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MEDICA®

May 31, 2107

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Plymouth WestHealth Clinic
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Re: Medica Policy for New to Market Pharmacy Products

Dear Dr. Gesme:

I am writing in response to your April 26th letter to Dr. Alan Spiro concerning Medica's Policy for New to Market Pharmacy Products. I appreciated the opportunity to speak with you by phone recently concerning your questions and hope this letter and enclosed information will be helpful as well.

As we discussed, this Policy clarifies that Medica will review professionally administered medical pharmacy products that have been recently approved by the FDA in order to ensure appropriate coverage of such Products. Medica supports the Society's goal to promote standards of excellence for high quality cancer care and, as we discussed, it is not our intent to create barriers to such care for our members and your patients. In fact, as I will describe below, we do provide for an expedited review process for patients who may have an urgent need for one of these Products. The Policy is intended to provide time for Medica to perform a clinical review to determine coverage for their appropriate usage and population.

Thank you for your questions. I want to respond to each of them.

First, you asked if the Policy allows denials of drugs used according to FDA indications, and, if so, how Medica would explain the Policy to members, employers and other stakeholders. As noted above, and as is true for other drugs, items and services, Medica will review Products for safety and clinical effectiveness, to inform appropriate coverage decisions. Although it would likely be infrequent, there may be instances where a Product has been approved by the FDA for a particular indication but Medica reasonably determines that data supporting the efficacy of the Product for the indication in question is lacking or not sufficient enough to support current coverage. In those instances, Medica Health Services and Customer Service staff would communicate as needed with affected members, providers and employers, as appropriate.

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Next, you asked if Medica intends to proactively explain the Policy to all Medica members affected by this change. Medica Health Services and Customer Service staffs are trained and prepared to speak with affected members, to ensure that they understand the Policy and the review/coverage status of the specific Product(s) they are concerned about. Medica representatives are also available to speak with providers caring for affected members, to help answer questions that may arise. Providers may contact the Provider Service Center with questions, and additional provider resources are available on Medica's website and through the Connections newsletter. We also welcome the opportunity to meet with provider groups who may have an interest in a face-to-face dialogue.

Next, you asked if prior authorization would be made easily available to obviate the need for retrospective denials. While Medica will review Products as expeditiously as possible, and within the six month period described in the Policy, we recognize that some members may need to request coverage of a Product before our review is complete. To address those needs, the Policy provides that individual cases may be considered by a Medica medical director. In those instances, the provider may complete and submit the New-to-Market Medical Pharmacy Products Request Form (copy enclosed) for individual review by a Medica medical director. In urgent cases, an expedited review is available. This form is available through Medica's website. Additionally, Medica will be posting a current list of Products that are under review, so providers can quickly ascertain which Products are not currently covered but have a review pending.

Next, you asked whether NCCN guidelines would no longer be adhered to. Medica will continue to utilize the National Comprehensive Cancer Network guidelines (when available), among many other resources, when reviewing Products.

Finally, you asked whether Medica considers implementation of this Policy to potentially be more restrictive than Medicare. At this time, the Policy does not apply to Medicare products. It may be applied to certain Medicare products in the future. If you or your patients have questions about that, please let your network manager know and we will work together to answer them.

I hope this information is helpful and, again, I appreciate having had the opportunity to speak with you by phone. If at any point you would like to discuss the new Policy further, please do not hesitate to contact me.

Sincerely,



Julia Joseph-Di Caprio, MD
Medical Director

Enclosure