

## Medicare Part D

- 38 million Medicare beneficiaries now have drug coverage (per CMS)
- 90% of those who are 65 and older have drug coverage<sup>1</sup>
- 46% said they were saving money<sup>2</sup>
- 17% said they were paying more than last year<sup>2</sup>
- Up to 4 million seniors could hit that coverage gap this year (per CMS)

1. 1571 seniors in scientific survey – Health Affairs  
2. Kaiser survey



*According to the surveys, conducted by Kaiser Family Foundation done in 2006*

- Patients look to doctors for help managing their medications
- 57% of physicians said they have “a lot of” or “some” responsibility to advise people about their drug plans
- Almost 60 percent of physicians said they rarely or never check a formulary before prescribing a specific drug to a patient with Medicare.



## What does it take to reach Donut hole?

- \$2,250 total spending on drugs
  - Deductible paid by patient (if there is one)
  - Co-payment the patient pays to pharmacy
  - The amount (\$) Medicare drug plan pays for each drug (this is often unknown to the patient)
  - Includes insulin and syringes (was Part B in past) Doesn't include DM supplies
  - Then patient pays CASH until they reach \$3600 in TROOP (true out of pocket expense) or January 1<sup>st</sup> comes around

Amounts will increase in 2007:  
\$2,400 to donut hole, and \$3,850 TROOP



## Ingredient Cost

- The actual cost of the medication if paying the “cash” price
- Simvastatin 80 mg daily #30 tablets ≈ \$108
- Lipitor 40 mg daily #30 tablets ≈ \$108

### 2 drugs with the SAME ingredient cost:

Patient pays \$5 copay for Simvastatin 80 mg  
Medicare pays \$103 for Simvastatin 80 mg

Patient pays \$35 copay for Lipitor 40 mg  
Medicare pays \$73 for Lipitor 40 mg

### Same effectiveness with LOWER ingredient cost:

Lipitor 80 mg ½ tablet daily #15 tablets ≈ \$54  
Patient pays \$35 copay for Lipitor  
Medicare pays \$19 for Lipitor



## Anna 72 yo with HTN, DM, GERD and Dyslipidemia

- Metformin 500 mg twice daily
- Actos 15 mg once daily
- Glipizide 10 mg once daily
- Aspirin 81 mg once daily
- Simvastatin 80 mg at bedtime
  - previously Lipitor 40 mg daily changed to Simvastatin after hospital discharge
- Norvasc 5 mg once daily
- Benicar 20 mg once daily (cough with ACEI)
- Protonix 40 mg once daily
  - previously on Prevacid 30 mg; changed to Protonix after hospital discharge



Drug (Data from Medicare.Gov)	Tier	Before Donut Hole Copay	Catastrophic Copay (≤ 5%)	Ingredient Cost
Metformin 500 mg BID	1	\$5	\$5.00	\$13
Actos 15 mg Daily	2	\$35	\$5.29	\$106
Glipizide XL 10 mg Daily	1	\$5	\$5.00	\$18
Simvastatin 80 mg Daily	1	\$5	\$5.44	\$109
Norvasc 5 mg Daily	3	\$48	\$5.00	\$48
Benicar 20 mg Daily	2	\$35	\$5.00	\$47
Protonix 40 mg Daily	3	\$55	\$5.49	\$110
Total Monthly Cost		\$168	\$36.22	\$451
Time to reach Donut Hole: 5 months			Catastrophic Time: 1 month	
Estimated Annual Cost		\$3636 <sup>†</sup>		\$5412

<sup>†</sup> Annual Copay = Monthly copay x months before donut hole + (\$3600 – monthly copay x months before donut hole or less) + copays during catastrophic coverage

Drug (Data from Medicare.Gov)	Tier	Before Donut Hole Copay	Catastrophic Copay ( $\leq 5\%$ )	Ingredient Cost
Metformin 500 mg BID	1	\$5		\$13
Actos 30 mg 1/2 Daily	2	\$35		\$85
Glipizide XL 10 mg Daily	1	\$5		\$18
Lipitor 80 mg 1/2 Daily	2	\$35		\$54
Felodipine 5 mg Daily	1	\$5		\$29
Benicar 40 mg 1/2 Daily	2	\$28		\$28
Omeprazole 20 mg Daily	1	\$5		\$38
Total Monthly Cost		\$118		\$265
Time to reach Donut Hole: 8 months			Catastrophic Time: 0 month	
Estimated Annual Cost		\$2004†	\$3180	

† Annual Copay = Monthly copay x months before donut hole + (\$3600 - monthly copay x months before donut hole or less) + copays during catastrophic coverage

Donut Hole Screening Tool*		
\$150 (>\$125)	\$100 (\$75 - \$125)	\$50 (\$25 to \$75)
Anti-Alzheimer's	Brand Antidepressants	Angiotensin Receptor Blockers
Clopidogrel, Plavix	Brand antidiabetic agents	Brand Calcium Channel Blockers
Thiazolidinediones	Inhaled Steroids	Generic Antidepressants
Lantus (>32 units/day)	Lantus (<32 units/day)	Omeprazole
Brand Proton Pump Inhibitors	Other Brand Statins	Lescol
Zocor $\geq 20$ mg	Simvastatin, Pravastatin	Lovastatin if >1 tab/dose
Mobic 15 mg	Celebrex, Mobic 7.5 mg	
Lidoderm Patch	Bisphosphonates	

Estimate the Ingredient Cost of your patient's medication profile and if:  
 >\$300 = High Risk  
 \$200 to \$300 = Moderate Risk  
 <\$200 = Low Risk

## A little more sticker shock

- Advair 500/50 diskus  $\approx$  \$218/month
- Arimidex 1 mg daily  $\approx$  \$223/month
- Duoneb four times daily  $\approx$  \$247/month
- Provigil 200 mg daily  $\approx$  \$256/month
- Zyprexa 10 mg daily  $\approx$  \$286/month



## How to delay the Donut Hole

- Consider ingredient cost over formulary status
- Use 1/2 tablets when they decrease the ingredient cost (i.e. statins, ARB's, ACEI, some b-blockers, especially branded medications)
- Use generics when a comparable medication exists that decreases ingredient cost (i.e. PPI, Calcium channel blockers, ACE inhibitors)
- Use the Approximate Dose Conversion Charts
- Encourage patients to enroll in EPIC as soon as possible (even if it is deductible plan)
- If patient has EPIC in addition to Medicare Part D, write for 90 tablets (vs. 100 tablets) to allow more savings



## How to delay the Donut Hole

- Ask your patients if they are challenged by the cost of their medications
- Have a high suspicion for non-adherence
- Use the quick screening tool to identify patients at financial risk.
- Refer patients at moderate to high risk to GRIPA Care Management Services - we will assure patient is aware of "extra help" offered through Medicare as some patients that qualify (under 150% poverty) have not applied and do a more detailed cost analysis of their medications.
- Refer patients at moderate to high risk to a Community Pharmacist experienced with this issue
- Use E-prescribing



## Resources

- Patients can call Medicare at 1-800-MEDICARE (1-800-633-4227) or [www.socialsecurity.org](http://www.socialsecurity.org)
- Medicare at [www.medicare.gov](http://www.medicare.gov)
- Eldersource 585-325-2800
- HICAAP- New York State Office of the Aging <http://hiicap.state.ny.us>
- New York State Office of the Aging 1-800-342-9871 or <http://aging.state.ny.us/>
- EPIC 1-800-332-3742 [http://www.health.state.ny.us/health\\_care/epic/](http://www.health.state.ny.us/health_care/epic/)
- GRIPA Care Management for a social work referral 585-922-1520
- [www.gripa.org](http://www.gripa.org) (find conversion charts under "Quick Views" then "GRIPA Pharmacy Tidbits")

