



DRUGS THAT LOST PATENT PROTECTION

February 25 – March 3 2009

BRAND NAME	GENERIC NAME	INDICATION
TESLASCAN	mangafodipir trisodium	Diagnostic
PREVACID	lansoprazole	GERD/Ulcers
PREVACID NAPRAPAC 500 (COPACKAGED)	lansoprazole; naproxen	Arthritis
PREVPAC	amoxicillin; clarithromycin; lansoprazole	<i>H pylori</i> Ulcers

COMMENTS: Check your formularies to ensure that patients are paying generic copays for these drugs.

THE GIFT BAN WAVE

Look for other states to join the ban on gifts to doctors from the pharmaceutical industry.

Massachusetts has become the first state to institute such a ban. If consumer groups, including the AARP, Consumers Union, and the Center for Medical Consumers, succeed, New York may be the next state to institute the restriction.

Gifts to physicians worth more than \$50 from pharmaceutical companies will be prohibited but free patient drugs samples are excluded from the regulation. Continuing education programs, however, would require funding disclosure from the industry and not from the physician. Some states currently have regulations governing direct payments to doctors, but the Massachusetts law,

MORE BLACK BOX WARNINGS

The FDA is adding new warnings to colonoscopy preps following several reports of patient kidney damage. The agency has received more than 20 reports of a serious form of kidney failure among patients using oral phosphate bowel-cleansing products.

This class of drugs, which includes prescription Visicol® and OsmoPrep® should be used with caution in patients with kidney disease, older than 55, experiencing dehydration, and on other meds that affect the kidneys.

According to an FDA spokesperson, many patients use these products and have no problems. However, there is a group of patients that are experiencing severe kidney problems, and the agency feels that it is essential that those at risk be identified.

The FDA is also concerned about the over-the-counter (OTC) bowel cleansers, such as, Fleet Phospho-soda®, even though the problems reported were associated with the prescription products. FDA officials stated that most OTC phosphate products are labeled only for the treatment of constipation, but patients, under doctor's orders use them at higher doses to clear the colon before surgical procedures or tests.

COMMENT: Although the FDA keeps a close eye on the use and abuse of OTC drugs, many products are used under orders of a physician and exceed FDA guidelines. In addition, many experiencing an economic downturn are turning to OTC drugs and treating themselves. Most OTC drugs are not screened or monitored by the pharmacist when the patient obtains them. Look for increased FDA involvement in the OTC market and more patient problems with self treatment. Encourage anyone visiting a physician to identify ALL their drugs including those without a prescription.

effective July 1, 2009, addressed the issue of other compensation.

Under Massachusetts law, pharmaceutical manufacturers may not provide items or payments to healthcare providers except as direct compensation for legitimate services. Except for actual research and clinical trials, pharmaceutical manufacturers are required to disclose all other compensation to providers of \$50 or more. Sponsorship of meals at professional meals will be permitted.

COMMENT: It has been a popular belief that gifts to physicians influenced prescribing habits. The pharmaceutical industry believed that as well, because they have continued giving out pens, calendars, note pads as well as expensive educational programs and dinners. Since all manufacturers will have to restrict their gifts to providers, look for them to find another way to keep their names and products on physicians' desks and in their examination rooms.

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CHECK YOUR PHARMACY INVOICE LIKE YOU CHECK YOUR SUPPLY INVOICES

Invoices for payments to PBMs and Health Plans for prescriptions filled by their network pharmacies (both retail and mail), should be checked – the same way one would check a grocery or restaurant receipt.

The assumption that electronic claim adjudication is without errors can be dangerous for both medical and pharmacy claims. Pro Pharma's experience indicates that at least 5-7% of all paid drug claims are incorrect. Prime areas for errors are eligibility, pricing, claim validity, payments for benefit exclusions, etc.

Pro Pharma's Invoice Screening™ tool analyzes pharmacy invoices within 72 hours to validate invoices prior to payment.



Item	Quantity	Unit Price	Total Price	Discount	Net Price
1	1	100.00	100.00	0.00	100.00
2	1	200.00	200.00	0.00	200.00
3	1	300.00	300.00	0.00	300.00
4	1	400.00	400.00	0.00	400.00
5	1	500.00	500.00	0.00	500.00

CONTACT: Carol Stern at: (888) 701-5438 or carol.stern@propharmaconsultants.com to order.

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