UPPI LEU Walk

The Difficulty Intersecting Strategies Pose in the Transition to non-HEU Medical Radiopharmaceuticals
UPPI Locations

United Pharmacy Partners

81 Locations
12 Cyclotrons

2015 Molybdenum-99 (Mo 99) Topical Meeting
Value Factors UPPI Portfolio

UIPE SPECT/PET Products

LEU MO 99
PET Products
Other Proprietary
Octreoscan
Sestamibi
HEU Mo 99
Generics
Clinical Trials
WBC
Branded Heart
Xe 133
TL 201
I 123 / I 131

Highly Desired
Highly Valued

Major and Significant Contributions to UPPI Growth
Relative Value to Purchases
UPPI Reactor Produced Portfolio 2013

2015 Molybdenum-99 (Mo 99)
Topical Meeting
UPPI Reactor Produced Portfolio 2015

UPPI SPECT/PET Products

Major and Significant Contributions to UPPI Growth

Relative Value to Purchases

Xenon 133
LEU MO 99
Iodine 131
HEU Mo 99

Highly Desired
Highly Valued

2015 Molybdenum-99 (Mo 99) Topical Meeting
UPPI Reactor Produced Portfolio 2016 - 2017

2015 Molybdenum-99 (Mo 99) Topical Meeting
UPPI LEU Walk Strategy

- UPPI *actionable* to deliver non-HEU medical isotopes.
- Convert non-HEU pharmacies with stepwise growth in the molecular imaging space.
- Account with the CMS non-HEU Qcode for use of 95% LEU Tc 99m doses –not *uncertified blended*.
- Understand issues of intersecting strategies and create solutions.

2015 Molybdenum-99 (Mo 99) Topical Meeting
The Basic Model to Deliver non-HEU 99 Mo

Manufacturing

Processing

Distribution

Intersecting Strategies
Manufacturing

Distribution

Processing

Hospital Supply Chain

CMS Non-HEU Qcode

Hospital Group Purchase Orgs

Full Cost Recovery

Intersecting Strategies

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Parallel Strategies for the Same Goal

Manufacturing

Hospital Supply Chain

Processing

CMS non-HEU Qcode

Distribution

Full Cost Recovery

Hospital Group Purchasing Organizations

Domestic Supply

Intersecting Strategies

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Creating New Stakeholders

Intersecting Strategies

Managed Care Orgs

Hospital Group Purchasing Organizations

Hospital Supply Chain

Manufacturing

Distribution

Full Cost Recovery

CMS non-HEU Qcode
Hospital Group Purchasing Organization

Obstacle: Engagement at senior management levels

Outreach and ask involvement

Targeting

Communication on Full Cost Recovery Paradigm

Five largest GPOs
- Novation
- Premier
- MedAssets
- HealthTrust
- Amerinet
Hospital Supply Chain

"2014 Wharton Survey of Hospital Supply Chain Executives Perspective on Group Purchasing

Obstacle: Philosophy of Cost –Savings and Lower Price Savings*

Outreach and ask involvement

Full Cost Recovery Paradigm

Acquisition Costs Will Undertake Non-traditional Increases

*2014 Wharton Survey of Hospital Supply Chain Executives Perspective on Group Purchasing

2015 Molybdenum-99 (Mo 99) Topical Meeting
Managed Care Organizations

Obstacle: Lack of Knowledge Transition to Non-HEU

Outreach and ask involvement

Communication on the Value to be Part of the Solution

Non-HEU Policy for all covered lives

70MM lives in HMOs
90MM lives in PPOs
Nat’l Conf. of State Legislatures Data

2015 Molybdenum-99 (Mo 99)
Topical Meeting
Veteran Administration

Momentum Loss in the Transition to non-HEU Medical Isotopes 2015

Obstacle: Lack of Understanding the Role in the Transition to Non-HEU Medical Isotopes

Lack of Requesting non-HEU 99m Tc Products on the Solicitation

Roll-Over Option Years without Solicitation for non-HEU

Accepting ‘Blended’ LEU – greater than 5% non-HEU

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UPPI LEU Walk

Work with hospital GPOs management teams for LEU market penetration

Communicate Full Cost Recovery tsunami to hospital supply chain executives

LEU Policy Project with MCO

Interact on VA solicitations to regain non-HEU momentum
KEEP
CALM WITH LEU
AND
CARRY ON
UPPI LEU Walk

Thank You