of P&T Committee members at P&T Committee meetings? If so, please provide the associated costs.	No.
2.3.4.1.1 – Is the P&T Committee required to review all newly-FDA-approved products falling into PDL managed classes within a specified time period from FDA approval or from drug launch?	BMS business rule requires a review of a newly launched drug product at the next scheduled P & T Committee meeting, provided that the drug product is available at least sixty (60) days prior to the meeting.
2.3.4.2 – Is the P&T Committee legislatively required to revisit every therapeutic drug class on its PDL at a certain level of frequency?	Drug reviews are not legislatively required. However, BMS requires that each therapeutic class category be reviewed annually, at a minimum.
2.3.4.3 – How will information related to WV drug-specific SSDC contract rates be made available to the Vendor?	The SSDC Vendor or BMS will supply the SSDC contract rates to the Vendor. The method of transfer will be in an electronic file format.
2.3.5.1.5 – In what format(s)/vehicle(s) will the vendor be required to maintain PDL updates?	In a format this is compatible with Microsoft Office™ Suite 2003, 2007, or 2010.
2.3.5.1.7 – Does BMS currently have any Value Added Program(s) in effect? If so, please describe the program(s).	No.
2.3.5.2.1 – Can the State provide a template file format?	At a minimum, the following fields will need to be included; National Drug Code, Brand Name, Label Name, Generic Name, Classification (OTC or RX),



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

	Therapeutic Class Code (HIC3), Therapeutic Class Description, PDL Status, Coverage Status, Prior Authorization Status, Injectable Indicator, Enhanced Therapeutic Classification (ETC) Identifier, ETC Name, Effective Date.
2.3.5.3.1 – For the past year, what is the monthly volume of inquiries from providers and other interested parties concerning the PDL including a breakdown of the type of inquiry (e.g., email, fax, telephone call, etc.)?	This information is not available as the current Vendor accepts and responds to inquiries about the PDL.
2.3.5.3.3 – Currently, how many newsletters are sent to prescribers and pharmacies each quarter?	There is currently no PDL newsletter being produced. Other BMS newsletters in production are currently mailed to approximately 5,600 providers quarterly.
2.3.5.3.3 – What version(s) of Microsoft Office™ Suite does the WV Office of Technology currently support?	Microsoft Office™ Suite 2003, 2007, and 2010.
2.3.5.3.3 – Please confirm that the use of “mail” in the context of this requirement means email given the requirement for file compatibility described. If the actual requirement for communication does mean that documents are fulfilled through the mail, what are the estimated pieces per month or year? Would any costs associated with printing and postage be passed through to the state?	The newsletter is required to be in hard copy and mailed via US Postal Service or other nationally recognized delivery service. BMS estimates 22,400 pieces per year. The Vendor is responsible for the cost of developing, creating, and mailing these newsletters. No costs will be paid directly by the State.
2.3.6.1.1 – Please provide a copy of the CMS approved supplemental rebate agreement/contract that BMS currently utilizes.	This document can be found on the Sovereign States Drug Consortium (SSDC) website. http://www.rxssdc.org/rebate-agreements
2.3.6.2 – Please describe all methodologies utilized to calculate SURAs (e.g., guaranteed net unit price, percentage of WAC, etc.).	There are currently two (2) types of supplemental rebate contract terms: 1) Percentage of WAC, 2) Guaranteed Net Price.
2.3.6.2.1 – Please provide bidders with the layout of the current SURA file which is delivered to the Bureau and Fiscal Agent today.	Vendor will provide an electronic file containing, at a minimum, the drug name, drug manufacturer, NDC, unit price (i.e. AWP, WAC), CMS URA, the total rebate percent or guaranteed net unit price depending on the contracted supplemental rebate formula, the supplemental rebate amount (SURA), rebate



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

	quarter, report quarter, CMS unit type, and any applicable unit conversion factors.
2.3.6.2.4 – Please confirm that vendor will not be responsible for supplemental rebate invoicing. If the foregoing cannot be confirmed, please indicate whether Medicaid MCO utilization is subject to supplemental rebates. If so, please identify the number of Medicaid MCOs and whether vendor will be required to submit separate supplemental rebate invoices for each Medicaid MCO.	Vendor is not responsible for creating supplemental rebate invoices. However, the Vendor is responsible for providing all the necessary data in order for the State and the fiscal agent to produce the supplemental rebate invoices.
2.3.7 – Will vendor be required to utilize BMS methodologies or vendor's own methodologies to calculate SMAC prices? If vendor is required to utilize BMS methodologies, please provide same.	Vendor shall use BMS methodologies for SMAC pricing. SMAC pricing methodologies are included in the CMS approved State Plan, Attachment 4.19-B found on the BMS website. http://www.dhhr.wv.gov/BMS/SMP/Pages/WVMedicaidStatePlan.aspx
2.3.7.1 – Please identify the supplies on the West Virginia Medicaid SMAC List.	BMS anticipates that non-drugs will include at a minimum, but not be limited to, blood glucose testing strips and lancets.
2.3.7.2 – For the past year, what is the monthly volume of SMAC pricing disputes including a breakdown of the type of inquiry (e.g., email, fax, telephone call, etc.)?	Approximately twenty five (25) SMAC pricing disputes are received monthly. The majority are received in the form of fax communications with supporting documentation (invoices).
2.3.8.1 – Please provide samples of all standard reports identified in the RFQ.	The following samples are included: 2.3.8.1.3 BMS Pharmacy Utilization; 2.3.8.1.4 BMS Summary and Annual Reports; 2.3.8.1.5 and 2.3.8.1.6 Marketshare Summary and Therapeutic Class Marketshare Reports; 2.3.8.1.7 Generic Compliance Report (same as Generic Percent Report); 2.3.8.1.8 PDL Compliance Report; 2.3.8.1.14 PDL Changes Report (same as Recommended Changes Summary); 2.3.8.1.20 SMAC Dispute Report. All other Standard Reports are either considered proprietary by the current Vendor or to be developed by the successful bidder of this RFQ.
2.3.8.1 – How will drug utilization data be provided to the Vendor (format, frequency) to enable development of these standard reports?	Drug utilization data will be sent via text files. Weekly data will include pharmacy claims, member and provider extracts. Monthly data will include medical claim extracts. The Vendor will pull the utilization files from the file transfer protocol (FTP) server that BMS' fiscal agent utilizes.



West Virginia Department of Health and Human Resources

The Bureau for Medical Services

BMS Request for Quotation MED12007

2.3.8.1.1 – Please provide bidders with the release notes, calculations, and prototypes of current standard reports.	Release notes and calculations are not available. The following samples are included: 2.3.8.1.3 BMS Pharmacy Utilization; 2.3.8.1.4 BMS Summary and Annual Reports; 2.3.8.1.5 and 2.3.8.1.6 Marketshare Summary and Therapeutic Class Marketshare Reports; 2.3.8.1.7 Generic Compliance Report (same as Generic Percent Report); 2.3.8.1.8 PDL Compliance Report; 2.3.8.1.14 PDL Changes Report (same as Recommended Changes Summary); 2.3.8.1.20 SMAC Dispute Report. All other Standard Reports are either considered proprietary by the current Vendor or to be developed by the successful bidder of this RFQ.
2.3.9.1 – Will the Training Handbook from the incumbent vendor be made available to any new vendor upon transition?	No.
5.2 – What is the financial value of the existing contract for these same services with the incumbent vendor?	Based upon recent extension(s), a one (1) year contract would cost \$477,876.00.



Attachment A: Cost Sheet

Cost information below as detailed in the RFQ and submitted.

The Annual Not-to-Exceed Cost is to contain all direct and indirect costs including administrative, travel, training and out-of-pocket expenses necessary to perform all services within this RFQ.

Item	Year 1	Year 2 Optional Renewal	Year 3 Optional Renwal
Annual Not-to-Exceed Cost			
Ad hoc reports \$_____ (all inclusive hourly rate) X 25 Reports (Estimated) =			
Additional Services \$_____ (all inclusive hourly rate) X 100 Hours (Estimated) =			
Total Annual Cost			
Grand Total Estimated Annual Cost for Three (3) Year Contract Period			

Annual Not-to-Exceed Cost will be invoiced in arrears in twelve (12) equal monthly installments.

Ad hoc reports and additional services will be invoiced in arrears upon receipt of services by BMS.

Basis for award will be Grand Total Estimated Annual Cost for the three (3) year contract period.

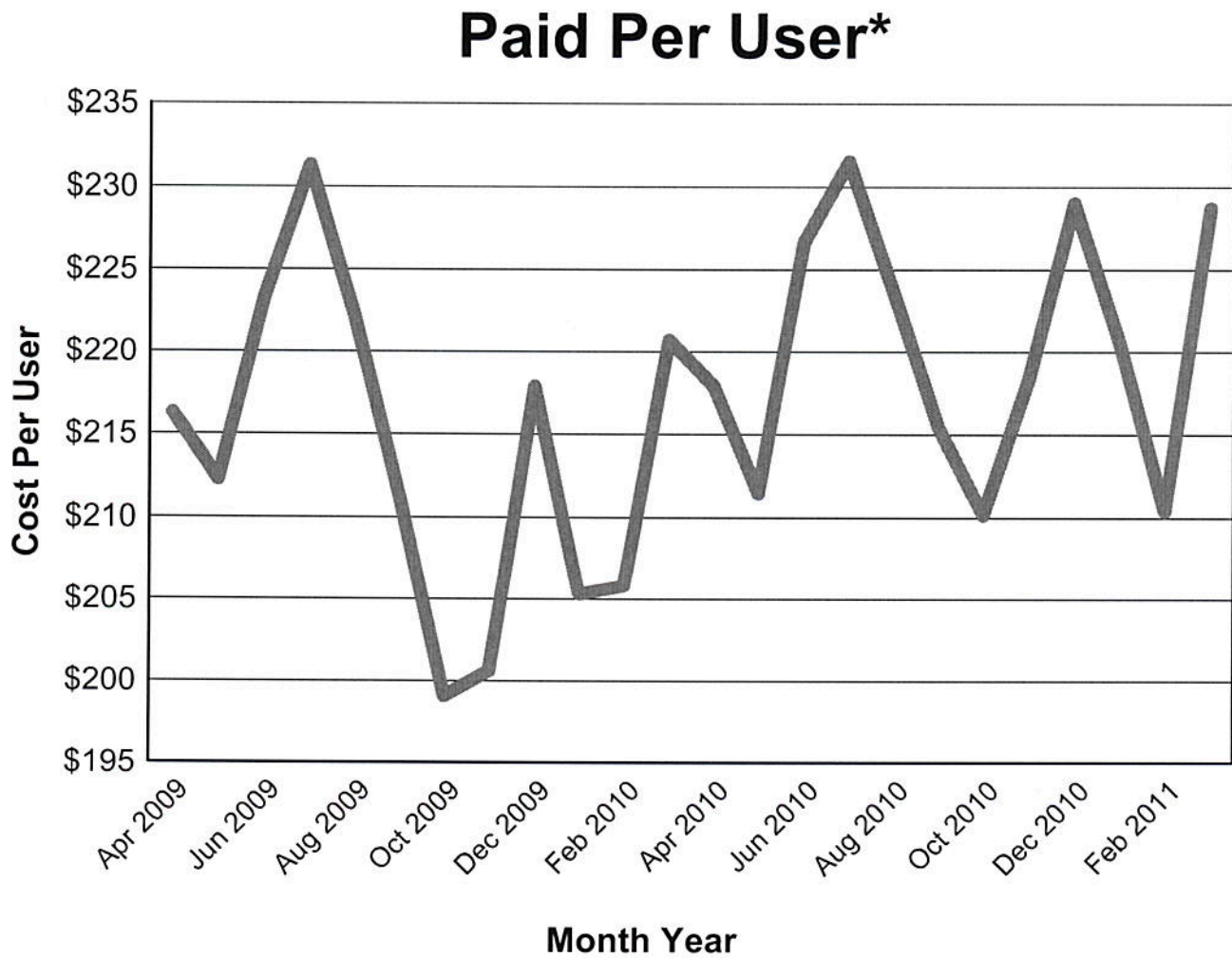
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BMS

Pharmacy

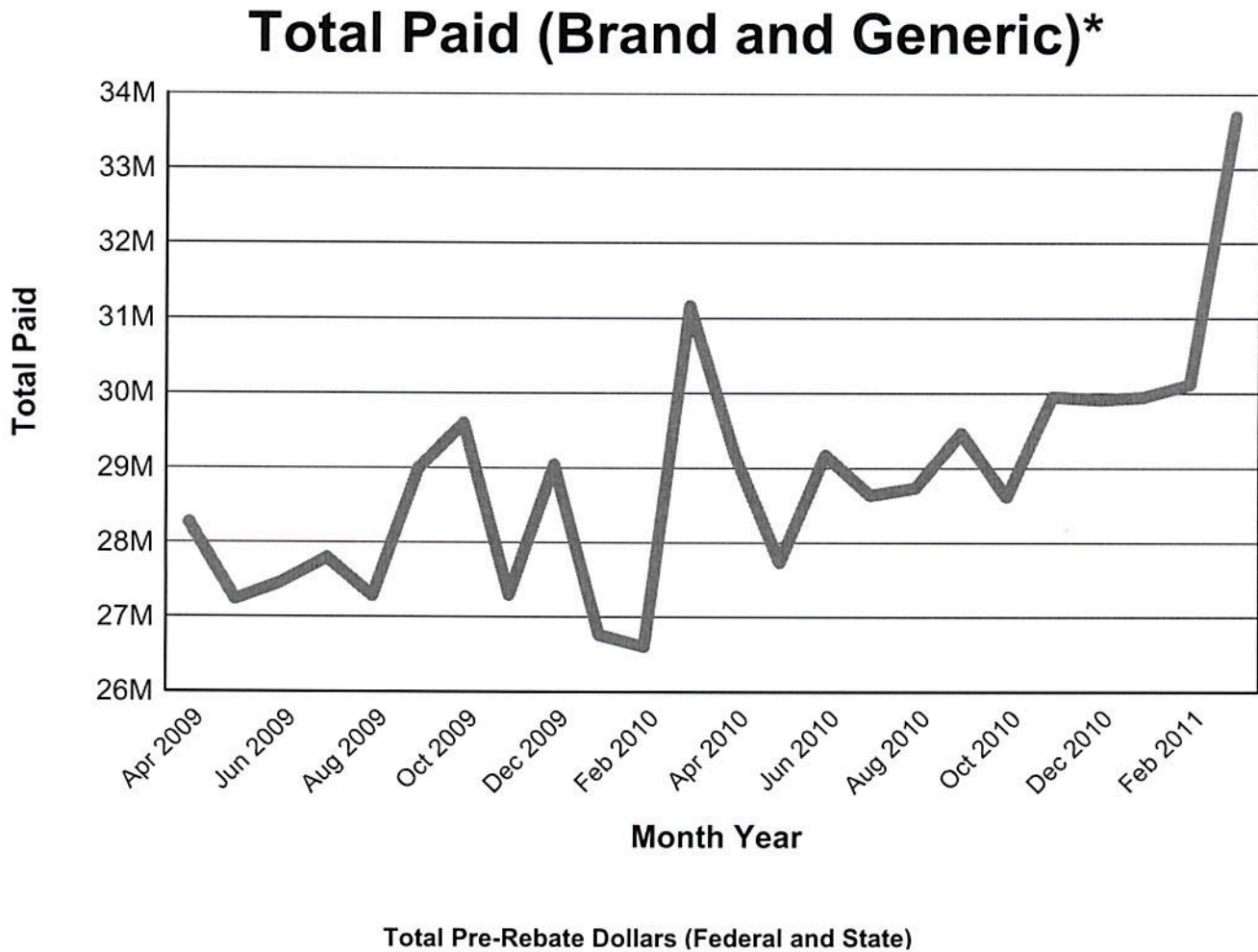
Utilization

**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



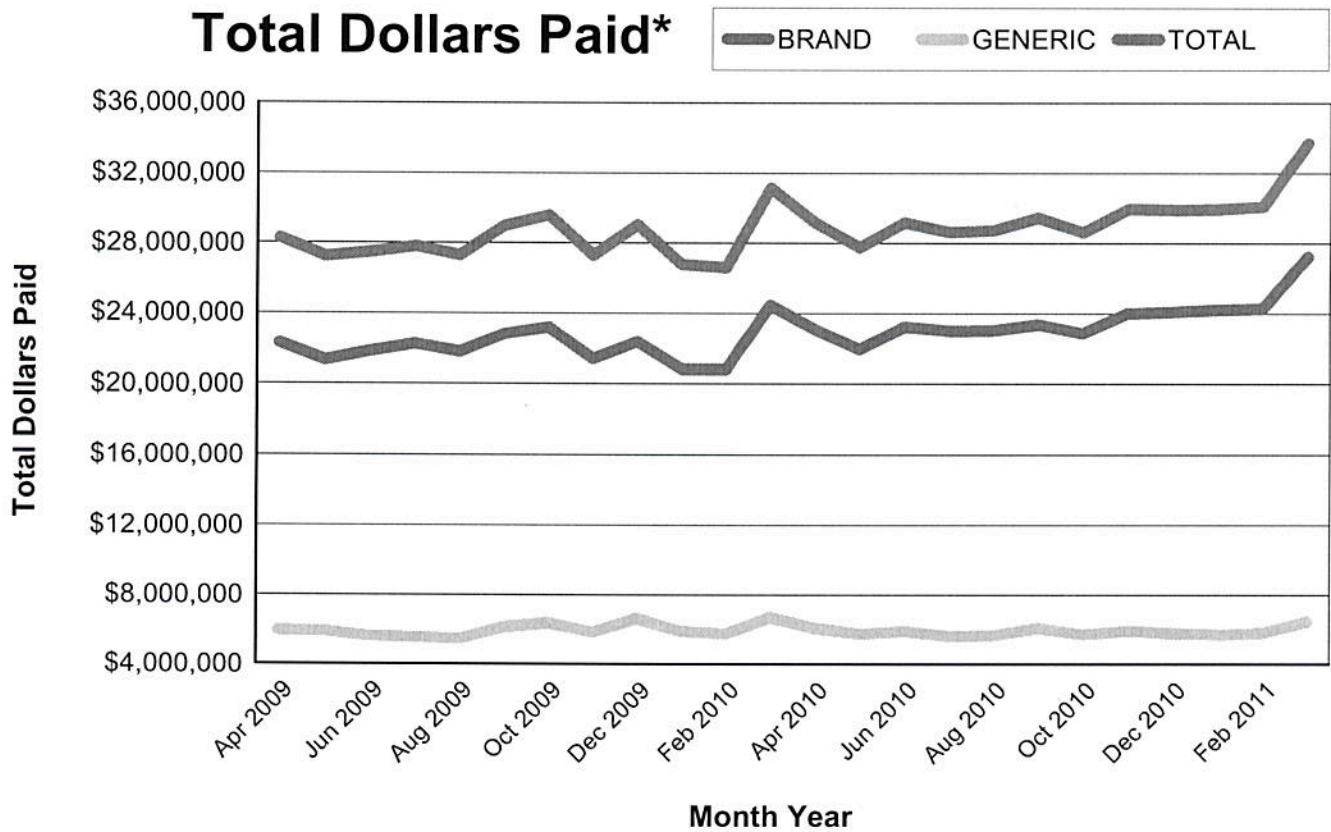
* Total Pre-Rebate Dollars (Federal and State)

**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



WV Medicaid Drug Benefit Program

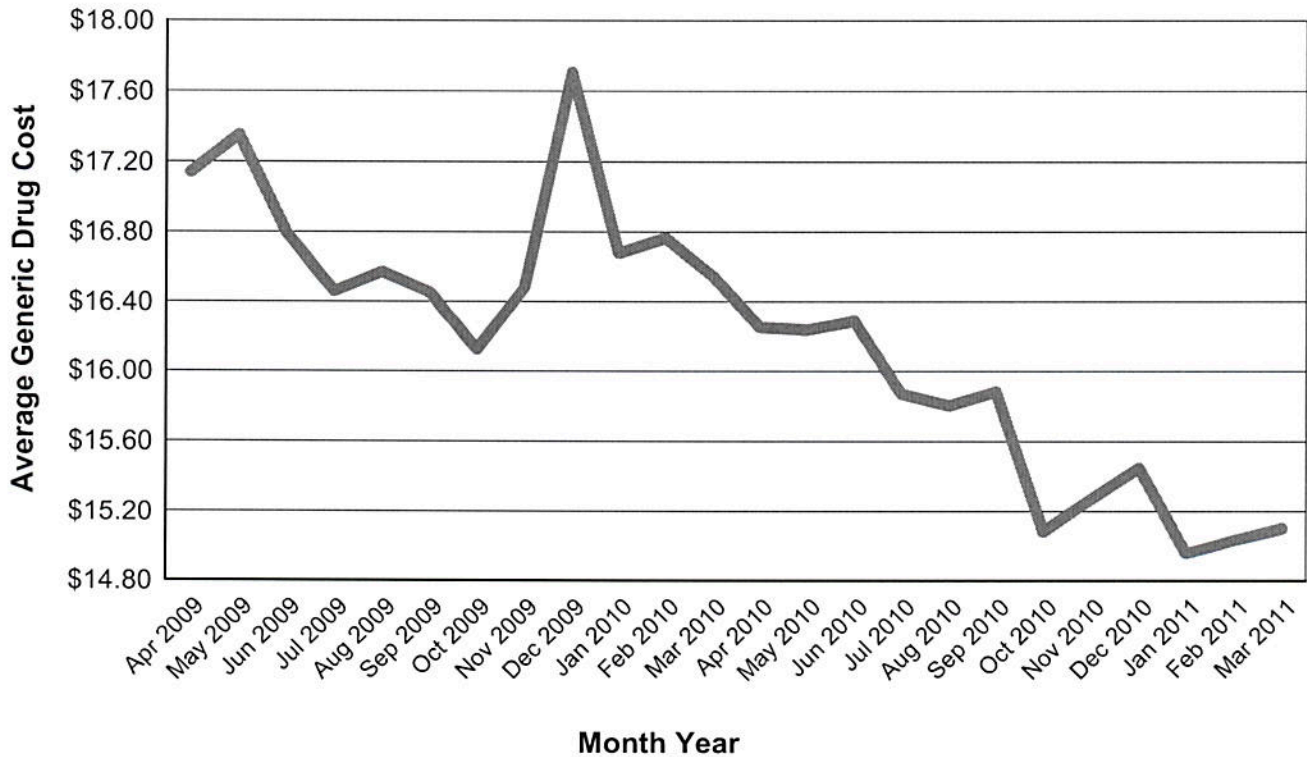
4/1/09 - 3/31/11



* Total Pre-Rebate Dollars (Federal and State)

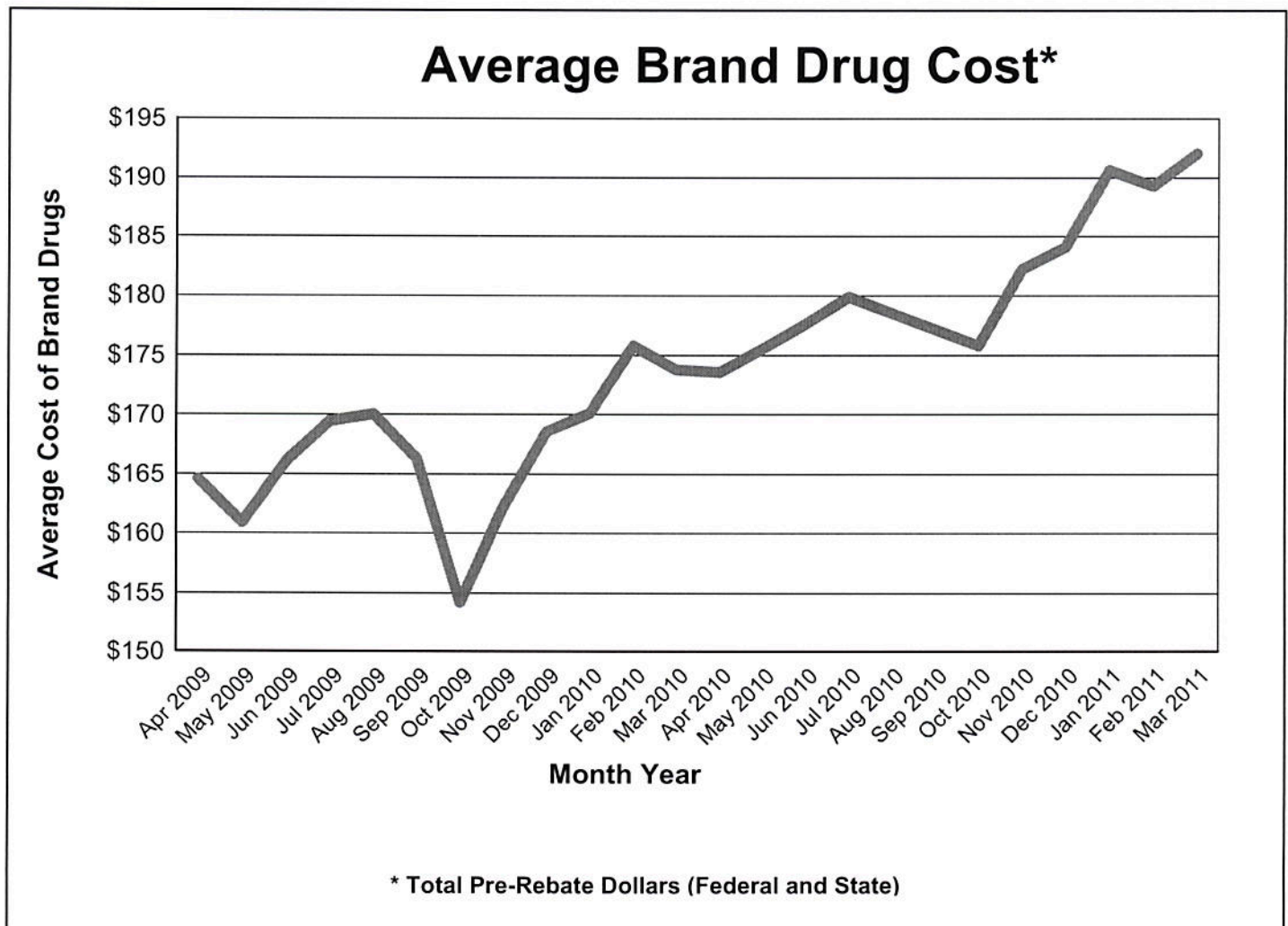
**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**

Average Generic Drug Cost*

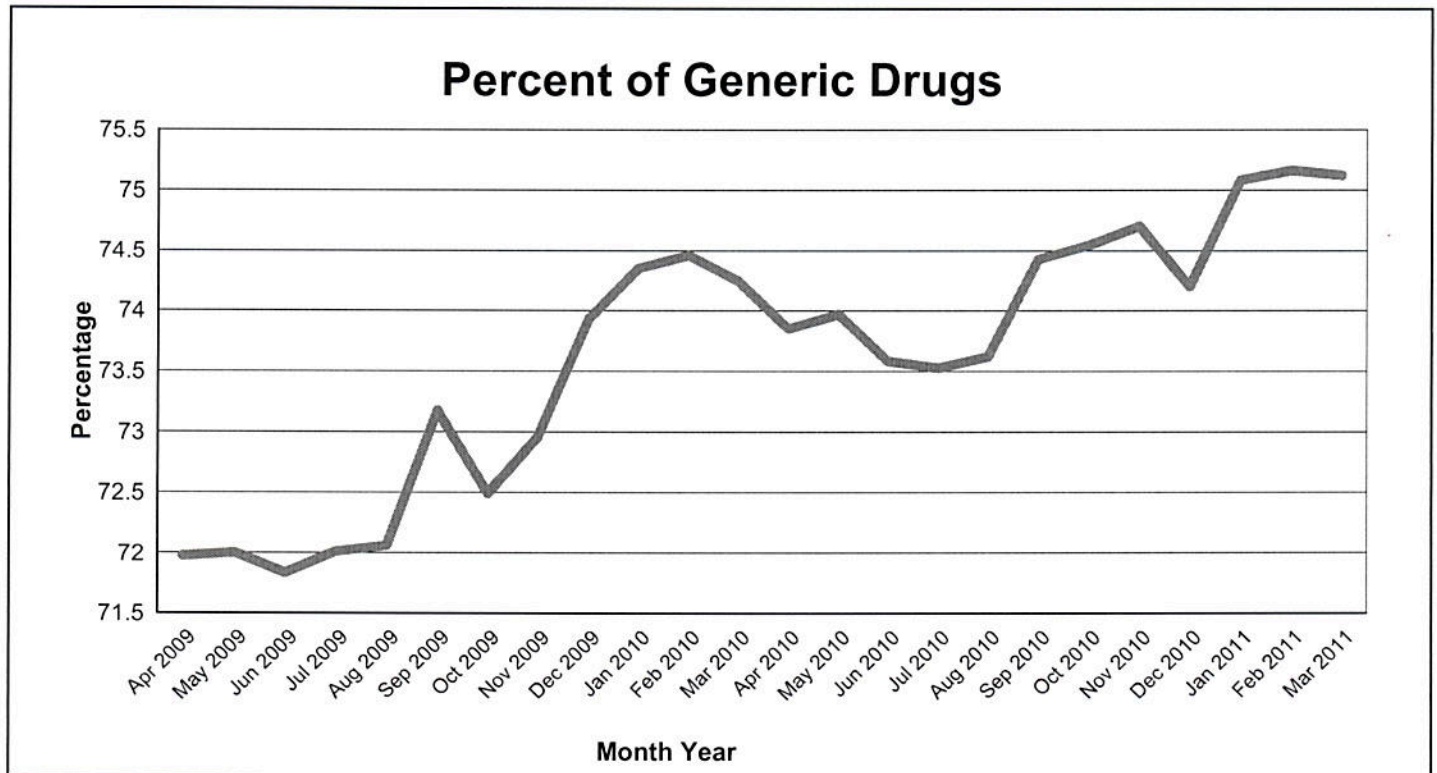


* Total Pre-Rebate Dollars (Federal and State)

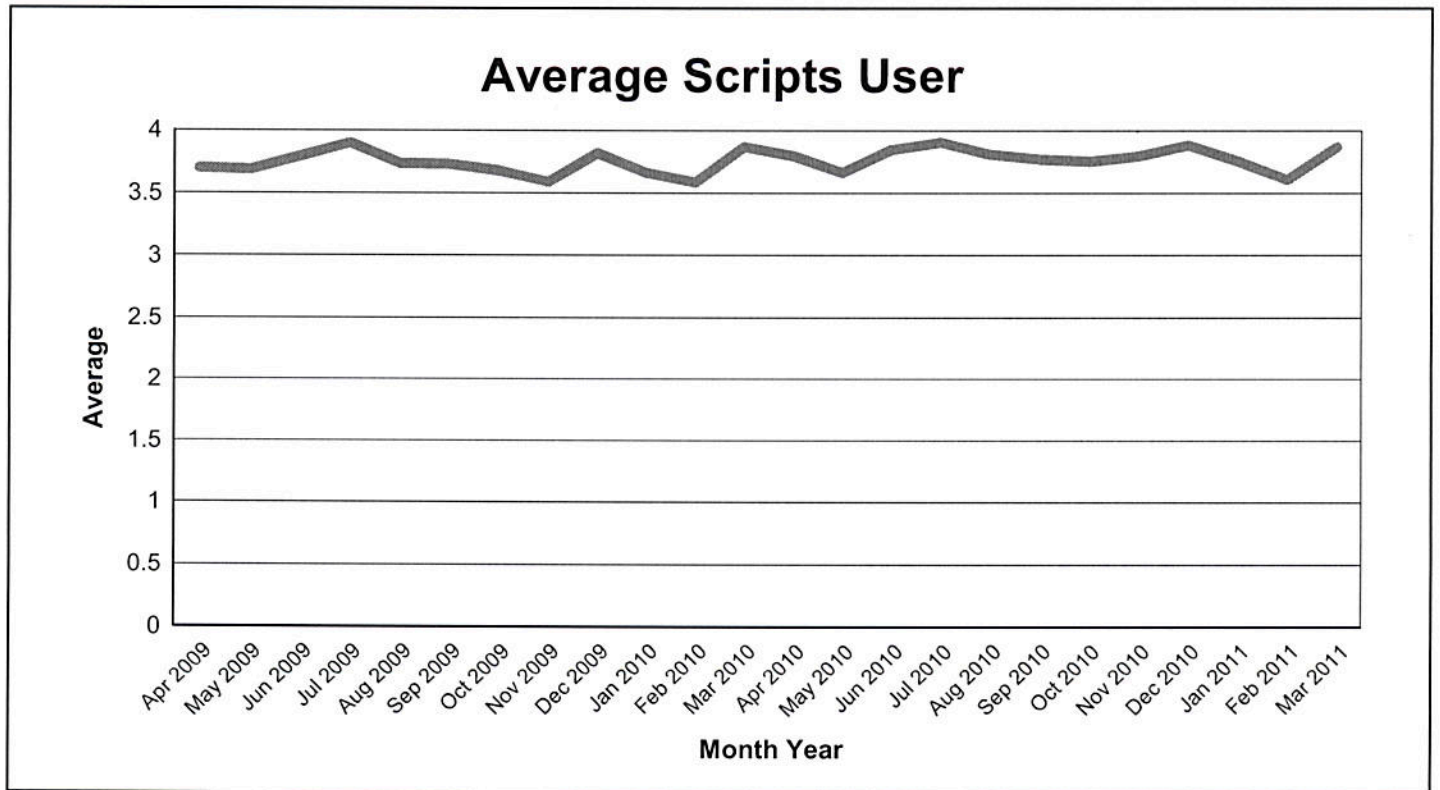
**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



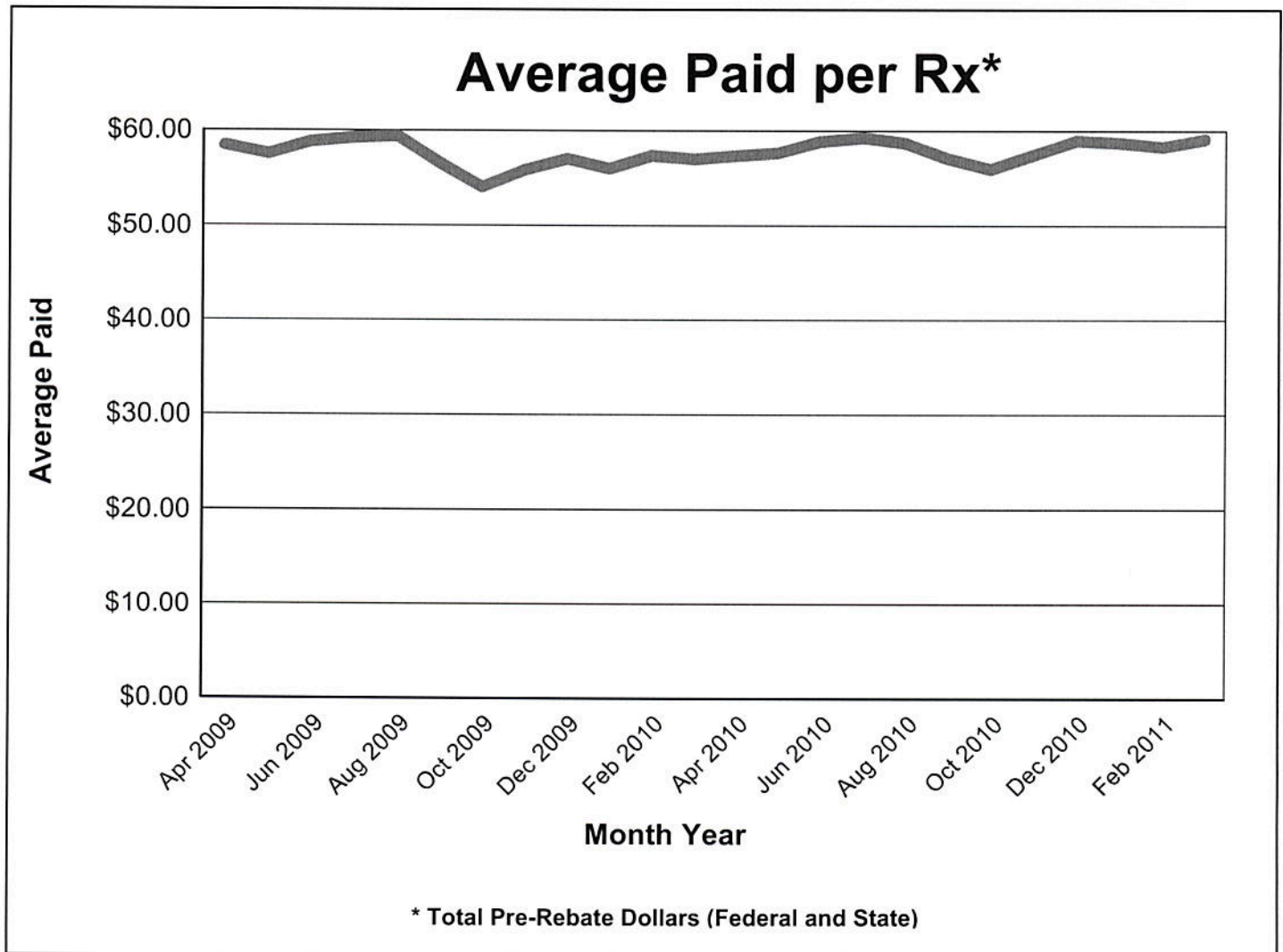
**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



**WV Medicaid Drug Benefit
Program
4/1/09 - 3/31/11**



BMS Summary and Annual Reports

WV Medicaid Drug Benefit Program JANUARY 2011

West Virginia Monthly Statistics

	January 2010	January 2011	% CHANGE	Calendar YTD 2010	Calendar YTD 2011	% CHANGE
Total Paid Amount	\$26,760,675	\$29,848,361	11.5 %	\$339,027,372	\$348,984,985	2.90%
Users	130,345	135,560	4.0 %	293,628	295,231	0.50%
Cost Per User	\$205.31	\$220.19	7.2 %	1,154.62	1,182.07	2.40%
Total Scripts	477,523	509,045	6.6 %	5,853,999	6,030,045	3.00%
Avg Scripts Per User	3.7	3.8	2.7 %	19.9	20.4	2.40%
Avg Cost Per RX	\$56.04	\$58.64	4.6 %	\$57.91	\$57.87	(0.10%)
# Generic Scripts	355,265	382,310	7.6 %	4,247,682	4,475,629	5.40%
% Generic	74.4%	75.1%	0.9 %	72.6%	74.2%	2.30%
\$ Generic	\$5,928,029	\$5,723,960	(3.4)%	\$72,715,371	\$71,020,538	(2.30%)
Avg Generic Script Cost	\$16.69	\$14.97	(10.3)%	\$17.12	\$15.87	(7.30%)
Avg. Days Supply	22	22	0.0 %	22	22	0.00%
# Brand Scripts	122,258	126,735	3.7 %	1,606,317	1,554,416	(3.20%)
% Brand	25.6%	24.9%	(2.7)%	27.4%	25.8%	(6.00%)
\$ Brand	\$20,832,646	\$24,124,402	15.8 %	\$266,312,001	\$277,964,447	4.40%
Avg Brand Script Cost	\$170.40	\$190.35	11.7 %	\$165.79	\$178.82	7.90%
Avg Days Supply	27	27	0.0 %	26	27	3.80%

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Top 20 THERAPEUTIC CLASSES BY DOLLARS

GPI DESCRIPTION	JANUARY 2010	RANK	%BUDGET	JANUARY 2011	RANK	%BUDGET	%CHANGE
OTHER	\$3,935,014	1	14.7%	\$4,571,837	1	15.3%	16.2%
Atypical Antipsychotic: Single Ingredient	\$2,996,229	2	11.2%	\$3,294,547	2	11.0%	10.0%
PROTON PUMP INHIBITORS	\$2,668,345	3	10.0%	\$3,051,914	3	10.2%	14.4%
STIMULANTS: NON-AMPHETAMINE	\$1,223,079	4	4.6%	\$1,497,256	4	5.0%	22.4%
ANTICONVULSANTS: ADJUVANTS	\$1,137,833	5	4.3%	\$1,266,782	5	4.2%	11.3%
HYPOGLYCEMICS: INSULINS	\$855,299	8	3.2%	\$1,088,334	6	3.6%	27.2%
STIMULANTS: AMPHETAMINES	\$919,656	6	3.4%	\$976,379	7	3.3%	6.2%
LEUKOTRIENE MODIFIERS	\$820,782	9	3.1%	\$964,146	8	3.2%	17.5%
ANTIDEPRESSANTS: OTHER (2nd generation, non-SSRI, SNRIs)	\$863,236	7	3.2%	\$940,981	9	3.2%	9.0%
GLUCOCORTICOID/BRONCHODILATOR COMBINATIONS	\$754,806	10	2.8%	\$827,953	10	2.8%	9.7%
LIPOTROPICS: STATINS	\$681,223	11	2.5%	\$811,471	11	2.7%	19.1%
HYPOLYCEMICS: THIAZOLIDINEDIONES	\$426,374	14	1.6%	\$498,579	12	1.7%	16.9%
PLATELET AGGREGATION INHIBITORS	\$397,412	16	1.5%	\$482,143	13	1.6%	21.3%
ANALGESICS, NARCOTIC: SHORT ACTING (Non-parenteral)	\$526,759	12	2.0%	\$462,650	14	1.6%	(12.2%)
ANALGESICS, NARCOTIC: LONG ACTING (Non-parenteral)	\$423,115	15	1.6%	\$438,004	15	1.5%	3.5%
Antidepressants: Sris	\$332,791	17	1.2%	\$422,982	16	1.4%	27.1%
BRONCHODILATORS: ANTICHOLINERGIC	\$291,978	20	1.1%	\$362,745	17	1.2%	24.2%
MISC BRAND/GENERIC, OTHER	\$474,042	13	1.8%	\$360,657	18	1.2%	(23.9%)
BRONCHODILATORS, BETA AGONIST: INHALERS, SHORT-ACTING	\$310,487	19	1.2%	\$356,232	19	1.2%	14.7%
CYTOKINE & CAM ANTAGONISTS	\$248,445	22	0.9%	\$341,128	20	1.1%	37.3%
GLUCOCORTICIDS	\$316,969	18	1.2%	\$335,777	21	1.1%	5.9%

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Top 20 DRUGS BY DOLLARS

DRUG DESCRIPTION	JANUARY 2010	RANK	%BUDGET	JANUARY 2011	RANK	%BUDGET	%CHANGE
ESOMEPRAZOLE MAG TRIHYDRATE	\$2,091,788	1	7.8%	\$2,439,185	1	8.2%	16.6%
QUETIAPINE FUMARATE	\$1,097,750	2	4.1%	\$1,171,353	2	3.9%	6.7%
MONTelukast SODIUM	\$817,485	4	3.1%	\$960,086	3	3.2%	17.4%
AMPHETAMINE	\$905,006	3	3.4%	\$959,686	4	3.2%	6.0%
ASPARTATE/AMPHETAMINE							
ARIPRAZOLE	\$567,570	6	2.1%	\$709,200	5	2.4%	25.0%
FLUTICASONE	\$615,195	5	2.3%	\$646,189	6	2.2%	5.0%
PROPIONATE/SALMETEROL							
ZIPRASIDONE HCL	\$512,734	7	1.9%	\$577,180	7	1.9%	12.6%
METHYLPHENIDATE HCL	\$464,123	10	1.7%	\$563,380	8	1.9%	21.4%
OLANZAPINE	\$486,303	8	1.8%	\$539,434	9	1.8%	10.9%
DEXLANSOPRAZOLE	\$442,585	11	1.7%	\$534,039	10	1.8%	20.7%
DULOXETINE HCL	\$483,621	9	1.8%	\$524,399	11	1.8%	8.4%
PIOGLITAZONE HCL	\$422,064	12	1.6%	\$497,590	12	1.7%	17.9%
ROSUVASTATIN CALCIUM	\$381,789	14	1.4%	\$469,436	13	1.6%	23.0%
CLOPIDOGREL BISULFATE	\$383,421	13	1.4%	\$453,728	14	1.5%	18.3%
PALIVIZUMAB	\$320,564	18	1.2%	\$451,641	15	1.5%	40.9%
PREGABALIN	\$352,616	17	1.3%	\$431,766	16	1.4%	22.4%
LISDEXAMFETAMINE DIMESYLATE	\$305,192	20	1.1%	\$424,505	17	1.4%	39.1%
ALBUTEROL SULFATE	\$380,977	15	1.4%	\$422,618	18	1.4%	10.9%
INSULIN GLARGINE, HUMAN	\$319,874	19	1.2%	\$407,115	19	1.4%	27.3%
RECOMBINANT ANALOG							
TIOTROPIUM BROMIDE	\$266,004	21	1.0%	\$333,773	20	1.1%	25.5%
BUPRENORPHINE HCL/NALOXONE HCL	\$357,623	16	1.3%	\$274,774	23	0.9%	(23.2%)

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Top 20 THERAPEUTIC CLASSES BY UTILIZATION

DRUG DESCRIPTION	JANUARY 2010	RANK	% TOTAL	JANUARY 2011	RANK	% TOTAL	% CHANGE
OTHER	104,092	1	21.8%	108,659	1	21.4%	4.4%
ANALGESICS, NARCOTIC: SHORT ACTING (Non-parenteral)	35,756	2	7.5%	36,045	2	7.1%	0.8%
ANTICONVULSANTS: ADJUVANTS	20,110	3	4.2%	21,852	3	4.3%	8.7%
PROTON PUMP INHIBITORS	17,465	4	3.7%	18,709	4	3.7%	7.1%
Antidepressants: Ssris	15,089	5	3.2%	16,053	5	3.2%	6.4%
ANTIDEPRESSANTS: OTHER (2nd generation, non-SSRI, SNRIs)	12,763	6	2.7%	13,765	6	2.7%	7.9%
ANTIHISTAMINES	11,024	10	2.3%	13,162	7	2.6%	19.4%
LIPOTROPICS: STATINS	11,986	8	2.5%	13,013	8	2.6%	8.6%
ANTICONVULSANTS: BENZODIAZEPINES	12,475	7	2.6%	12,996	9	2.6%	4.2%
CEPHALOSPORINS: UNMANAGED	10,604	12	2.2%	12,742	10	2.5%	20.2%
Atypical Antipsychotic: Single Ingredient	11,077	9	2.3%	11,304	11	2.2%	2.0%
MACROLIDES	9,222	14	1.9%	11,234	12	2.2%	21.8%
NSAIDS: NONSELECTIVE	10,646	11	2.2%	11,172	13	2.2%	4.9%
STIMULANTS: NON-AMPHETAMINE	9,868	13	2.1%	10,647	14	2.1%	7.9%
BETA BLOCKERS	8,686	15	1.8%	9,312	15	1.8%	7.2%
BRONCHODILATORS, BETA AGONIST: INHALERS, SHORT-ACTING	8,223	16	1.7%	8,790	16	1.7%	6.9%
ANGIOTENSIN: ACE INHIBITORS	7,967	17	1.7%	8,717	17	1.7%	9.4%
CEPHALOSPORINS AND RELATED ANTIBIOTICS	7,456	20	1.6%	8,482	18	1.7%	13.8%
HYPOLGYCEMICS: UNMANAGED	7,806	18	1.6%	8,477	19	1.7%	8.6%
LEUKOTRIENE MODIFIERS	7,708	19	1.6%	8,211	20	1.6%	6.5%

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Top 20 DRUG BY UTILIZATION

DRUG DESCRIPTION	JANUARY 2010	Rank	% TOTAL	JANUARY 2011	Rank	% TOTAL	% CHANGE
HYDROCODONE BIT/ACETAMINOPHEN	22,390	1	4.7%	22,756	1	4.5%	1.6%
ALPRAZOLAM	13,616	2	2.9%	13,546	2	2.7%	(0.5%)
ESOMEPRAZOLE MAG TRIHYDRATE	12,269	4	2.6%	13,421	3	2.6%	9.4%
ALBUTEROL SULFATE	12,626	3	2.6%	13,180	4	2.6%	4.4%
AMOXICILLIN TRIHYDRATE	9,470	5	2.0%	11,583	5	2.3%	22.3%
AZITHROMYCIN	8,499	6	1.8%	10,410	6	2.1%	22.5%
MONTELUKAST SODIUM	7,674	8	1.6%	8,171	7	1.6%	6.5%
LORATADINE	7,360	9	1.5%	8,100	8	1.6%	10.1%
CLONAZEPAM	7,729	7	1.6%	7,898	9	1.6%	2.2%
LISINAPRIL	6,034	12	1.3%	6,803	10	1.3%	12.7%
LEVOTHYROXINE SODIUM	6,322	10	1.3%	6,756	11	1.3%	6.9%
GABAPENTIN	5,231	16	1.1%	6,360	12	1.3%	21.6%
IBUPROFEN	5,566	14	1.2%	6,055	13	1.2%	8.8%
AMPHETAMINE ASPARTATE/AMPHETAMINE SULFATE/DEXTROAMPHETAMINE	5,696	13	1.2%	5,905	14	1.2%	3.7%
LORAZEPAM	6,043	11	1.3%	5,702	15	1.1%	(5.6%)
SIMVASTATIN	5,282	15	1.1%	5,611	16	1.1%	6.2%
METFORMIN HCL	4,935	17	1.0%	5,543	17	1.1%	12.3%
DIAZEPAM	4,751	18	1.0%	5,100	18	1.0%	7.3%
CETIRIZINE HCL	3,374	38	0.7%	4,743	19	0.9%	40.6%
AMOXICILLIN TRIHYDRATE/POTASSIUM CLAVULANATE	4,100	19	0.9%	4,710	20	0.9%	14.9%
ZOLPIDEM TARTRATE	4,035	20	0.8%	4,347	24	0.9%	7.7%

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Top 20 Prescribing Providers

Top 20 NPIs by Cost for JANUARY 2011

NPI NUM		# \$s	# Rxs	# of Members	Avg rx Cost (less copay)
1265523039	SCHWABE, MARIO	\$363,258.85	3,024	1,607	\$120.13
1497835466	JONES, EVAN	\$243,719.14	398	192	\$612.36
1831289891	RAHIM, MUSTAFA MD (7/1/05-)	\$172,391.31	2,883	633	\$59.80
1528170438	MUSCARI, MICHAEL	\$169,345.82	3,819	1,064	\$44.34
1649326075	SALMAN, MUHAMMAD	\$146,395.49	1,618	568	\$90.48
1629020326	SIEGEL, SCOTT	\$142,780.26	3,219	484	\$44.36
1376629592	SYED, SAFIULLAH	\$142,057.68	1,913	899	\$74.26
1124088380	DERAKHSHAN, IRAJ	\$136,878.51	1,805	875	\$75.83
1013933340	BRAUN JR, NOHL	\$132,838.00	1,662	740	\$79.93
1013933340	BRAUN, NOHL	\$132,838.00	1,662	740	\$79.93
1447239520	JEWELL, NOEL BRIAN MD	\$117,836.92	1,208	533	\$97.55
1174537831	PRIDDY, JEFFREY	\$117,130.85	1,085	530	\$107.95
1104965706	IVER, SHIVKUMAR L MD	\$111,521.79	1,389	559	\$80.29
1871579524	HASAN, MOHAMMAD	\$107,504.04	1,980	802	\$54.29
1184771016	JAFARY, HASSAN ARSHAD MD	\$103,164.35	1,439	496	\$71.69
1073546545	PUZZUOLI, GINA	\$103,004.30	1,029	383	\$100.10
1679599906	JUSTICE, JOHN	\$99,756.93	929	328	\$107.38
1275631384	MARTIN, SHEIDA	\$96,041.92	145	66	\$662.36
1487614004	ZAPPACOSTA, ANNE	\$87,634.24	720	242	\$121.71
1134231640	MANCHIN, JOHN	\$84,590.63	2,185	666	\$38.71

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Top 20 NPIs by Cost for JANUARY 2010

NPI NUM		# \$s	# Rxs	# of Members	Avg Rx Cost (less copay)
1174537831	PRIDDY, JEFFREY	\$190,698.48	1,857	813	\$102.69
1265523039	SCHWABE, MARIO	\$175,205.60	1,686	943	\$103.92
1497835466	JONES, EVAN	\$154,732.86	299	156	\$517.50
1831289891	RAHIM, MUSTAFA MD (7/1/05-)	\$148,163.66	2,833	705	\$52.30
1003994450	WALKER, DAVID	\$140,636.79	1,384	494	\$101.62
1649326075	SALMAN, MUHAMMAD	\$137,723.49	1,448	518	\$95.11
1528170438	MUSCARI, MICHAEL	\$131,156.61	3,088	918	\$42.47
1013933340	BRAUN JR, NOHL	\$130,945.18	1,653	747	\$79.22
1013933340	BRAUN, NOHL	\$130,945.18	1,653	747	\$79.22
1376629592	SYED, SAFIULLAH	\$116,951.58	1,618	778	\$72.28
1124088380	DERAKHSHAN, IRAJ	\$116,207.49	1,658	848	\$70.09
1629020326	SIEGEL, SCOTT	\$113,412.37	3,001	573	\$37.79
1871579524	HASAN, MOHAMMAD	\$103,721.21	1,973	817	\$52.57
1275631384	MARTIN, SHELDIA	\$93,500.06	177	65	\$528.25
1679599906	JUSTICE, JOHN	\$88,567.85	994	341	\$89.10
1104965706	IVER, SHIVKUMAR L MD	\$86,209.72	1,160	526	\$74.32
1902838824	SELLS, KENNETH	\$85,660.75	1,926	380	\$44.48
1740398239	JAFARY, HASSAN	\$83,614.25	1,383	358	\$60.46
1447239520	JEWELL, NOEL BRIAN MD	\$83,292.53	895	418	\$93.06
1487614004	ZAPPACOSTA, ANNE	\$79,916.76	734	258	\$108.88

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Top 20 NPIs by Utilization for JANUARY 2011

NPI NUM		# Ss	# Rxs	# of Members	Avg rx Cost (less copay)
1528170438	MUSCARI, MICHAEL	\$169,345.82	3,819	1,064	\$44.34
1629020326	SIEGEL, SCOTT	\$142,780.26	3,219	484	\$44.36
1265523039	SCHWABE, MARIO	\$363,258.85	3,024	1,607	\$120.13
1831289891	RAHIM, MUSTAFA MD (7/1/05-)	\$172,391.31	2,883	633	\$59.80
1134231640	MANCHIN, JOHN	\$84,590.63	2,185	666	\$38.71
1134231640	MANCHIN II, JOHN	\$84,590.63	2,185	666	\$38.71
1134231640	MANCHIN CLINIC (LAB),	\$84,590.63	2,185	666	\$38.71
1902838824	SELLS, KENNETH	\$83,947.18	2,017	388	\$41.62
1871579524	HASAN, MOHAMMAD	\$107,504.04	1,980	802	\$54.29
1376629592	SYED, SAFIULLAH	\$142,057.68	1,913	899	\$74.26
1124088380	DERAKHSHAN, IRAJ	\$136,878.51	1,805	875	\$75.83
1013933340	BRAUN JR, NOHL	\$132,838.00	1,662	740	\$79.93
1013933340	BRAUN, NOHL	\$132,838.00	1,662	740	\$79.93
1649326075	SALMAN, MUHAMMAD	\$146,395.49	1,618	568	\$90.48
1578675492	MUSCARI SR, SAMUEL	\$56,397.89	1,529	526	\$36.89
1760493043	WOLFE, BRANDON	\$73,488.79	1,485	405	\$49.49
1184771016	JAFARY, HASSAN ARSHAD MD	\$103,164.35	1,439	496	\$71.69
1104965706	IYER, SHIVKUMAR L MD	\$111,521.79	1,389	559	\$80.29
1740398239	JAFARY, HASSAN	\$62,855.24	1,374	313	\$45.75
1649336866	FAHEEM, AHMED	\$83,394.33	1,348	586	\$61.87

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Top 20 NPIs by Utilization for JANUARY 2010

NPI NUM		# Ss	# Rxs	# of Members	Avg Rx Cost (less copay)
1528170438	MUSCARI, MICHAEL	\$131,156.61	3,088	918	\$42.47
1629020326	SIEGEL, SCOTT	\$113,412.37	3,001	573	\$37.79
1831289891	RAHIM, MUSTAFA MD (7/1/05-)	\$148,163.66	2,833	705	\$52.30
1871579524	HASAN, MOHAMMAD	\$103,721.21	1,973	817	\$52.57
1902838824	SELLS, KENNETH	\$85,660.75	1,926	380	\$44.48
1174537831	PRIDDY, JEFFREY	\$190,698.48	1,857	813	\$102.69
1265523039	SCHWABE, MARIO	\$175,205.60	1,686	943	\$103.92
1124088380	DERAKHSHAN, IRAJ	\$116,207.49	1,658	848	\$70.09
1013933340	BRAUN JR, NOHL	\$130,945.18	1,653	747	\$79.22
1013933340	BRAUN, NOHL	\$130,945.18	1,653	747	\$79.22
1376629592	SYED, SAFIULLAH	\$116,951.58	1,618	778	\$72.28
1134231640	MANCHIN, JOHN	\$65,358.39	1,601	508	\$40.82
1134231640	MANCHIN II, JOHN	\$65,358.39	1,601	508	\$40.82
1134231640	MANCHIN CLINIC (LAB),	\$65,358.39	1,601	508	\$40.82
1649326075	SALMAN, MUHAMMAD	\$137,723.49	1,448	518	\$95.11
1003994450	WALKER, DAVID	\$140,636.79	1,384	494	\$101.62
1740398239	JAFAARY, HASSAN	\$83,614.25	1,383	358	\$60.46
1649356866	FAHEEM, AHMED	\$75,085.31	1,376	639	\$54.57
1578675492	MUSCARI SR, SAMUEL	\$50,864.83	1,316	439	\$38.65
1093814717	CHANEY, GREGORY	\$70,835.01	1,271	299	\$55.73

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Marketshare Summary and Therapeutic Class Marketshare Reports

West Virginia Marketshare Report

Q2 CY2011

Print Date: 8/2/2011 10:36:11AM

Data Date: 8/2/2011 10:35:00AM

Report Definitions:

Units: Unit quantity on the claims

Scripts: Count of prescriptions

% Scripts Mktshr: Number of scripts per product divided by the total
number of scripts per product's subcategory

Avg UM/Script: Units divided by scripts

Pre-Rebate Paid Amt: Paid amount on the claims

Avg Cost/Script: Paid amount divided by the number of scripts

MarketShare Summary

CATEGORY GROUP DESC	Managed		Unmanaged	
	SCRIPTS	MktShr %	SCRIPTS	MktShr %
UNMANAGED PRODUCT			323.631	21.50%
ANALGESICS, NARCOTIC			625	0.04%
ANTICONVULSANTS	117,122	7.78%	70	0.00%
CEPHALOSPORINS AND RELATED ANTIBIOTICS (Oral)	113,137	7.52%	29,123	1.94%
PROTON PUMP INHIBITORS	33,328	2.21%	140	0.01%
STIMULANTS AND RELATED AGENTS	56,907	3.78%	26	0.00%
HYPOGLYCEMICS	52,337	3.48%	25,685	1.71%
ANTIDEPRESSANTS, OTHER and SNRIs	25,413	1.69%	7,529	0.50%
Antidepressants, SsrIs	42,394	2.82%		
ANTI HISTAMINES, MINIMALLY SEDATING	48,190	3.20%		
ANGIOTENSIN MODULATORS	47,695	3.17%		
LIPOTROPICS, STATINS	47,633	3.17%		
NSAIDS	41,440	2.75%		
BRONCHODILATORS, BETA AGONIST	38,364	2.55%		
Antipsychotics, Atypical	36,994	2.46%		
BETA BLOCKERS and MISCELLANEOUS ANTIANGINALS (Oral)	34,821	2.31%		
LEUKOTRIENE MODIFIERS	33,952	2.26%		
MUSCLE RELAXANTS, ORAL	25,504	1.69%		
MACROLIDES/KETOLIDES (Oral)	23,721	1.58%		
SEDATIVE HYPNOTICS	21,613	1.44%		
COUGH & COLD	18,986	1.26%	8	0.00%
GLUCOCORTICOIDS, INHALED	8,855	0.59%	9,433	0.63%
INTRANASAL RHINITIS AGENTS	17,531	1.16%		
UNMANAGED PRODUCTS	16,739	1.11%	99	0.01%
LIPOTROPICS, OTHER (non-statins)			14,968	0.99%
MISC BRAND/GENERIC	13,777	0.92%		
CALCIUM CHANNEL BLOCKERS	13,744	0.91%		
PLATELET AGGREGATION INHIBITORS	12,576	0.84%		
PARATHYROID AGENTS	9,854	0.65%	2,576	0.17%
BRONCHODILATORS, ANTICHOLINERGIC	12,376	0.82%		
Glucocorticoids (Topical)	9,905	0.66%		
ANTIFUNGALS, TOPICAL	9,470	0.63%		
ANTIEMETICS	8,118	0.54%	731	0.05%
FLUOROQUINOLONES, ORAL	5,803	0.39%	2,409	0.16%
ANTIFUNGALS, ORAL	8,101	0.54%		
ANTIPARKINSON'S AGENTS (Oral)	7,655	0.51%		
OPHTHALMIC AGENTS	7,618	0.51%	1	0.00%
Anticoagulants	3,316	0.22%	3,831	0.25%
PEDICULICIDES/SCABICIDES, TOPICAL	5,979	0.40%	313	0.02%
BLADDER RELAXANT PREPARATIONS	5,554	0.37%		
Tetracyclines	4,535	0.30%	26	0.00%
IMPETIGO AGENTS, TOPICAL	4,247	0.28%		
PRENATAL VITAMINS	4,126	0.27%	6	0.00%
BPH AGENTS	3,691	0.25%		
ACNE AGENTS, TOPICAL	3,334	0.22%	332	0.02%
ANTIMIGRAINE AGENTS, TRIPTANS	3,452	0.23%	211	0.01%
OTIC FLUOROQUINOLONES	3,226	0.21%	42	0.00%
BONE RESORPTION SUPPRESSION AND RELATED AGENTS	3,235	0.21%		
ANTIVIRALS (Oral)	2,861	0.19%	39	0.00%
Hyperuricemia And Gout Agents	2,440	0.16%		
OPHTHALMICS, GLAUCOMA AGENTS	2,173	0.14%		
ALZHEIMER'S AGENTS	1,659	0.11%	3	0.00%
ULCERATIVE COLITIS AGENTS	963	0.06%	7	0.00%
ANALGESICS, TOPICAL	821	0.05%	147	0.01%
CYTOKINE & CAM ANTAGONISTS	797	0.05%		
PANCREATIC ENZYMES	611	0.04%	61	0.00%
GENITAL WARTS AGENTS	468	0.03%		
ATOPIC DERMATITIS	211	0.01%	203	0.01%
MULTIPLE SCLEROSIS AGENTS	410	0.03%		
Vaginal Antibacterials	397	0.03%		
HEPATITIS TREATMENTS	371	0.02%		
Antivirals (Topical)	352	0.02%		
GROWTH HORMONE	327	0.02%		
ANDROGENIC AGENTS	299	0.02%	2	0.00%
PHOSPHATE BINDERS	282	0.02%	6	0.00%
PULMONARY ANTIHYPERTENSIVES	266	0.02%		
ERYTHROPOIESIS STIMULATING PROTEINS	113	0.01%		
	79	0.01%		

Table of Contents

ACNE AGENTS, TOPICAL	9
ANTI-INFECTIVE	9
RETINOIDS	9
KERATOLYTICS	9
COMBINATION	9
UNMANAGED TOPICAL ACNE	10
ALZHEIMER'S AGENTS	11
CHOLINESTERASE INHIBITORS	11
NMDA RECEPTOR ANTAGONIST	11
UNMANAGED ALZHEMER'S AGENTS	11
ANALGESICS, NARCOTIC	12
SHORT ACTING ANALGESICS	12
LONG ACTING ANALGESICS	13
UNMANAGED ANALGESICS	13
ANALGESICS, TOPICAL	14
ANALGESICS, TOPICAL	14
ANDROGENIC AGENTS	15
ANDROGENIC AGENTS	15
UNMANAGED ANDROGENICS	15
ANGIOTENSIN MODULATORS	16
ACE INHIBITORS	16
ACE INHIBITOR COMBINATIONS	16
RECEPTOR BLOCKERS (ARBs)	16
ARB COMBINATIONS	17
DIRECT RENIN INHIBITORS	17
Anticoagulants	19
INJECTABLE ANTICOAGULANTS	19
Anticoagulants, Oral	19
Unmanaged Anticoagulants	19
ANTICONVULSANTS	20
ADJUVANTS	20
BARBITURATES	21

Table of Contents (cntd)

BENZODIAZEPINES	21
HYDANTOINS	21
SUCCINIMIDES	21
UNMANAGED ANTICONVULSANTS	21
ANTIDEPRESSANTS, OTHER and SNRIs	23
Non-SSRIs and SNRIs	23
SELECTED TCAs	23
UNMANAGED ANTIDEPRESSANTS	23
Antidepressants, Ssris	25
Antidepressants: Ssris	25
ANTIEMETICS	26
5HTS RECEPTOR BLOCKERS	26
CANNABINOIDS	26
SUBSTANCE P ANTAGONISTS	26
UNMANAGED ANTIEMTICS	26
ANTIFUNGALS, ORAL	27
ORAL ANTIFUNGALS	27
ANTIFUNGALS, TOPICAL	28
ANTIFUNGALS	28
ANTIFUNGAL/STEROIDS	28
UNMANAGED ANTIFUNGALS	28
ANTIHISTAMINES, MINIMALLY SEDATING	29
ANTIHISTAMINES	29
ANTIHISTAMINE/DECONGESTANT COMBO	29
ANTIMIGRAINE AGENTS, TRIPTANS	30
TRIPTANS	30
TRIPTAN COMBINATIONS	30
UNMANAGED ANTIMIGRAINE	30
ANTIPARKINSON'S AGENTS (Oral)	31
ANTICHOLINERGICS	31
COMT INHIBITORS	31
DOPAMINE AGONISTS	31

Table of Contents (cntd)

OTHER AGENTS	31
UNMANAGED ANTIPARKINSON	31
Antipsychotics, Atypical	32
Single Ingredient	32
SSRI COMBINATIONS	32
ANTIVIRALS (Oral)	33
ANTI HERPES	33
ANTI INFLUENZA	33
Antivirals (Topical)	34
Antivirals (Topical)	34
ATOPIC DERMATITIS	35
ATOPIC DERMATITIS	35
BETA BLOCKERS and MISCELLANEOUS ANTIANGINALS (Oral)	36
BETA BLOCKERS	36
BETA BLOCKER-DIURETIC COMBO	36
BETA AND ALPHA BLOCKERS	36
ANTIANGINALS	36
BLADDER RELAXANT PREPARATIONS	38
BLADDER RELAXANT AGENTS	38
UNMANAGED BLADDER RELAXANT	38
BONE RESORPTION SUPPRESSION AND RELATED AGENTS	39
BISPHOSPHONATES	39
OTHER AGENTS	39
UNMANAGED BONE RESORPTION	39
BPH AGENTS	40
5AR INHIBITORS	40
ALPHA BLOCKERS	40
UNMANAGED BPH AGENTS	40
BRONCHODILATORS, ANTICHOLINERGIC	41
ANTICHOLINERGIC	41
ANTICHOLINERGIC COMBO	41

Table of Contents (cntd)

BRONCHODILATORS, BETA AGONIST	42
INHALATION SOLUTION	42
INHALERS, LONG-ACTING	42
INHALERS, SHORT-ACTING	42
ORAL BETA AGONISTS	42
CALCIUM CHANNEL BLOCKERS	43
LONG-ACTING	43
SHORT-ACTING	43
CEPHALOSPORINS AND RELATED ANTIBIOTICS (Oral)	44
BETA LACTAM INHIBITOR COMBO	44
CEPHALOSPORINS	44
UNMANAGED ANTIBIOTICS	44
COUGH & COLD	45
ANTI-HISTAMINES, 1ST GENERATION	45
ANTITUSSIVE-ANTI-HISTAMINE	45
ANTI-HISTAMINE-ANTITUSSIVE-DECONG	45
Antitussives - Non-Narcotic	45
DECONGESTANTS	45
ANTITUSSIVES-EXPECTORANTS	45
DECONG-ANTI-HISTAMINE-ANTICHOLIN	45
DECONGESTANT-ANTI-HISTAMINE	46
NARCOTIC ANTITUSSIVE-EXPEC COMBO	46
UNMANAGED COUGH & COLD	46
CYTOKINE & CAM ANTAGONISTS	47
CYTOKINE & CAM ANTAGONISTS	47
UNMANAGED	47
ERYTHROPOIESIS STIMULATING PROTEINS	48
STIMULATING PROTEINS	48
FLUOROQUINOLONES, ORAL	49
ORAL FLUOROQUINOLONES	49
GENITAL WARTS AGENTS	50
GENITAL WARTS AGENTS	50

Table of Contents (cntd)

UNMANAGED GENITAL WARTS	50
GLUCOCORTICOIDS, INHALED	51
GLUCOCORTICOIDS	51
GLUCOCORTICOID COMBO	51
Glucocorticoids (Topical)	52
Glucocorticoids (Topical) - Very High An	52
Glucocorticoids (Topical) - Med Potency	52
Glucocorticoids (Topical) - Low Potency	52
GROWTH HORMONE	54
GROWTH HORMONE	54
UNMANAGED GROWTH HORMONES	54
HEPATITIS TREATMENTS	55
HEPATITIS B	55
HEPATITIS C	55
Hyperuricemia And Gout Agents	56
Antimitotics	56
Antimitotic - Uricosuric Combination	56
Uricosuric	56
Xanthine Oxidase Inhibitors	56
HYPOGLYCEMICS	57
INJECTABLE INCRETIN MIMETICS/ENHANCERS	57
ORAL INCRETIN MIMETICS/ENHANCERS	57
INSULINS	57
MEGLITINIDES	58
THIAZOLIDINEDIONES	58
TZD COMBINATIONS	58
UNMANAGED HYPOGLYCEMICS	58
IMPETIGO AGENTS, TOPICAL	60
IMPETIGO AGENTS, TOPICAL	60
UNMANAGED IMPETIGO AGENTS	60
INTRANASAL RHINITIS AGENTS	61
ANTICHOLINERGICS	61

Table of Contents (cntd)

ANTI-HISTAMINES	61
CORTICOSTEROIDS	61
UNMANAGED INTRANASAL RHINITIS	61
LEUKOTRIENE MODIFIERS	62
LEUKOTRIENE MODIFIERS	62
LIPOTROPICS, OTHER (non-statins)	63
BILE ACID SEQUESTRANTS	63
CHOLESTEROL ABSORB INHIB	63
FATTY ACIDS	63
FIBRIC ACID DERIVATIVES	63
NIACIN	63
LIPOTROPICS, STATINS	64
STATINS	64
STATIN COMBINATIONS	64
MACROLIDES/KETOLIDES (Oral)	65
MACROLIDES	65
MULTIPLE SCLEROSIS AGENTS	66
Ms Agents: Interferons	66
Ms Agents: Non-Interferons	66
MUSCLE RELAXANTS, ORAL	67
ORAL MUSCLE RELAXANTS	67
SPASTICITY RELAXANT AGENTS	67
NSAIDS	68
NONSELECTIVE	68
GI PROTECTANT COMBO	68
COX-II SELECTIVE	68
OPHTHALMIC AGENTS	70
Oph Fq And Select Macrolides	70
ANTI-INFLAMMATORIES	70
ALLERGIC CONJUNCTIVITIS	70
UNMANAGED OPHTHALMIC	71

Table of Contents (cntd)

OPHTHALMICS, GLAUCOMA AGENTS	72
COMBINATION AGENTS	72
BETA BLOCKERS	72
CARBONIC ANHYDRASE INHIB	72
PARASYMPATHOMIMETICS	72
PROSTAGLANDIN ANALOGS	72
SYMPATHOMIMETICS	72
UNMANAGED GLAUCOMA	72
OTIC FLUOROQUINOLONES	74
OTIC FLUOROQUINOLONES	74
PANCREATIC ENZYMES	75
PANCREATIC ENZYMES	75
PARATHYROID AGENTS	76
Parathyroid Agents	76
PEDICULICIDES/SCABICIDES, TOPICAL	77
PEDICULICIDES/SCABICIDES	77
PHOSPHATE BINDERS	78
PHOSPHATE BINDERS	78
PLATELET AGGREGATION INHIBITORS	79
PLATELET AGGREGATION INHIB	79
UNMANAGED	79
PRENATAL VITAMINS	80
Prenatal Vitamins	80
PROTON PUMP INHIBITORS	82
PROTON PUMP INHIBITORS	82
UNMANAGED PROTON PUMP INHIB	82
PULMONARY ANTIHYPERTENSIVES	83
ENDOTHELIN RECEPTOR ANTAGONISTS	83
Pulmonary Antihypertensives: Pde5s	83
Pulmonary Antihypertensives: Prostacycli	83
SEDATIVE HYPNOTICS	84

Table of Contents (cntd)

BENZODIAZEPINES	84
OTHERS	84
UNMANAGED	84
STIMULANTS AND RELATED AGENTS	85
AMPHETAMINES	85
NON-AMPHETAMINE	85
UNMANAGED STIMULANTS	85
Tetracyclines	87
Tetracyclines	87
ULCERATIVE COLITIS AGENTS	88
ORAL	88
RECTAL	88
UNMANAGED	88
Vaginal Antibacterials	89
Vaginal Antibacterials	89
MISC BRAND/GENERIC	90
INJECTIBLES	90
OTHER	90
UNMANAGED PRODUCTS	91
UNMANAGED OTHER	91
UNMANAGED PRODUCT	92
Acne Therapy Systemic - Retinoids & Derivatives	92

PDL CATEGORY			PDL Status	Units	Scripts	% Scripts Mktshr	Avg UM/Script	Pre-Rebate Paid Amt	Avg Cost/Script
Drug Name	B/G	Route							

UNMANAGED PRODUCT

Urinary Antibacterials Other Totals:	3	100.00%	2	\$220	\$73.34
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Urinary Anti-infective Methenamine-Antispas-Analg Combin

METHENAMINE/METHYLENE BLUE/SALICYLATE/SODIUM PHOS/HYOSCY

URELLE	B	ORAL	330	6	60.00%	55	\$1,022	\$170.40
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METHENAMINE/METHYLENE BLUE/SODIUM PHOS/PNYL SAL/HYOSC SUL

METHENAMINE/METHYLENE BLUE/SODIUM PHOS/PNYL SAL/HYOSC SUL	G	ORAL	150	2	20.00%	75	\$128	\$64.15
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UTIRA-C	B	ORAL	120	2	20.00%	60	\$164	\$82.14
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Urinary Anti-infective Methenamine-Antispas-Analg Combinatio	10	100.00%	60	\$1,315	\$131.50
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Urinary Anti-infective Methenamine-Antispasmodic Combin

METHENAMINE/SODIUM PHOSPHATE, MONOBASIC/METH BLUE/HYOSC SUL

UROGESIC-BLUE	B	ORAL	60	2	100.00%	30	\$39	\$19.35
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Urinary Anti-infective Methenamine-Antispasmodic Combinatio	2	100.00%	30	\$39	\$19.35
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Urinary Retention Therapy - Parasympathomimetic Agents

BETHANECHOL CHLORIDE

BETHANECHOL CHLORIDE	G	ORAL	9,578	122	100.00%	79	\$3,152	\$25.84
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Urinary Retention Therapy - Parasympathomimetic Agents Tota	122	100.00%	79	\$3,152	\$25.84
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Vaccine Bacterial - Gram Positive Cocci

PNEUMOCOCCAL 23-VAL P-SAC VAC

PNEUMOVAX 23	B	INJECTION	1	1	100.00%	1	\$54	\$53.67
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Vaccine Bacterial - Gram Positive Cocci Totals:	1	100.00%	1	\$54	\$53.67
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Vaginal Antifungal - Amphoteric Polyene Macrolides

NYSTATIN

NYSTATIN	G	VAGINAL	106	8	100.00%	13	\$445	\$55.59
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Vaginal Antifungal - Amphoteric Polyene Macrolides Totals:	8	100.00%	13	\$445	\$55.59
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Vaginal Antifungal - Triazoles

TERCONAZOLE

TERAZOL 3	B	VAGINAL	6	2	0.30%	3	\$57	\$28.46
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TERCONAZOLE	G	VAGINAL	22,292	674	99.70%	33	\$13,132	\$19.48
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Vaginal Antifungal - Triazoles Totals:	676	100.00%	33	\$13,189	\$19.51
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Vaginal Antiseptics

ACETIC ACID/RICINOLEIC ACID/OXYQUINOLINE

ACETIC ACID/RICINOLEIC ACID/OXYQUINOLINE	G	VAGINAL	85	1	100.00%	85	\$29	\$28.50
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Vaginal Antiseptics Totals:	1	100.00%	85	\$29	\$28.50
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Vaginal Estrogens

PDL CATEGORY			PDL Status	Units	Scripts	% Scripts Mktshr	Avg UM/Script	Pre-Rebate Paid Amt	Avg Cost/Script
Drug Name	B/G	Route							

UNMANAGED PRODUCT

Vaginal Estrogens

ESTRADIOL

ESTRACE	B	VAGINAL		5,610	132	29.14%	43	\$16,014	\$121.32
ESTRING	B	VAGINAL		6	6	1.32%	1	\$1,080	\$180.05
VAGIFEM	B	VAGINAL		1,106	83	18.32%	13	\$7,240	\$87.23

ESTRADIOL ACETATE

FEMRING	B	VAGINAL		20	20	4.42%	1	\$3,681	\$184.04
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ESTROGENS, CONJUGATED

PREMARIN	B	VAGINAL		9,010	212	46.80%	43	\$25,198	\$118.86
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Vaginal Estrogens Totals: 453 100.00% 35 \$53,213 \$117.47

Vaginal Progestins

PROGESTERONE, MICRONIZED

CRINONE	B	VAGINAL		1	1	100.00%	1	\$9	\$9.14
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Vaginal Progestins Totals: 1 100.00% 1 \$9 \$9.14

Vitamins - B-12

CYANOCOBALAMIN (VITAMIN B-12)

CYANOCOBALAMIN (VITAMIN B-12)	G	INJECTION		7,820	2,256	100.00%	3	\$14,182	\$6.29
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Vitamins - B-12 Totals: 2,256 100.00% 3 \$14,182 \$6.29

Vitamins - C

ASCORBIC ACID

ASCORBIC ACID	G	INJECTION		18	3	100.00%	6	\$26	\$8.53
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Vitamins - C Totals: 3 100.00% 6 \$26 \$8.53

Vitamins - Folic Acid

FOLIC ACID

DULEEK-DP 15	B	ORAL		330	11	0.14%	30	\$541	\$49.22
DULEEK-DP 7.5	B	ORAL		150	5	0.06%	30	\$258	\$51.62
FOLIC ACID	G	ORAL		243,651	6,374	81.05%	38	\$30,418	\$4.77

LEVOMEFOLATE CALCIUM

DEPLIN	B	ORAL		36,307	1,175	14.94%	31	\$76,298	\$64.93
LEVOMEFOLATE CALCIUM	G	ORAL		10,480	299	3.80%	35	\$17,934	\$59.98

Vitamins - Folic Acid Totals: 7,864 100.00% 37 \$125,450 \$15.95

Vitamins - K

PHYTONADIONE

MEPHYTON	B	ORAL		1,862	88	98.88%	21	\$11,073	\$125.83
PHYTONADIONE	G	INJECTION		1	1	1.12%	1	\$17	\$16.63

Vitamins - K Totals: 89 100.00% 21 \$11,089 \$124.60

Wound Care - Growth Factor Agents

BECAPLERMIN

REGANEX	B	TOPICAL		60	3	100.00%	20	\$2,365	\$788.28
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PDL CATEGORY			PDL Status						
Drug Name	B/G	Route		Units	Scripts	% Scripts Mktshr	Avg UM/Script	Pre-Rebate Paid Amt	Avg Cost/Script
UNMANAGED PRODUCT									
Wound Care - Growth Factor Agents Totals:				3	100.00%	20	\$2,365	\$788.28	
UNMANAGED PRODUCT Totals:				323,631	21.50%	73	\$12,527,867	\$38.71	

Generic Compliance Report

West Virginia

Generic Percent Report

2nd Qtr 2011

CATEGORY GROUP DESCR	SCRIPTS	QUANTIT	PAID AMT	GENERIC	PRIOR QTR
ACNE AGENTS, TOPICAL	3452	271,267	\$155,214	92.2%	91.1%
ALZHEIMER'S AGENTS	963	34,642	\$195,686	4.9%	5.9%
ANALGESICS, NARCOTIC	117122	7,470,027	\$2,905,293	97.4%	97.4%
ANALGESICS, TOPICAL	797	33,873	\$29,820	89.1%	89.2%
ANDROGENIC AGENTS	282	41,433	\$91,642	0.0%	0.0%
ANGIOTENSIN MODULATORS	47633	1,586,712	\$1,464,984	74.8%	73.9%
Anticoagulants	5979	194,250	\$696,908	85.8%	87.7%
ANTICONVULSANTS	113137	9,118,100	\$4,403,466	88.7%	88.9%
ANTIDEPRESSANTS, OTHER and SNRIs	42394	1,525,356	\$2,896,673	69.3%	69.8%
Antidepressants, Ssris	48190	1,739,164	\$1,259,128	80.6%	80.4%
ANTIEMETICS	5803	77,314	\$115,045	98.8%	98.3%
ANTIFUNGALS, ORAL	7655	319,894	\$136,749	99.7%	99.5%
ANTIFUNGALS, TOPICAL	8118	368,386	\$123,956	99.6%	99.6%
ANTI HISTAMINES, MINIMALLY SEDATING	47663	2,487,820	\$450,195	99.4%	99.1%
ANTIMIGRAINE AGENTS, TRIPTANS	3226	26,815	\$128,814	91.5%	93.3%
ANTIPARKINSON'S AGENTS (Oral)	7618	363,985	\$129,999	99.3%	99.4%
Antipsychotics, Atypical	34821	1,506,958	\$10,813,000	34.0%	33.8%
ANTIVIRALS (Oral)	2440	92,025	\$286,747	41.8%	11.2%
Antivirals (Topical)	327	981	\$33,128	0.0%	0.0%
ATOPIC DERMATITIS	410	24,900	\$82,481	0.0%	0.0%
BETA BLOCKERS and MISCELLANEOUS ANTIANGINALS (Oral)	33952	1,536,356	\$559,360	98.6%	98.7%
BLADDER RELAXANT PREPARATIONS	4535	191,557	\$355,867	56.4%	56.7%
BONE RESORPTION SUPPRESSION AND RELATED AGENTS	2861	18,586	\$91,049	78.4%	79.1%
BPH AGENTS	3334	108,091	\$81,639	88.8%	88.4%
BRONCHODILATORS, ANTICHOLINERGIC	9905	559,323	\$1,642,837	15.3%	16.7%
BRONCHODILATORS, BETA AGONIST	36994	2,312,037	\$1,361,840	28.2%	36.9%
CALCIUM CHANNEL BLOCKERS	12576	427,918	\$203,649	100.0%	100.0%
CEPHALOSPORINS AND RELATED ANTIBIOTICS (Oral)	33328	2,193,993	\$836,512	99.8%	99.6%
COUGH & COLD	8845	1,341,647	\$67,601	93.1%	100.0%
CYTOKINE & CAM ANTAGONISTS	611	2,093	\$1,138,243	0.0%	0.0%
ERYTHROPOIESIS STIMULATING PROTEINS	79	292	\$52,108	0.0%	0.0%
FLUOROQUINOLONES, ORAL	8101	117,216	\$521,539	62.6%	55.7%
GENITAL WARTS AGENTS	211	2,424	\$54,064	2.8%	2.8%
Glucocorticoids (Topical)	9470	514,345	\$211,773	99.9%	99.8%
GLUCOCORTICOIDS, INHALED	17531	721,194	\$3,557,732	0.3%	0.4%
GROWTH HORMONE	299	2,001	\$942,647	0.0%	0.0%
HEPATITIS TREATMENTS	352	23,094	\$483,554	45.2%	44.7%
Hyperuricemia And Gout Agents	2173	77,511	\$45,086	87.6%	75.9%
HYPOGLYCEMICS	25413	764,927	\$5,796,184	0.0%	0.0%
IMPETIGO AGENTS, TOPICAL	4126	98,455	\$56,850	99.7%	99.8%
INTRANASAL RHINITIS AGENTS	16739	280,314	\$1,121,350	45.9%	46.2%
LEUKOTRIENE MODIFIERS	25504	767,559	\$3,293,267	0.0%	0.0%
LIPOTROPICS, OTHER (non-statins)	13777	604,861	\$1,408,611	19.0%	18.6%
LIPOTROPICS, STATINS	41440	1,241,154	\$2,665,127	53.4%	52.9%
MACROLIDES/KETOLIDES (Oral)	21613	316,716	\$349,026	99.4%	99.6%

MISC BRAND/GENERIC	13744	345,815	\$1,337,163	6.4%	8.2%
MULTIPLE SCLEROSIS AGENTS	397	3,106	\$1,204,581	0.0%	0.0%
MUSCLE RELAXANTS, ORAL	23721	1,441,074	\$207,881	99.9%	99.9%
NSAIDS	38364	2,233,054	\$410,709	99.0%	99.1%
OPHTHALMIC AGENTS	3316	13,390	\$312,204	7.7%	10.3%
OPHTHALMICS, GLAUCOMA AGENTS	1659	9,258	\$144,626	20.4%	18.3%
OTIC FLUOROQUINOLONES	3235	24,119	\$277,677	29.7%	29.9%
PANCREATIC ENZYMES	468	139,300	\$268,055	0.0%	0.0%
PARATHYROID AGENTS	12376	80,064	\$188,496	98.6%	98.3%
PEDICULICIDES/SCABICIDES, TOPICAL	5554	361,556	\$307,545	72.0%	74.4%
PHOSPHATE BINDERS	266	47,246	\$85,001	11.3%	5.8%
PLATELET AGGREGATION INHIBITORS	9854	316,543	\$1,656,849	7.0%	7.3%
PRENATAL VITAMINS	3691	110,505	\$25,512	95.7%	96.3%
PROTON PUMP INHIBITORS	56907	1,807,655	\$9,471,233	3.3%	3.0%
PULMONARY ANTIHYPERTENSIVES	113	9,271	\$447,891	0.0%	0.0%
SEDATIVE HYPNOTICS	18986	563,247	\$250,470	97.9%	97.9%
STIMULANTS AND RELATED AGENTS	52337	2,049,984	\$7,772,415	22.3%	21.5%
Tetracyclines	4247	132,991	\$39,776	99.8%	99.8%
ULCERATIVE COLITIS AGENTS	821	162,404	\$210,277	16.6%	19.3%
Vaginal Antibacterials	371	22,242	\$12,655	35.0%	40.1%
OVERALL GENERIC PERCENTAGE (MANAGED AND UNMANAGED PRODUCT)	0	0	\$0	74.4%	75.2%

PDL Compliance Report

West Virginia

PDL Compliance Report

2nd Qtr 2011

CATEGORY GROUP DESCR	SCRIPTS	QUANTITY	PAID AMT	PREFERRED	PRIOR QTR
ACNE AGENTS, TOPICAL	3,452	271,267	\$155,214	99.0%	99.0%
ALZHEIMER'S AGENTS	963	34,642	\$195,686	95.1%	93.9%
ANALGESICS, NARCOTIC	117,122	7,470,027	\$2,905,293	99.5%	99.4%
ANALGESICS, TOPICAL	797	33,873	\$29,820	89.1%	89.2%
ANDROGENIC AGENTS	282	41,433	\$91,642	98.2%	97.5%
ANGIOTENSIN MODULATORS	47,633	1,586,712	\$1,464,984	99.9%	99.9%
Anticoagulants	5,979	194,250	\$696,908	99.2%	99.0%
ANTICONVULSANTS	113,137	9,118,100	\$4,403,466	97.0%	97.0%
ANTIDEPRESSANTS, OTHER and SNRIs	42,394	1,525,356	\$2,896,673	97.9%	98.0%
Antidepressants, SsrIs	48,190	1,739,164	\$1,259,128	99.7%	99.7%
ANTIEMETICS	5,803	77,314	\$115,045	99.1%	99.3%
ANTIFUNGALS, ORAL	7,655	319,894	\$136,749	98.6%	98.6%
ANTIFUNGALS, TOPICAL	8,118	368,386	\$123,956	99.8%	99.8%
ANTIHIISTAMINES, MINIMALLY SEDATING	47,663	2,487,820	\$450,195	98.3%	97.8%
ANTIMIGRAINE AGENTS, TRIPTANS	3,226	26,815	\$128,814	93.8%	94.6%
ANTIPARKINSON'S AGENTS (Oral)	7,618	363,985	\$129,999	98.3%	98.2%
Antipsychotics, Atypical	34,821	1,506,958	\$10,813,000	79.0%	78.8%
ANTIVIRALS (Oral)	2,440	92,025	\$286,747	99.1%	99.8%
Antivirals (Topical)	327	981	\$33,128	89.0%	90.9%
ATOPIC DERMATITIS	410	24,900	\$82,481	100.0%	100.0%
BETA BLOCKERS and MISCELLANEOUS ANTIANGINALS (Oral)	33,952	1,536,356	\$559,360	98.6%	98.7%
BLADDER RELAXANT PREPARATIONS	4,535	191,557	\$355,867	99.5%	99.0%
BONE RESORPTION SUPPRESSION AND RELATED AGENTS	2,861	18,586	\$91,049	80.3%	81.1%
BPH AGENTS	3,334	108,091	\$81,639	99.6%	99.7%
BRONCHODILATORS, ANTICHOLINERGIC	9,905	559,323	\$1,642,837	99.0%	98.9%
BRONCHODILATORS, BETA AGONIST	36,994	2,312,037	\$1,361,840	96.9%	95.6%
CALCIUM CHANNEL BLOCKERS	12,576	427,918	\$203,649	99.2%	99.3%
CEPHALOSPORINS AND RELATED ANTIBIOTICS (Oral)	33,328	2,193,993	\$836,512	99.9%	99.9%
COUGH & COLD	8,845	1,341,647	\$67,601	90.4%	36.5%
CYTOKINE & CAM ANTAGONISTS	611	2,093	\$1,138,243	97.5%	97.3%
ERYTHROPOIESIS STIMULATING PROTEINS	79	292	\$52,108	89.9%	83.6%
FLUOROQUINOLONES, ORAL	8,101	117,216	\$521,539	99.9%	99.9%
GENITAL WARTS AGENTS	211	2,424	\$54,064	96.2%	94.4%
Glucocorticoids (Topical)	9,470	514,345	\$211,773	99.8%	99.8%
GLUCOCORTICOIDS, INHALED	17,531	721,194	\$3,557,732	89.1%	85.8%
GROWTH HORMONE	299	2,001	\$942,647	94.0%	93.1%
HEPATITIS TREATMENTS	352	23,094	\$483,554	97.7%	98.2%
Hyperuricemia And Gout Agents	2,173	77,511	\$45,086	87.6%	75.9%
HYPOGLYCEMICS	25,413	764,927	\$5,796,184	97.0%	97.1%
IMPETIGO AGENTS, TOPICAL	4,126	98,455	\$56,850	99.7%	99.9%
INTRANASAL RHINITIS AGENTS	16,739	280,314	\$1,121,350	92.8%	93.1%
LEUKOTRIENE MODIFIERS	25,504	767,559	\$3,293,267	100.0%	100.0%

LIPOTROPICS, OTHER (non-statins)	13,777	604,861	\$1,408,611	91.1%	91.6%
LIPOTROPICS, STATINS	41,440	1,241,154	\$2,665,127	98.7%	98.6%
MACROLIDES/KETOLIDES (Oral)	21,613	316,716	\$349,026	99.3%	99.6%
MISC BRAND/GENERIC	13,744	345,815	\$1,337,163	97.3%	96.3%
MULTIPLE SCLEROSIS AGENTS	397	3,106	\$1,204,581	92.9%	95.3%
MUSCLE RELAXANTS, ORAL	23,721	1,441,074	\$207,881	99.7%	99.7%
NSAIDS	38,364	2,233,054	\$410,709	99.0%	99.0%
OPHTHALMIC AGENTS	3,316	13,390	\$312,204	97.7%	96.8%
OPHTHALMICS, GLAUCOMA AGENTS	1,659	9,258	\$144,626	98.5%	98.5%
OTIC FLUOROQUINOLONES	3,235	24,119	\$277,677	99.9%	99.9%
PANCREATIC ENZYMES	468	139,300	\$268,055	99.6%	98.9%
PARATHYROID AGENTS	12,376	80,064	\$188,496	80.5%	81.9%
PEDICULICIDES/SCABICIDES, TOPICAL	5,554	361,556	\$307,545	99.6%	99.7%
PHOSPHATE BINDERS	266	47,246	\$85,001	88.7%	94.2%
PLATELET AGGREGATION INHIBITORS	9,854	316,543	\$1,656,849	96.3%	96.6%
PRENATAL VITAMINS	3,691	110,505	\$25,512	18.0%	21.1%
PROTON PUMP INHIBITORS	56,907	1,807,655	\$9,471,233	99.1%	99.1%
PULMONARY ANTIHYPERTENSIVES	113	9,271	\$447,891	88.5%	92.0%
SEDATIVE HYPNOTICS	18,986	563,247	\$250,470	96.1%	95.9%
STIMULANTS AND RELATED AGENTS	52,337	2,049,984	\$7,772,415	97.9%	98.5%
Tetracyclines	4,247	132,991	\$39,776	99.6%	99.7%
ULCERATIVE COLITIS AGENTS	821	162,404	\$210,277	98.8%	98.8%
Vaginal Antibacterials	371	22,242	\$12,655	97.6%	98.5%
OVERALL PREFERRED PERCENTAGE (SCRIPTS)	0	0	\$0	97.0%	95.4%
OVERALL PREFERRED PERCENTAGE (SCRIPTS)	0	0	\$0	97.3%	97.3%
WITHOUT PRENATAL VITAMINS AND COUGH & COLD					

PDL Change Report

**West Virginia Medicaid PDL
Recommended Changes Summary
Pharmaceutical and Therapeutics Committee Meeting
April 27, 2011**

TOPIC	Current PDL Status	7/1/11 Planned PDL Status	Recommend Grandfather existing users	Comments
ANALGESICS, NARCOTIC - SHORT ACTING (Non-parenteral)				
ABSTRAL (fentanyl)	New Dosage Form	Non-Preferred	N/A	
ANALGESICS, NARCOTIC - LONG ACTING (Non-parenteral)				
BUTRANS (buprenorphine)	New Dosage Form	Non-Preferred	N/A	
ANDROGENIC AGENTS				
FORTESTA (testosterone)	New Dosage Form	Non-Preferred	N/A	
ANGIOTENSIN MODULATORS				
AMTURNIDE (aliskiren/amlodipine/HCTZ)	New Drug Combination	Preferred	N/A	
ANTIPSORIATIC AGENTS - TOPICAL				
calcipotriene ointment	Not Managed	Preferred	N/A	
calcipotriene solution	Not Managed	Non-Preferred	No	
DOVONEX (calcipotriene)	Not Managed	Preferred	N/A	
TACLONEX (calcipotriene/betamethasone)	Not Managed	Non-Preferred	No	
TAZORAC (tazarotene)	Preferred*	Preferred	N/A	*Currently managed as an anti-acne product
VECTICAL (calcitriol)	Not Managed	Non-Preferred	No	

ANTIPSYCHOTICS, ATYPICAL				
LATUDA (lurasidone)	New Drug	Non-Preferred	N/A	
GENITAL WARTS AGENTS				
ZYCLARA (imiquimod)	Not Listed	Non-Preferred	N/A (New Indication)	
H. PYLORI TREATMENTS – ANTI-INFECTION COMBINATIONS				
bismuth subsalicylate	Not Managed	Preferred	N/A	
HELIDAC (bismuth/metronidazole/tetracycline)	Not Managed	Non-Preferred	No	
PREVPAC (lansoprazole/amoxicillin/clarithromycin)	Not Managed	Non-Preferred	No	
PYLERA (bismuth/metronidazole/tetracycline)	Not Managed	Non-Preferred	No	
MISC. BRAND/GENERIC				
NEXICLON XR (clonidine)	Not Managed	Non-Preferred	No	
OPHTHALMICS FOR ALLERGIC CONJUNCTIVITIS				
LASTACAPT (alcaftadine)	New Drug	Non-Preferred	N/A	
PEDICULICIDES/SCABICIDES (Topical)				
NATROBA (spinosad)	New Drug	Non-Preferred	N/A	
SEDATIVE HYPNOTICS				
ZOLPIMIST (zolpidem)	New Dosage Form	Non-Preferred	N/A	
STIMULANTS AND RELATED AGENTS				
KAPVAY (clonidine)	New Dosage Form	Non-Preferred	N/A	

SMAAC Dispute Report

