

SECTION I**TITLE PAGE**

COUNTY OF ALBANY RFP # 2021-148 FOR PHARMACY SERVICES FOR SHAKER PLACE REHABILITATION AND NURSING CENTER	
NAME OF THE PROPOSER	Pharmacy Corporation of America dba PharMerica
PHARMACY ADDRESS	12 Interstate Avenue, Colonie, NY 12205
CORPORATE ADDRESS	805 N Whittington Parkway, Louisville, KY 40222
CONTACT PERSON	Charles Seide, VP Operations New York Region
TELEPHONE	(516) 316-2658
EMAIL	Charles.Seide@PharMerica.com

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SECTION II**QUALIFICATION/EXPERIENCE**

The Qualification / Experience section must address proposer's qualifications and experience to carry out the requested service, inclusive of, but not limited to: qualification to do business in NYS, number of years in business and length of experience.

Pharmacy Corporation of America dba PharMerica redefines the way skilled nursing facilities (SNF), assisted living (AL) communities, hospitals, and other long-term care settings manage pharmacy services. We have set industry benchmarks with groundbreaking solutions and exceptional customer service for over 50 years. Through our innovative solutions and professional support team, PharMerica:

- ▶ Ensures easy and timely access to medications,
- ▶ Assists in controlling your pharmacy-related costs, and
- ▶ Assists your facilities to remain in compliance with state and federal regulations.

PharMerica is a national leader in institutional pharmacy services with:

- ▶ Over 160 pharmacies with national coverage
- ▶ Over 6,000 employees providing pharmacy services to 370,000 people in all 50 states
- ▶ Over 50 years of continuously improving the pharmacy experience to meet your facilities' changing needs

Our Mission

PharMerica is the pharmacy standard for healthcare facilities that demand cost-effective solutions, integrity, and superior pharmacy services. We do our part to make people healthier and facilities stronger through these superior pharmacy services.

Our Principles

These principles guide every decision we make. We want to earn your trust as a valued partner that delivers industry-leading performance every day.

- ▶ *Value*—We offer you exceptional value through cost-effective solutions, efficient management, and documented savings.
- ▶ *Trust*—We develop collaborative relationships built on price transparency and ethical business practices.
- ▶ *Performance*—We provide quality core services, such as accurate, on-time medications, integrated end-to-end solutions to meet every need, and valuable educational programming to keep your staff at their best.

Whether it is our industry leading consultant pharmacist services, streamlined billing options, or maintaining regulatory compliance, our services enable you to increase efficiency, save money, and optimize resident care. PharMerica customers have access to our wealth of information and resources, including specialized education programs, trained pharmacists, and business experts. You can rely on us to ensure superior pharmacy services.

QUALIFICATIONS OF PROPOSER**3.1 Provide the name, a brief history and description of your firm.**

Pharmacy Corporation of America, dba PharMerica, a long-term care pharmacy and wholly owned subsidiary of the PharMerica Corporation, provides comprehensive, patient-focused services and solutions. In March 2019, PharMerica merged with BrightSpring® Health Services (BrightSpring) in a strategic partnership as a leading provider of diversified Home and Community Health and Pharmacy Services to medically complex patient populations. In addition to Pharmacy Services through our PharMerica brand, BrightSpring operates multiple lines of business, including:

- ▶ HomeCare and Neuro Rehabilitation – provides homemaker, hospice, respite, neuro-rehabilitative, transitional care, and other at-home supports for patients with a variety of illnesses, injuries, rehabilitation needs, and hospice needs, including individuals with IDD, traumatic brain injuries, and the elderly.
- ▶ Community Living Services – provides residential care services in home-like settings to support individuals who need assistance with daily living due to an intellectual, developmental, or cognitive disability.
- ▶ Behavioral Health and Integrated Care – provides behavioral, analytic, and mental supports to individuals with IDD, autism spectrum disorder, and mental illnesses. This includes our remote support service, Rest Assured®, which helps individuals with disabilities live safely and independently.

Combining PharMerica's pharmacy expertise and capabilities with BrightSpring's care network ensures people get the right care and medications at the right time in the most appropriate settings while reducing healthcare costs for those we serve.

In addition to merging with BrightSpring Health Services, PharMerica continues to grow organically and through key acquisitions that exemplify our local, community approach to pharmacy services. Some of the growth avenues that we have seen through acquisitions include ProPac Payless, Kerr Pharmacy, Craig's Institutional Pharmacy, Express Care, and numerous other local partners. With each acquisition or merger, PharMerica continues to better align with our overall goal of bringing our expertise to each community through medication adherence, cost reduction and containment, and compliance and education.

3.2 Identify your firm's professional staff members who will be involved in the County engagement and the experience each possesses and the location of the office from which each work.

Charles Seide • VP Operations, New York Region • 12 Interstate Avenue, Colonie, NY

Mr. Seide has over 40 years of experience delivering creative value-driven business solutions with a wide range of expertise in various areas of Pharmacy. He is highly driven and committed to delivering solutions driving change with innovation as well as team building. He has been a member of PharMerica's team since 2012, and previously served as director of pharmacy of the Parker Jewish Geriatric Institute and Senior Vice President of MetacareRx. In addition to his

long tenure of leadership, Mr. Seide has been a licensed pharmacist since 1978 in both California and New York.

Rochelle Stern • Director, Client Services • 805 N Whittington Avenue, Louisville, KY

Ms. Stern is a registered nurse who began her career in Acute Care, working in Med-Surg, Pediatrics, ICU, and CCU before transitioning to Long Term Care. Her extensive experience of over 20 years as a successful Director of Nursing in the New York Long Term Care arena provides her with a unique perspective to act as a resource for clinical, administrative, regulatory, and operational processes. She proactively analyzes pharmacy costs, assists facilities with actionable and achievable strategies for cost containment, and effectively solves problems in various areas.

Andrea Beers • Supervisor Pharmacists • 12 Interstate Avenue, Colonie, NY

Andrea has worked in retail pharmacy (16 years including her internship during pharmacy school), hospital five years including internship during pharmacy school) and home infusion pharmacy (two years as licensed pharmacist). Andrea is highly committed to our customers and understands your facilities expectations as your vendor pharmacy.

3.3 Name and title of the person(s) authorized to bind the Proposer, together with the main office address, and telephone number (including area code).

Jennifer Yowler, President of PharMerica, is authorized to bind this company to a contract with Albany County to conduct business with Shaker Place Rehabilitation and Nursing Center. In addition to Ms. Yowler, Charles Seide is our primary contact for information regarding this proposal and any resulting contract. Contact information for both is provided below.

Authorized Signatory Primary Contact	Primary Contact
Jennifer Yowler, President	Charles Seide, VP Operations NY Region
805 N. Whittington Parkway	12 Interstate Avenue
Louisville, KY 40222	Colonie, NY 12205
(502) 627-7475	(516) 316-2658
jennifer.yowler@pharmerica.com	Charles.Seide@PharMerica.com

3.4 Detail your firm's experience with comprehensive pharmaceutical services to facilities of similar size and function.



PharMerica currently provides pharmacy services across the country, including New York State. We have provided pharmacy services to Albany County's Shaker Place Rehabilitation and Nursing Home for 14 years and are located just 5.2 miles from the pharmacy. These services include prescription and non-prescription medication, intravenous medications, durable medical equipment items, and surgical supplies. In delivering enhanced services to hundreds of long-term care facilities, the leadership at PharMerica readily understands the complexities of the long-term care industry and utilizes its professional client servicing division to learn the nuances of each amount.

Below, we have provided a list of accounts serviced by our three New York pharmacies, including Albany. This list includes only those accounts that are skilled nursing and/or assisted living. For each of these accounts, we provided comprehensive pharmacy services, inclusive of dispensing and delivery, as well as consultative client services, education, and technology.

PharMerica SNF/ALF Accounts Serviced from New York		
Facility Name	Description	Size
A. Holly Patterson Extended Care Facility	SNF	360 Beds
Bayberry Nursing	SNF	60 Beds
Brooklyn Queens	SNF	140 Beds
Caring Family	SNF	183 Beds
Centers for Living and Rehabilitation*	SNF	150 Beds
Crescent Manor Care Center*	SNF	90 Beds
Eden Heights Of Eden	ALF	120 Beds
Eden Heights Of Olean	ALF	120 Beds
Eden Heights Of West Seneca	ALF	120 Beds
Emerge Nursing	SNF	102 Beds
Excel at Woodbury	SNF	123 Beds
The FASNY Firemen's Home	SNF	92 Beds
Forest Hills Care Center	SNF	100 Beds
Glen Cove Center	SNF	154 Beds
The Grand at Mohawk	SNF	120 Beds
Haym Solomon Home for the Aged	SNF	240 Beds
Hurlbut Care Communities	SNF	1,037 Beds
The Landing of Brighton	ALF	121 Beds
The Landing at Poughkeepsie	ALF	121 Beds
Momentum at South Bay for Rehabilitation and Nursing	SNF	160 Beds
North Westchester Restorative Therapy and Nursing Center	SNF	120 Beds

Oasis Rehabilitation and Nursing	SNF	100 Beds
The Osborn	SNF	84 Beds
Park Terrace at Radisson	ALF	65 Beds
Peregrine Assisted Living at Clifton Park	ALF	52 Beds
Peregrine Assisted Living at Colonie**	ALF	68 Beds
Peregrine Senior Living at Cheektowaga	ALF	100 Beds
Peregrine Senior Living at Orchard Park	ALF	52 Beds
Queens Boulevard Extended Care Facility	SNF	280 Beds
River Ridge Living Center Rehab and Long Term Care	SNF	120 Beds
Seneca Health Care Center	SNF	160 Beds
St. Mary's Center	SNF	40 Beds
Terrace View Long Term Care Facility	SNF	390 Beds

3.5 Provide at least two (2) references from similar projects including name, addresses and telephone numbers.

References have been provided on page 13.

3.6 Provide any additional information that would distinguish your firm in its service to Albany County.

The following list outlines the value PharMerica brings to Shaker Place that distinguishes us from other pharmacy providers.

- PharMerica has provided pharmacy services and solutions to Shaker Place for 14 years. We understand the unique needs of the patients, Shaker Place and Albany County.
- We are located 5.2 miles from Shaker Place.
- To date, we have filled over 25,000 Shaker Place prescriptions with a 99.53% on time delivery.
- Along with providing world class pharmaceutical services, PharMerica is able to provide admission, control, and STAT and IV medication on expedited deliveries upon request. Average STAT delivery time is one (1) hour or less given how close we are to Shaker Place.
- During monthly meetings, PharMerica reviews cost containment solutions to maximize savings to Shaker Place. We customize our systems to alert providers to less expensive alternative medications, in addition to being a part of our Quantity Limit program, which reduces medication costs and reduces time spent on medication returns. Further customized cost savings policies include daily emails to designated Shaker Place

personnel when a medication exceeds the high-cost limit.

- ▶ We offer PharMerica's ViewMasterRx web-based program to manage admission medication costs through price forecaster, print antibiotic reports for antibiotic stewardship management, and scan labels for returns to optimize return credits.

Further enhancing our position as a leader in long term care pharmacy is our ability to maintain significant relationships at the local, regional, and state levels of healthcare and pharmaceutical associations thereby gaining and providing firsthand knowledge and information of any industry or regulatory changes.

In an ever-changing market PharMerica places a high priority on service, delivery, and technology and provides its customers with applications and platforms allowing the caregiver more time with patient care. As a result of our proximity to Shaker Place, we are able to quickly and efficiently turn around prescription requests allowing optimum care for patients and caregivers. PharMerica works directly with the facility each month to determine the facility's priorities as it relates to quality assurance, cost containment, and delivery. PharMerica continues to explore means by which service, cost, and technological advances could benefit Shaker Place Rehabilitation and Nursing Center.



3.7 Proposer shall include a completed "Vendor Responsibility Questionnaire" (Attachment C) with the proposal.

A completed Vendor Responsibility Questionnaire is provided beginning on page 37.

3.8 In addition, Albany County may make such investigations it deems necessary to determine the ability of the Proposer to perform the work. The Proposer shall furnish to the County, within five (5) days of request, all such information and data for this purpose as may be requested. The County reserves the right to reject any Proposal if the information submitted by, or investigation of, such Proposer fails to satisfy the County that such Proposer is properly qualified to carry out the obligations of the contract and to complete the work contemplated therein. Conditional Proposals will not be accepted.

PharMerica agrees to comply with the above statement.

RESUMES

CHARLES L. SEIDE, RPh

Vice President of Operations New York Region

QUALIFICATIONS:

Innovative Pharmacy Executive with over 40 years of experience delivering creative value driven business solutions with a wide range of expertise in areas of Pharmacy. Highly driven and committed to delivering solutions driving change with innovation as well as team building.

EXPERIENCE:

2012 to Present Vice President of New York Region —PharMerica

- Direct and administer \$160 million 35,000 bed long term care pharmacy operation distributed across multiple locations
- Ensure compliance and quality control while maximizing productivity
- Develop and maintain 340B clients
- Design and implement core processes to streamline workflow
- Set up and manage staffing to optimize production and contain costs
- Manage physical inventory levels to meet client requirements and company goals
- Design and manage facility rebuild after superstorm Sandy maintaining operational volume and quality control
- Accountable for managing and maintaining budgets, personnel and producing a profitable EBITDA

2009 to 2012 Director of Pharmacy — Parker Jewish Geriatric Institute

- Developed, planned, prepared, and implemented computer integration for Rescot pharmacy systems
- Developed, planned, prepared, and implemented pharmacy integration with SigmaCare Electronic Medical Record
- Instituted processes and procedures to rectify billing inefficiencies resulting in correctly doubling the facility's Pharmacy billing

2008 to 2009 Partner — Pharmacy Fund

- Director of Pharmacy Operations for restructuring and development for distressed pharmacies needing capitalization
- Developed and implemented computer integration for all pharmacy systems
- Developed and implemented pharmacy operations and personnel development
- Business development and financial planning - complete business cycle

2001 to 2008 Senior Vice President — MetcareRx

- Director of National Pharmacy Operations 42 pharmacies including Ambulatory Pharmacies as well as FQHC's (Federally Qualified Health Centers) across the country with sales of over \$90 million/year

	<ul style="list-style-type: none">• Director of Long Term Care pharmacy operations accountable for the pharmacy, medical records, medical supplies, and computerization of 10,000 beds• Set strategic direction, built pharmacies, and directed computer integration for all pharmacy systems• New software systems + development• Develop business as well as the Company business plan• A/R and P&L supervision of accounts and operations
1999 to 2001	Operational Business and Systems Consultant — e-MedSoft (PrimeMed Pharmacy Services)
1995 to 1999	MIS, Pharmacy Systems, Business Development Consultant — Interactive Health Management Inc.
1993 to 1994	MIS and Pharmacy Integration Consultant — Chem Rx
1973 to 1993	Regional Director of Operations — Choice Pharmacy
EDUCATION:	<ul style="list-style-type: none">• Bachelor of Science, Pharmacy, Brooklyn College of Pharmacy Brooklyn, NY
LICENSES & CERTIFICATIONS	<ul style="list-style-type: none">• Pharmacist, New York, 1978• Pharmacist, California, 1978• LEAN – 5S Certificate Program

ROCHELLE STERN
Director of Client Services

QUALIFICATIONS:

Ms. Stern is a registered nurse who began her career in Acute Care, working in Med-Surg, Pediatrics, ICU, and CCU before transitioning to Long Term Care. Her extensive experience of over 20 years as a successful Director of Nursing in the New York Long Term Care arena provides her with a unique perspective to act as a resource for clinical, administrative, regulatory, and operational processes. She proactively analyzes pharmacy costs, assists facilities with actionable and achievable strategies for cost containment, and effectively solves problems in various areas.

EXPERIENCE:**2005 to Present Director of Client Services — PharMerica**

- Direct internal and external resources involved in delivering pharmacy services, supporting Skilled Nursing Facilities, Assisted Living Facilities, and Adult Care Facilities in New York State.
- Responsible for ensuring optimal service and satisfaction for clients through her leadership of the customer-facing team.

EDUCATION

- Registered Nurse, Kingsborough Community College, Brooklyn, NY
-

ANDREA BEERS, RPH
Supervising Pharmacist

QUALIFICATIONS:

Andrea has worked in retail pharmacy (16 years including her internship during pharmacy school), hospital five years including internship during pharmacy school) and home infusion pharmacy (two years as licensed pharmacist). Andrea is highly committed to our customers and understands your facilities expectations as your vendor pharmacy.

EXPERIENCE:

2010 to Present Supervising Pharmacist, Albany — PharMerica

2008 to 2010 Staff Pharmacist, Albany — PharMerica

EDUCATION • Doctor of Pharmacy, Pharmacy, Albany College of Pharmacy, Albany, NY

SECTION III

REFERENCES

Name: St. Margaret's Center

Address: 27 Hackett Blvd., Albany, NY

Contact: Cathy Welcome, Administrator

Contact Method: Welcome@cfdshy.org

Name: FASNY Firemen's Home

Address: 125 Harry Howard Ave., Hudson, NY

Contact: Keith Henchey, Administrator

Contact Method: 518-828-7695

SECTION IV

PLAN IMPLEMENTATION

The Plan Implementation Section must address the Scope of Services in terms of the proposer's plan to carry out the requested service.

PharMerica abides by three core pillars that serve as our guide to achieving outcomes:

Pillar #1 Medication Availability: PharMerica provides exceptional pharmacy services to ensure timely receipt of medications for residents while minimizing costs to the facilities we serve, particularly late day admissions. Our pharmacies are here to support your needs with 24/7/365 access to pharmacists, services, and supports. PharMerica's technologies and metrics-driven operating practices listed below will ensure Shaker Place receives high and leading availability of medications for your residents, multiple solutions to address emergency and first dose needs, and real-time visibility of service requests to management to ensure timely problem resolution.



Medication Availability

PharMerica Capability	Shaker Place Benefit
Delivery Reliability	Organized to deliver error-free 24/7/365 customer service
Backup Pharmacies	Over 50,000 backup pharmacies and relationship with Walgreens
Operational Coverage	High availability of medications for the residents
RxNow	Immediate access to emergent medications
RxSentry	On-site dispensing solution for facilities that are farther away from the pharmacies
EMR/EHR Interfaces	Fully integrated, robust bi-directional interface with PointClickCare EHR
ViewMasterRx	Real-time information about status of orders and reporting
ePrescribing	Ability for prescribers to send controlled substance orders electronically to the pharmacy
Show 'N Tell	Operating system that provides actionable dashboard with real-time visibility into order accuracy, order dispensing status, on-time launch of deliveries, and pro-active customer communication with facilities through alerts

Pillar #2 Cost Reduction & Containment: Of all the services long-term care pharmacies provide, the top expectation is to provide quality service that will save facilities money—in a clinically appropriate and cost-effective way. We do this by delivering Shaker Place a competitive and inclusive contract that will ensure your facility receives the most cost-effective pharmacy services pricing available in the market. In addition to our inclusive formulary and pricing model, we will work with you to develop, implement, and manage the following cost containment programs:



Cost Reduction & Containment

Capability	Shaker Place Benefit
PharMerica Formulary	Clinically appropriate, cost-effective medications approved by P&T committee
Quantity Limit Program	Cost savings by limiting the quantities of high-cost medications based on usage and clinical appropriateness
Split Billing	Cost savings by splitting costs to third party payor during status changes and discharge from facility
Plan Alerts	Resident-specific recommendations of Medicare Part D plans that provide optimum coverage to minimize non-covered charges and prior authorizations
RxAdvocate	Cost savings program that recaptures payment from Part D and Medicaid for non-covered charges. We call insurance companies on your behalf, freeing up valuable time for you staff to focus on your residents
Timely Reporting	Actionable information to enable timely action and cost savings

Pillar #3 Compliance and Education: PharMerica keeps its customers compliant with federal and state regulations via access to expert clinicians, IV services, and accredited continuing education. We recognize ensuring quality education and support is paramount. Some of our capabilities we can provide Shaker Place include:



Compliance & Education

- ▶ Conduct IMRR for new admissions and change of conditions, reducing risk of re-hospitalization and ensuring appropriate pharmaceutical care
- ▶ Provide vaccinations to Shaker Place residents and staff and implement a program for ongoing on-demand vaccine requests
- ▶ Collaborate on developing antipsychotic reduction efforts to reduce long stay utilization percentages
- ▶ Implement an automated Psychotropic Tracking and Reporting tool customized to Shaker Place

- ▶ Work with Shaker Place to develop COVID-19 monoclonal antibody policies and procedures to be updated continuously as the body of research grows and priorities shift. We can also provide ongoing, customized support during outbreaks.
- ▶ Deliver customized utilization and clinical reporting data monthly.
- ▶ Provide quality Pharmacy and Nurse Consulting services that include comprehensive reporting and survey assistance to reduce the risk of pharmacy related F-tags
- ▶ Connect Shaker Place staff to PharMerica's *Illuminate* education platform for clinical networking, industry best practices, innovation, and education resources
- ▶ Provide access to *PharMerica University* for Shaker Place's nursing and administrative staff for convenient, cost-effective educational programs.

PharMerica is more than a vendor; we are a pharmacy partner. While any pharmacy can deliver medication, PharMerica distinguishes itself by understanding our clients' needs and putting processes in place to serve them best. As an example, we monitor refills and reach out at least 30 days in advance to obtain a new order. We utilize our comprehensive Quarterly Business Reviews to provide relevant industry updates; financial reports covering key metrics, trends, and spending; and cost containment strategies that recognize unrealized savings through the preferred drug program, Therapeutic Interchanges, and other areas. Our proximity to Shaker Place means we are the closest provider and able to ensure the timely delivery of all medications. Our culture is built on constant communication, so our customers are never left wondering where medicine is or if it is coming on the next run.

The following narrative outlines our implementation plan and is specific to Section 4: Scope of Services from the RFP.

Pharmacy Services

1) The Proposer will furnish, dispense and deliver pharmaceutical products, including but not limited to: routine and emergency drugs, biologicals and necessary refills directly to Shaker Place. The proposer will describe how non-controlled drugs will be ordered and/or refilled. The proposer will specifically describe how controlled substances are ordered and delivered. The proposer shall furnish one (1) fax machine to the facility for use during this contract.



PharMerica's utilizes ViewMasterRx electronic ordering system for ordering and refilling medication. This secure web portal offers a complete suite of medication ordering capabilities. Hundreds of nursing facilities nationwide have migrated from traditional "fax-ordering" to using electronic prescribing. ViewMasterRx provides a medication management suite of tools allowing users at nursing stations to place initial and refill orders and control medication costs

by offering formulary management at the time of ordering.

ViewMasterRx orders transmit directly to the PharMerica pharmacy taking the place of paper, handwritten prescriptions. Once received in the pharmacy, orders are typed, filled, and delivered according to the mutually agreed upon delivery schedule of Shaker Place. Additionally, PharMerica is fully integrated, including bidirectional interface, with PointClickCare.

Controlled substance orders can be requested either by a fax request or an electronic transmission. Faxed orders receive confirmation at the facility. Controls may also be requested through EPCS (Electronic Prescribing Controlled Substances) with SureScripts. Once transmitted to the pharmacy, the controlled substance is filled and delivered to Shaker Place in a separate sealed tote.

PharMerica confirms the receipt of all orders with the requesting facility. Faxed orders receive a confirmation. For electronic orders, from multiple systems, PharMerica sends an automated acknowledgment directly back into the system, that can alert facility staff if an order was not received.

PharMerica will provide Shaker Place with the required fax machines during this contract.

2) The Proposer shall render all products and services in accordance with applicable requirements of local, state and federal laws and regulations.

PharMerica will comply.

3) The Proposer shall label all products in accordance with local, state and federal laws, rules and regulations. All medications which cannot be crushed will have this information clearly noted on the medication label/packaging.

PharMerica will comply.

4) The Proposer shall be available to deliver medications on a seven (7) day per week, 24 hour per day basis. Standard delivery schedule shall be established on a seven (7) day per week basis, with a minimum delivery frequency of two times per day (afternoon and evening deliveries). Additional deliveries shall be provided for emergency situations as dictated by residents' conditions. "Stat" orders shall be delivered within 2 hours of order. The proposer will detail a backup plan for the provision of pharmaceuticals in the event that a pharmaceutical is not readily available at their location. The backup plan shall include, but not be limited to: the name of an alternate pharmacy the facility may contact at its own volition to place orders for medications either (1) not available through the proposer, or (2) not delivered in a timely manner by the proposer, and the means by which medications will be delivered to the facility from the alternate pharmacy location.

PharMerica will provide three deliveries per day Monday through Friday in addition to one delivery on Saturday and Sunday each.

All STAT medication orders will be delivered within less than a two (2) hour turnaround time. So far, in 2021, Shaker Place's STAT orders represented approximately 1% of all deliveries and the average delivery time was an hour or less. In the event a pharmaceutical is not readily available, a PharMerica pharmacist will contact a backup pharmacy. We contract with thousands of back up pharmacies across the country, including CVS, Walgreens, and Rite Aid retail pharmacies located in New York. Additionally, PharMerica operates three other New York located pharmacies, three in total with Albany, and a number of other pharmacies across the country that are NY licensed for emergencies such as natural disasters, pandemics, and out of stock medications.

5) Proposer shall provide Unit Dose packaging for all oral solids.

PharMerica will comply.

6) Unit Dose packaging must be sent in 30 day quantities unless otherwise requested. The facility reserves the right to modify quantities at any time.

PharMerica will comply.

7) Proposer shall provide and maintain medication and treatment carts that are acceptable and approved by the Nursing Home at no additional cost to the County. The carts shall remain the property of the proposer and shall be returned to the proposer within sixty (60) days of the date of contract termination. The proposer shall be responsible for the cost of delivery and removal of the carts. The facility would require twelve (12) medication carts and six (6) treatment carts.

PharMerica will comply.

8) Proposer, at their own expense, shall be responsible for the ongoing required maintenance, and needed repairs, of pharmacy equipment provided. If maintenance or repairs of required equipment is due to abuse by the Facility, the Facility will absorb the expense.

PharMerica will comply.

9) Proposer shall provide an emergency drug kit system that shall be comprised of a Pyxis machine or an acceptable alternative. The contents of the kit shall be determined by the Nursing Home in collaboration with the vendor pharmacist.

PharMerica will comply. We supply a RxNow cabinet, our advanced on-site dispensing system that provides access to as many medications as allowed by New York state regulations. RxNow provides staff immediate access to the most commonly used medications on site 24/7/365 for new admissions and afterhours emergent needs. RxNow's tracking capabilities allow our team to monitor medication utilization in real-time and work with your facility to adjust the contents as needed.



10) Proposer shall have the capability to provide an infusion therapy program including but not limited to: intravenous fluids/medication, equipment necessary for infusion and infusion pumps. Proposer shall also provide training and certification in IV therapy for Facility professional nursing staff.

PharMerica IV nurses provide insertion services, education, and training for your staff on a timely basis: on-site performing an in-service, at the bedside teaching and coaching, or on the phone answering your questions. If you need immediate insertion assistance with a midline or PICC insertion, for example, help is just a phone call away.

Training classes offered include Infusion Therapy Education Course, Basic IV Therapy, Central Line Care & Maintenance, and IV Therapy Refresher Course.

Nursing staff can also, at any time, access our comprehensive IV resources site using ViewMasterRx, which provides instant access to a wealth of IV related resources, such as clinical information, equipment instructions, and links to pertinent materials and forms.

11) Proposer shall provide a minimum of one (1) New York State-licensed Pharmacist to be available for telephone consultations seven (7) days a week, 24 hours per day.

PharMerica will comply.

12) Proposer shall provide adverse reaction / allergy alert information. Prior to dispensing new orders of drugs to a resident, the Proposer shall review and monitor the resident's current drug regimen. Such drug therapy monitoring shall include, but not necessarily be limited to: potential interactions; allergies; contraindications; dosage irregularities; duplicate therapy; interferences; incompatibilities; unnecessary drugs; excessive doses; excessive lengths of therapy; absence of diagnosis or reason for the drug; and other irregularities.

Maintaining computerized patient profiles for residents is a standard protocol for PharMerica as it monitors all patient-specific prescription orders for accuracy and appropriateness prior to dispensing. Prompt notification to the facility and respective physician is accomplished regarding medication related alerts affecting patient safety. Physicians will be alerted by phone, facsimile, and/or email of any drug-to-drug, or drug-to-allergy interactions, as well as other urgent medical-related matters.

13) The Proposer will describe their Quality Assurance program including but not limited to: tracking of recalled medications, means of avoiding any errors in dispensing, shipping and delivery of medications, as well as provision of corrective action(s) to the facility in the event of an error.

PharMerica implements policies and procedures designed to fill prescriptions accurately and expediently. Our DocuTrack technology streamlines the order process and shortens the turnaround time for your facility. To assure the continued provision of the highest possible level of care and services, PharMerica's Quality Assurance Control is maintained in the pharmacy through our software system. Each prescription is scanned for accuracy and therapeutic efficacy by the pharmacist, as well as the internal programs in the pharmacy software. Each completed order passes through two quality control stations and is reviewed by two licensed pharmacists for quality assurance, accuracy, and labeling. Medications are matched and verified by using barcode technology as well as a "drug identifier" software program for multi-source medications. PharMerica keeps all medications in stock and offers multiple daily deliveries 365 days per year and access to a licensed pharmacist on a 24-hour basis.

We have several quality assurance controls on medication packaging and barcodes to guarantee accurate dispensing:

- Heat sealed reclaimable packaging for ease of return processing.
- Packaging conforms to United States Pharmacopeia Class B standards for light and environmental sensitivity.
- Barcode scanning to verify accuracy of medications during prepack and filling by pharmacy technicians.

PharMerica offers three levels of pharmacist verification.

- *Pharmacist Review 1:* Pharmacist review for drug-to-drug interactions, allergies, and other indications after the initial order is received and entered in the pharmacy system.

- *Pharmacist Review 2:* Pharmacist reviews medication dispensed and barcode match before orders are placed in the delivery tote.
- *Pharmacist Review 3:* As an additional quality check the originally received order is double checked against the dispensed medications.

PharMerica uses scanning technology throughout our pharmacies to track all stages of order processing. ViewMasterRx is PharMerica's order tracking system that connects customers to their pharmacy. This system allows customers to monitor the status of medication orders through easy-to-follow dashboards that dynamically update each order's status. This system is also used to report pharmacy performance including these key metrics:

- Order accuracy.
- On-time orders and deliveries.
- Return, credit, and destructions.

14) The Proposer shall not dispense medications which have passed the expiration date, and shall ensure that the expiration date for all medications shall not be reached before the resident is scheduled to consume the entire quantity dispensed.

PharMerica does not dispense medications that have passed the expiration date and shall ensure the expiration date for all medications shall not be reached before the resident is scheduled to consume the entire quantity dispensed.

15) In the event of a drug recall, it will be the responsibility of the Proposer to determine all residents who may be affected. Appropriate substitution must be provided. Please list your drug recall process.

PharMerica strives to ensure the safety and efficacy of medications administered to the patient by alerting the facility of any manufacturer recall or recall by the Food and Drug Administration (FDA). While maintaining a record of all medications dispensed to the facility, PharMerica can alert the facility and clinical team of drug recalls. PharMerica would replace, if necessary, recalled product with a new unaffected medication supply. If a replacement supply is unavailable, alternate therapies shall be discussed and evaluated by the prescriber, nurse, and pharmacist.

16) Except where prohibited by law, the Proposer shall accept returns of unused medications from the Nursing Home, and shall properly credit the facility for such returns. The proposer will provide the means of how the facility will be alerted to such credit.

PharMerica offers online options for returns and destructions — making it easy to track and control medication with barcodes on each package. This is a feature of our ViewMasterRx secure customer web portal. PharMerica associates will assist in the destruction of unused medications.

It is the policy of PharMerica to properly issue 100% credit for those medications billed to the facility that are no longer in use. A report detailing the dollar amount of credit given for each order returned is available to the facility each month.

Our policy is to process the return for credit no later than two weeks from the date of the return, and any credit due will be immediately applied to the next month's invoice.

PharMerica will issue credit for returned medication in the following cases:

- When the return of medications is allowed by state law.
- When your facility was the payer for the medication.
- When a private pay resident was the payer for the medication.
- For full cards and forms of packaging (e.g. inhalers, tubes, etc.) only when refused at time of delivery, including controlled substances.
- For full cards only from a multiple card dispense (e.g. a 90-quantity dispensed where two out of three cards dispensed remain unused).
- Partial cards in a recoverable Unit Dose packaging such as "foil-back cards", where medications have medication description, NDC, lot number, and expiration printed on each individual Unit Dose.

17) In the event of changes in frequency of medication administration, the Proposer will provide label changes and/or alerts.

PharMerica will comply.

18) The Proposer shall be responsible for all third party billing for Medicaid, private pay and private insurance as an independent provider of products for which reimbursement is available.

PharMerica will comply.

19) The Proposer will fully participate in all of the Medicare Part D programs. All applicable drugs will be billed directly to the Medicare D program by the awarded proposer. The proposer will fully describe their Medicare D program in regard to prior approval and drugs not included in a provider's formulary.

PharMerica's RxAllow process maximizes Med D prescription coverage while minimizing denials. We deliver daily or weekly action reports that show updated status on non-covered claims, along with any required action from the facility.

We currently alert the facility if the medication is not covered or requires a Prior Authorization (PA), and has protocol set up to send a limited days' supply.

If there is a suggested insurance alternative available, a form is faxed to both the physician and facility with the alternatives listed. Once the physician approves the medication change, the original order is discontinued, and the new order is entered for the next fill.

If there is no suggested insurance alternative available, a PA form is sent to the physician for completion of the clinical portion of the form and the authorizing signature (physician or agent of the physician) minimizing involvement at the facility level.

20) The Proposer shall directly bill and collect payments from private pay residents and their insurances.

PharMerica maintains a separate billing department that focuses on all third-party billing, effectively integrating with Medicaid, Medicare, and Private insurance plans. PharMerica will bill private pay residents and their insurances directly. For services not covered under private insurance maintained by a resident, PharMerica will bill the resident directly at our usual and

customary rates.

21) The Proposer shall directly bill Medicaid for pass-through drugs.

If a resident has valid coverage under state Medicaid, PharMerica will bill Medicaid directly for all services provided to the resident for which PharMerica may be reimbursed directly by Medicaid. If a resident's coverage is "pending" under Medicaid, PharMerica will hold charges for a period of one year. If Medicaid coverage is subsequently obtained for the resident within the State's applicable period of retroactive approval, then PharMerica will bill Medicaid directly.

22) The Proposer shall develop and implement a Cost Containment Program to review, analyze and cost effectively manage the Nursing Home's prescription drug use, while continuing to meet the needs of the facility residents. The Cost Containment Program shall include, at a minimum the following:

- *Analysis of current trends in overall drug costs as well as individual therapeutic categories,*
- *A systematic program for the identification of areas of cost concern and specific programs for cost reductions,*
- *Integration of a pharmacy consultant with Contractor's pharmacy service program and Nursing Home to facilitate cost reductions.*
- *Review and analysis of prescribed medications to ensure that drugs dispensed represent the lowest cost alternatives available, including substitution of lower cost generic medications. The Pharmacy shall also advise the Facility and the attending physician of the availability of equivalent drugs that may be more cost effective.*
- *The proposer will describe their cost containment program.*
- *The proposer shall work with the facility and the facility Medical Director to establish a formulary.*

PharMerica identifies savings opportunities, which are reviewed monthly. PharMerica further empowers partners with a suite of powerful and easy to use tools that drive cost savings in medication spending and recovery of Part D non-covered charges. With our Cost Containment Suite, PharMerica uses a variety of tools and services to help maintain and reduce pharmacy costs, for both the Medicare Part A and Medicare Part D resident populations.

Our ViewMasterRx online pharmacy management system is secure and easy to use and provides users on demand access to pharmacy information and services. Users can access medication costs in real-time, allowing them to evaluate high-cost medications for less expensive alternatives. ViewMasterRx serves as our order tracking system as well and connects customers to their pharmacy in real-time, allowing customers to monitor the status of medication orders through easy-to-follow dashboards that dynamically update each order's status. Additionally, ViewMasterRx offers a built-in medication formulary system.

RxAllow is a proprietary service for achieving approval of previously denied Medicare Part D prescriptions offered exclusively to preferred clients. Fast, systematic identification of Part D prescription denials is followed by the timely, proactive intervention of the PharMerica clinical support team to achieve therapeutic interchanges in collaboration with nursing staff and

physicians. PharMerica delivers a recapture rate of over 66% on previously denied claims.

23) The proposer will describe their means of providing out of stock medications from an alternative source.

In the unlikely event that a medication temporarily becomes out of stock in the pharmacy, the pharmacy will contact the facility to discuss when the medication will be available. If the medication will not be available for resident needs, we utilize our extensive back up pharmacy network to obtain a temporary supply until our Albany pharmacy is able to complete the dispensing of the medication. If a medication ordered is on the FDA "manufacturer back order" list, the pharmacy will contact the facility and work with the physician to change the order to a medication that is clinically equivalent and available.

24) The contractor will describe their billing and invoice process. The contractor will provide a standard billing invoice and any associated summaries.

PharMerica is able to provide resident-specific utilization in an electronic format, including each patient's assigned medical record number, date of service, description of prescription or OTC drug, as well as the cost and quantity for services that are billed to your facility. This includes those covered by Medicare Part A and managed care plans. We can accommodate this through the "Download Billing File" feature in ViewMasterRx by creating the file to import into your system. The template we provide is customized for each customer.

PharMerica provides its customers with an Online Billing System. You can download an electronic version, which you can save and export to several formats (PDF, etc.) and applications (Microsoft Excel, etc.).

The monthly statement allows you to:

- ▶ View the status of all open invoices.
- ▶ View the details of new charges and credits added during the statement period.
- ▶ Document approvals of non-covered medication.
- ▶ Identify residents using your facility code number.

25) Proposer shall detail their transition process.

As the incumbent provider, no transition is needed. For any newly implemented services, solutions, and/or technology, a transition plan will be developed in concert with Shaker Place.

26) Proposer shall describe how their pharmacy services support the long term care industry.

Servicing thousands of beds in the State of New York, PharMerica is a multidimensional continuing care pharmacy provider assuring the lowest cost and provision of the highest quality of service to its contracted entities. PharMerica's philosophy is a firm belief in customization and focus designed around the client's and facilities' specific needs.

PharMerica's Albany pharmacy offers stability and technological advances of a large company with the service and responsiveness that is expected from a locally operated pharmacy. As technology plays an important role in enhancing service to the skilled nursing home population, PharMerica has over the years upgraded its technology capacity utilizing web-based

applications and platforms.

Specific to long-term care and skilled nursing facility entities, PharMerica has focused on enhancing services by providing the following:

- ViewMasterRx – a variety of on demand reports, including tracking the delivery of medication
- Drug Price Calculator - cost of medication for potential new admissions

PharMerica's client service team of account representatives consist of pharmacists and nurses that have vast experience and clinical leadership position in this industry and are a mainstay of operations. By being proactive, the client-servicing division focuses on the following meaningful interactions:

- Quality Assurance Participation
- Maximizing Third Party Billing and Part D Review
- Drug Utilization and Formulary Management
- Cost Containment Strategies
- Regulatory Compliance and Update

27) Provide a list of all skilled nursing facilities serviced by your pharmacy.

The following is a list of skilled nursing facilities serviced by our New York pharmacies, some of which are located in Vermont.

- A. Holly Patterson Extended Care Facility
- Autumn View Health Care Facility LLC
- Baptist Health Nursing and Rehabilitation Center
- Bayberry Nursing
- Bennington Health and Rehabilitation*
- Brookhaven Care Center
- Brooklyn Queens
- Caring Family
- Centers for Living and Rehabilitation*
- Crescent Manor Care Center*
- Emerge Nursing
- Excel at Woodbury
- The FASNY Firemen's Home
- Forest Hills Care Center
- Garden Gate Health Care Facility
- Glen Cove Center
- The Grand at Mohawk
- Harris Hill Nursing Facility, LLC
- Haym Solomon Home for the Aged
- Hurlbut Care Communities
- Momentum at South Bay for Rehabilitation and Nursing
- North Gate Health Care Facility
- North Westchester Restorative Therapy and Nursing Center

- Oasis Rehabilitation and Nursing
- The Osborn
- Queens Boulevard Extended Care Facility
- River Ridge Living Center Rehab and Long Term Care
- Rosewood Rehabilitation and Nursing Center
- Seneca Health Care Center
- St. Mary's Center
- Suffolk Center
- Terrace View Long Term Care Facility

* Denotes Vermont facilities

In addition to skilled nursing facilities, we provide services to the following settings/industries:

INDUSTRIES SERVICED

- Addiction Treatment
- Assisted Living
- Correctional
- Hospice
- Intellectual or Developmental Disability Populations and Settings
- Mental Health Populations and Settings
- Residential Living
- Skilled Nursing

28) Proposer must be able to provide a formula for Total Parental Nutrition (TPN). Please describe your current demonstrated abilities.

The order for the TPN would be faxed to the pharmacy and reviewed by a pharmacist. If there are any questions, the provider would be contacted for clarification. The TPN would then be prepared and compounded in the IV room and delivered to Shaker Place.

29) The facility electronic medical record (EMR) provider is PointClickCare (PCC). The proposer must be able to integrate and interface with PCC for integrated medication management including, but not limited to: eMAR/eTar, physician's orders and medication ordering.

PharMerica is fully integrated and bidirectionally interfaced with PointClickCare system.

Reporting Requirements

1. The proposer shall provide monthly reports to include, at a minimum, the following:

- *Usage reports by resident.*
- *Usage report for each medication in total.*
- *Usage by drug category*
- *Variation from PDP formulary*
- *Brand name substitution and reason for substitution*
- *Usage reports by physician*

- *Usage reports by medication cost*

PharMerica has processes and systems in place for comprehensive reporting. We can provide any reports required by Shaker Place, including those listed above. We measure everything daily. We customize and tailor reports to fit the needs of your facility, which allows us to drill down to facility-specific metrics beyond the overall performance of our local pharmacy.

Key to our reporting capability is ViewMasterRx, our comprehensive web-based system that supports medication management. All physicians' prescribing activities are available in real time on ViewMasterRx and reviewed as part of our Quarterly Business Reviews (QBR). Our enhanced communication process through ViewMasterRx automates prescriber enrollment requests for faster approvals, so you can start saving on the cost of medications sooner – an average of \$32 per prescription.

The table below describes the various types of reporting available through ViewMasterRx.

Report Name	Type	Description
Clinical Reports	Clinical	The Facility Clinical Report provides a report that details medication and supplies categorized by therapeutic class.
Controls Management	Clinical	The Controls Management report is a notification of current controlled medications that will require a new order in the next 14 days.
Med A Savings	Financial	The Med A Savings Report provides therapeutic interchange recommendations for cost-saving medications.
Med D Action Report	Financial	Weekly report showing open denied claims requiring facility action. This is followed by a weekly call to the facility to discuss resolution of current denied claims.
Med D Plan Alerts	Financial/Clinical	Med D Plan Alerts identify residents enrolled in Medicare Part D plans that employ excessive coverage restrictions and offer

		alternative plan options that may provide more comprehensive coverage.
Med D Savings/Pending Denials	Financial	The Pending Denial/Med D Savings Report lists the outstanding claims rejected by Med D plans within the last 30 days.
Pending Charges	Financial	The Pending Charges lists charges incurred that have not yet appeared on an invoice.
Refill Reminder	Clinical	The Refill Reminder report is a notification of current medications ready for refills that have not yet been requested.
Split Billing Report at Discharge	Financial/Clinical	This report identifies when the cost of a medication supply is split when a payor changes from Med A to a third-party payor at the time of a resident's discharge.

This system provides actionable insight into billing, utilization, and resident-specific activities:

- ▶ **Streamlined Billing:** You can customize your own billing data fields and import the data into your facility's billing system
- ▶ **Viewing Pending Charges:** Pending charges and current and past invoices can be reviewed at any time using the standard report available thru ViewMasterRx. Plus, advanced options allow insight into charges for specific residents, drug names, prescription numbers, and more.
- ▶ **Resolving Invoice Questions:** Through an integrated Invoice Resolution Center, you can request, track adjustments to, and correct invoices to address billing issues before they occur
- ▶ **Viewing Savings Opportunities:** Find out how much you would save by using generics or receive alerts for therapeutic drug substitutions pre-admission
- ▶ **Customized Reporting:** Utilization management, census and custom medication-specific reporting is available through ViewMasterRx so staff can generate reports at any time.



Our web-based, pre-admission assessment tool, RxForecaster, is accessible through ViewMasterRx to identify lower-cost alternatives and Therapeutic Interchange recommendations prior to or during the admission process – eliminating the time and cost of switching medications at a later date. RxForecaster provides lower-cost, covered alternatives for both Medicare Part A and Part D residents. RxForecaster is the fastest way to obtain accurate pre-admission pricing for medications. It is also easily accessible via a mobile phone or tablet.

Drug Order

Drug Selection

Resident Details

Name	Date of Birth	Gender	Status	Edit	View
Frank		M	Being Assessed		

Trade Name:

Current Drug	Daily Quantity	Package Type	Drug Price (\$)	Recommended Drug	Daily Quantity	Package Type	Drug Price (\$)	Directions	Days Supply	Price Difference (\$)	Accept/Reject?	Edit	Delete
NEXIUM 20 MG CAPSULE	1.000	BOTTLE	195.05	OMEPRazole DR 20 MG CAPSULE	1.000	BOTTLE	124.55	PO	30	70.50	✓ X		✕
VICODIN ES 7.5-750 MG TABLET	4.000	BOTTLE	60.64	HYDROCODONE-APAP 7.5-750 TAB	4.000	BOTTLE	16.36	PO	10	44.28	✓ X		✕
Total Price:			\$255.69	Total Price:			\$140.91	Total Savings:			\$114.78		

Pricing shown is an estimate only; actual invoiced amounts may vary. Although we provide as accurate a price as possible using your contract and RxExact as of the day and time it was processed, final pricing is subject to change and correction without notice and is not considered final until invoiced. Accessories and supplies may be added to the order by the pharmacy without notice for proper administration and the cost of those items may not be included in the pricing shown. Estimates for items that are not listed can be obtained by calling your pharmacy.

We will customize ViewMasterRx to generate medication documentation in a suitable format that fits the needs of Shaker Place. PharMerica's support of EMR/EHR systems will enable your facility to maintain documentation in an electronic format, which can reduce and potentially eliminate faxing of orders and maintenance of paper medical records. Shaker Place will have the ability to maintain electronic documentation within a single source system that updates both the facility and pharmacy records.

2. In the proposal, the Proposer must list and provide samples of any other reports which are available.

Sample cost containment, invoice, and year-over-year trend reports are provided in the Attachments section starting on page 42.

3. The Proposer shall create and provide special reports as requested by the Nursing Home and have the ability to provide such reports electronically.

PharMerica will comply.

4. Proposers shall provide examples of all reports/documentation regarding cost containment reports.

PharMerica will comply. These are described above. Usage and spending reports are provided in the Attachments section starting on page 42.

5. The proposer must meet on a monthly basis with designated facility staff.

PharMerica will comply.

SECTION V**COST PROPOSAL SECTION**

Submit a cost proposal for the services described above in Section 4, Scope of Services, and on the Cost Proposal Form included herein. Please note that the Cost Proposal Form has two (2) separate cost proposal charging structures and BOTH charging structures must be completed and incorporated in the RFP proposal submission.

Detail the fee structure for the Proposal. Provide hourly rates and reimbursable costs if not included in the lump sum.

The monthly cost per resident per month at a capitated rate should include all payor sources including, but not limited to, Medicare Part A, Managed Medicare plans, Dual Eligibles (Medicare D/Medicaid), Medicaid only, Third Party and for over the counter drugs.

PharMerica has completed the requested cost proposal form; see the following pages. In addition, we have provided a full summary of all charges, discounts, and terms proposed. This is immediately following the forms, on page 32.

COUNTY OF ALBANY**COST PROPOSAL FORM****PROPOSAL IDENTIFICATION:**Title: Pharmacy Services
RFP Number: 2023-132

SERVICE/THERAPY	PROVIDER CHARGE
Brand Medications and Generic Medications without WAC pricing billed to Facility	Brand: AWP -21.92; Generic: AWP -90
Generic Medications with AWP/CMS pricing billed to Facility	AWP -90
Single source and multi source Generic Medication Payment Terms	AWP -90
Prompt Payment Discount	3% within 30 days (automatic 2% EMR discount)
All IV Medications	Brand: AWP -21.92; Generic: AWP -65*
IV Hydration	\$10 a day
Flu Vaccine	See Flu Guide attachment
TPN	1 liter: \$70 per day; 2 liters: \$80 per day; 3 liters: \$90 per day
IV Per Diem Rate	N/A
Additional IV Supplies (not included in IV per diem rate)	Brand: AWP -21.92; Generic: AWP -65
IV Pump Rentals	\$5 a day
Nursing IV Certification Classes (only provided if Facility received fully-mixed medications from pharmacy)	Agency cost +20%
Returns	No restock fee

Please enter the cost charged to the facility for each of the items listed above. Prices shall be based on a discount from AWP pricing.

Capitated rate per resident per month	Pharmerica is unable to provide an all-in-one rate due to compliance/regulatory concerns regarding the inclusion of consultancy fees in this type of rate. Further discussion would be required to accurately price with a capitated rate per resident per month.
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*Daptomycin IV at \$50 per unit;
Ondansetron, Atorvastatin both at \$0.25 per unit;
Linezolid at \$5 per unit


CP3

COUNTY OF ALBANY

COST PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: Pharmacy Services
RFP Number: 2023-132

COMPANY: Pharmacy Corporation of America dba PharMerica
ADDRESS: 805 N. Whittington Pkwy
CITY, STATE, ZIP: Louisville, KY 40222
TEL. NO.: (516) 316-2658
FAX NO.: (502) 327-4663
FEDERAL TAX ID NO.: 273494141
REPRESENTATIVE: Jennifer Yowler
E-MAIL: jennifer.yowler@pharmerica.com
SIGNATURE AND TITLE 
DATE 11/8/2023

CP4

SHAKER PLACE REHABILITATION AND NURSING CENTER Proposal

Prescription Services

Brand	AWP-21.92%
Generic	AWP-90%
Resident Specific Brand OTC	AWP-16.67%
Resident Specific Generic OTC	AWP-75%
House Bulk Brand	AWP-8.33%
House Bulk Generic	AWP-75%

IV Services	Medication Fee	Supply Fee	Basis
Hydration	\$ 10.00	No Charge	Per Day
IV Antibiotics, Pain Management, Chemotherapy, Misc. Therapies			
Brand	AWP-21.92% + \$0 Dispensing	Brand AWP - 21.92 Generic	N/A
Generic	AWP-65% + \$0 Dispensing Fee	Brand AWP - 21.92 Generic	N/A
Flushes	Same as IV Terms		
TPN	1L-\$70, 2L-\$80, 3L-\$90	No Charge	Per Day
IV Supplies		Brand AWP - 21.92 Generic	
IV Pump Charge		\$ 5.00	Per Day

IV Services	Service Fee	Service Basis	Supply Fee
Insertions	Agency + 20		
IV Education / Clinical Support	Agency + 20		
IV Certification	Pricing is dependent on State of Certification		

Ancillary Services

Standard Deliveries	3 per day (Mon-Fri), 1 per day (Sat), 1 per day (Sun)
STAT Deliveries	9 STAT Deliveries per facility per month at no charge
Consulting	\$85 Hourly
IMRR	\$14 Per Review
Field Services	\$65 Hourly
Cost Containment Suite	\$2 PLBPM

Contract Terms

3 Year initial term With Cause; 1 Year renewal term With Cause; Notice for Non-Renewal is 180 days
PharMerica is exclusive provider of pharmacy services for 250 beds
PharMerica is exclusive formulary manager
Net 60 day payment terms
Private Pay is at Facility Rates

Dispensing Terms

Brands to be dispensed in 30 Day Supply; Generics to be dispensed in 30 Day Supply
--

Discounts

3% Prompt Pay Discount paid in 30 Days
2% E-MAR Discount

Carve Out Drugs

Daptomycin IV at \$50 per unit
Ondansetron at \$0.25 per unit
Atorvastatin at \$0.25 per unit
Linezolid at \$5 per unit

SECTION VI**MANDATORY DOCUMENTATION****Proposal Form****COUNTY OF ALBANY****PROPOSAL FORM****PROPOSAL IDENTIFICATION:**

Title: Pharmacy Services
RFP Number: 2023-132

THIS PROPOSAL IS SUBMITTED TO:

Pamela O'Neill, Purchasing Agent
Albany County Department of General Services
Purchasing Division
112 State Street, Room 1000
Albany, NY 12207

1. The undersigned Proposer proposes and agrees, if this Proposal is accepted, to enter into a Contract with the owner in the form included in the Contract Documents to complete all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Proposal and in accordance with the Contract Documents.
2. Proposer accepts all of the terms and conditions of the Instructions to Proposers, including without limitation those dealing with the Disposition of Proposal Security. This Proposal may remain open for ninety (90) days after the day of Proposal opening. Proposer will sign the Contract and submit the Contract Security and other documents required by the Contract Documents within fifteen days after the date of County's Notice of Award.
3. In submitting this Proposal, Proposer represents, as more fully set forth in this Contract, that:

- (a) Proposer has examined copies of all the Contract Documents and of the following addenda: (If none, so state)

Date	Number
10/27/2023	Addendum no. 1
10/30/2023	Addendum no. 2
11/06/2023	Addendum no. 3

(receipt of all of which is hereby acknowledges) and also copies of the Notice to Proposers and the Instructions to Proposers;

- (b) Proposer has examined the site and locality where the Work is to be performed, the legal requirements (federal, state and local laws, ordinances, rules and regulations) and the conditions affecting cost, progress or performance of the Work and has made such independent investigations as Proposer deems necessary;

CP1

- (c) This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham Proposal; PROPOSER has not solicited or induced any person, firm or a corporation to refrain from Proposing; and Proposer has not sought by collusion to obtain for himself any advantage over any other Proposer or over the owner.
4. Proposer will complete the Work for the following prices(s): (Attach Proposal)
5. Proposer agrees to commence the Work within the number of calendar days or by the specific date indicated in the Contract. Proposer agrees that the Work will be completed within the number of Calendar days or by the specific date indicated in the contract.
6. The following documents are attached to and made a condition of this Proposal:
- (a) Non-Collusive Bidding Certificate (Attachment "A")
 - (b) Acknowledgment by Bidder (Attachment "B")
 - (c) Vendor Responsibility Questionnaire (Attachment "C")
 - (d) Iranian Energy Divestment Certification (Attachment "D")
7. Communication concerning this Proposal shall be addressed to:
- Charles Seide, Vice President of the New York Region _____
- Charles.Seide@pharmerica.com _____
- _____
- Phone: (516) 316-2658 _____
8. Terms used in this Proposal have the meanings assigned to them in the Contract and General Provisions.

CP2

Non-Collusive Bidding Certificate

ATTACHMENT "A"
NON-COLLUSIVE BIDDING CERTIFICATE PURSUANT TO
SECTION 103-D OF THE NEW YORK STATE GENERAL MUNICIPAL LAW

A. By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organizations, under penalty of perjury, that to the best of knowledge and belief:

(1) The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.

(2) Unless otherwise required by law, the prices which have been quoted in this bid have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder, directly or indirectly, prior to opening, to any bidder or to any competitor.

(3) No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

A bid shall not be considered for award nor shall any award be made where (1), (2), and (3) above have not been complied with; provided, however, that in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons thereof. Where (1), (2), and (3) above have not been complied with, the bid shall not be considered for any award nor shall any award be made unless the head of the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

The fact that a bidder (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customer of proposed or pending publication of new or revised price lists for such items, or (c) has sold the same items to other customers at the same prices being bid, does not constitute, without more, a disclosure within the meaning of paragraph "A" above.

B. Any bid hereafter made to any political subdivision of the state or any public department, agency or official thereof by a corporate bidder for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulation, local law, and where such bid contains the certification referred to in paragraph "A" of this section, shall be deemed to have been authorized by the Board of Directors of the bidder, and such authorization shall be deemed to include the submission of the bid and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation


Signature

President

Title

Pharmacy Corporation of America dba PharMerica

Company Name

11/2/2023

Date

Acknowledgment by Proposer

ATTACHMENT "B"
ACKNOWLEDGMENT BY PROPOSER

If Individual or Individuals:

STATE OF _____)
COUNTY OF _____) SS.:

On this _____ day of _____, 20____, before me personally appeared _____ to me known and known to me to be the same person(s) described in and who executed the within instrument, and he (or they severally) acknowledged to me that he (or they) executed the same.

Notary Public, State of _____

Qualified in _____

Commission Expires _____

If Corporation:

STATE OF Kentucky)
COUNTY OF Jefferson) SS.:

On this 2nd day of November, 2023, before me personally appeared Jennifer Yowler to me known, who, being by me sworn, did say that he resides at (give address) 805 North Whittington Parkway, Louisville, KY 40222; that he is the (give title) President of the (name of corporation) Pharmacy Corporation of America dba PharMerica, the corporation described in and which executed the above instrument; that he knows the seal of the corporation, and that the seal affixed to the instrument is such corporate seal; that it was so affixed by order of the board of directors of the corporation, and that he signed his name thereto by like order.

Patricia BrattaniNotary Public, State of KentuckyQualified in KentuckyCommission Expires January 30, 2025

If Partnership:

STATE OF _____)
COUNTY OF _____) SS.:

On the _____ day of _____, 20____, before me personally came _____ to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he / she is a partner of the firm of _____ and that he / she has the authority to sign the same, and acknowledged that he / she executed the same as the act and deed of said partnership.

Notary Public, State of _____

Qualified in _____

Commission Expires _____

Vendor Responsibility Questionnaire

ATTACHMENT "C"
ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

1. VENDOR IS: <input checked="" type="checkbox"/> PRIME CONTRACTOR			
2. VENDOR'S LEGAL BUSINESS NAME Pharmacy Corporation of America dba PharMerica		3. IDENTIFICATION NUMBERS a) FEIN # 27-3494141 b) DUNS # 080603494	
4. D/B/A – Doing Business As (if applicable) & COUNTY FIELD: dba PharMerica		5. WEBSITE ADDRESS (if applicable) www.pharmerica.com	
6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE 805 N Whittington Pkwy, Louisville, KY 40222		7. TELEPHONE NUMBER (502) 627-7100	8. FAX NUMBER (502) 327-4663
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE <i>IN NEW YORK STATE, if different from above</i> 12 Interstate Avenue, Colonie, NY 12205		10. TELEPHONE NUMBER (518) 452-7795	11. FAX NUMBER (844) 331-4153
12. AUTHORIZED CONTACT FOR THE QUESTIONNAIRE Name Charles Seide Title VP Operations New York Region Telephone Number (516) 316-2658 Fax Number (814) 331-4153 e-mail Charles.Seide@pharmerica.com			
13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.			
a) NAME N/A	TITLE N/A	b) NAME N/A	TITLE N/A
c) NAME N/A	TITLE N/A	d) NAME N/A	TITLE N/A
A DETAILED EXPLANATION IS REQUIRED FOR EACH QUESTION ANSWERED WITH A "YES," AND MUST BE PROVIDED AS AN ATTACHMENT TO THE COMPLETED QUESTIONNAIRE. YOU MUST PROVIDE ADEQUATE DETAILS OR DOCUMENTS TO AID THE COUNTY IN MAKING A DETERMINATION OF VENDOR RESPONSIBILITY. PLEASE NUMBER EACH RESPONSE TO MATCH THE QUESTION NUMBER.			
14. DOES THE VENDOR USE, OR HAS IT USED IN THE PAST FIVE (5) YEARS, ANY OTHER BUSINESS NAME, FEIN, or D/B/A OTHER THAN THOSE LISTED IN ITEMS 2-4 ABOVE? List all other business name(s), Federal Employer Identification Number(s) or any D/B/A names and the dates that these names or numbers were/are in use. Explain the relationship to the vendor.		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
15. ARE THERE ANY INDIVIDUALS NOW SERVING IN A MANAGERIAL OR CONSULTING CAPACITY TO THE VENDOR, INCLUDING PRINCIPAL OWNERS AND OFFICERS, WHO NOW SERVE OR IN THE PAST ONE (1) YEARS HAVE SERVED AS:		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
a) An elected or appointed public official or officer? <i>List each individual's name, business title, the name of the organization and position elected or appointed to, and dates of service</i>		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b) An officer of any political party organization in Albany County, whether paid or unpaid? <i>List each individual's name, business title or consulting capacity and the official political position held with applicable service dates.</i>		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

16.	<p>WITHIN THE PAST (5) YEARS, HAS THE VENDOR, ANY INDIVIDUALS SERVING IN MANAGERIAL OR CONSULTING CAPACITY, PRINCIPAL OWNERS, OFFICERS, MAJOR STOCKHOLDER(S) (10% OR MORE OF THE VOTING SHARES FOR PUBLICLY TRADED COMPANIES, 25% OR MORE OF THE SHARES FOR ALL OTHER COMPANIES), AFFILIATE OR ANY PERSON INVOLVED IN THE BIDDING OR CONTRACTING PROCESS:</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
a)	<p>1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process;</p> <p>2. been disqualified for cause as a bidder on any permit, license, concession franchise or lease;</p> <p>3. entered into an agreement to a voluntary exclusion from bidding/contracting;</p> <p>4. had a bid rejected on an Albany County contract for failure to comply with the MacBride Fair Employment Principles;</p> <p>5. had a low bid rejected on a local, state or federal contract for failure to meet statutory affirmative action or M/WBE requirements on a previously held contract;</p> <p>6. had status as a Women's Business Enterprise, Minority Business Enterprise or Disadvantaged Business Enterprise, de-certified, revoked or forfeited;</p> <p>7. been subject to an administrative proceeding or civil action seeking specific performance or restitution in connection with any local, state or federal government contract;</p> <p>8. been denied an award of a local, state or federal government contract, had a contract suspended or had a contract terminated for non-responsibility; or</p> <p>9. had a local, state or federal government contract suspended or terminated for cause prior to the completion of the term of the contract.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
b)	<p>been indicted, convicted, received a judgment against them or a grant of immunity for any business-related conduct constituting a crime under local, state or federal law including but not limited to, fraud, extortion, bribery, racketeering, price-fixing, bid collusion or any crime related to truthfulness and/or business conduct?</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
c)	<p>been issued a citation, notice, violation order, or are pending an administrative hearing or proceeding or determination of violations of:</p> <p>1. federal, state or local health laws, rules or regulations.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
17.	<p>IN THE PAST THREE (3) YEARS, HAS THE VENDOR OR ITS AFFILIATES HAD ANY CLAIMS, JUDGMENTS, INJUNCTIONS, LIENS, FINES OR PENALTIES SECURED BY ANY GOVERNMENTAL AGENCY?</p> <p>Indicate if this is applicable to the submitting vendor or affiliate. State whether the situation(s) was a claim, judgment, injunction, lien or other with an explanation. Provide the name(s) and address(es) of the agency, the amount of the original obligation and outstanding balance. If any of these items are open, unsatisfied, indicate the status of each item as "open" or "unsatisfied."</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
18.	<p>DURING THE PAST THREE (3) YEARS, HAS THE VENDOR FAILED TO:</p> <p>a) file returns or pay any applicable federal, state or city taxes? <i>Identify the taxing jurisdiction, type of tax, liability year(s), and tax liability amount the vendor failed to file pay and the current status of the liability.</i></p> <p>b) file returns or pay New York State unemployment insurance? <i>Indicate the years the vendor failed to file pay the insurance and the current status of the liability.</i></p> <p>c) Property Tax <i>Indicate the years the vendor failed to file.</i></p>	<p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p>
19.	<p>HAVE ANY BANKRUPTCY PROCEEDINGS BEEN INITIATED BY OR AGAINST THE VENDOR OR ITS AFFILIATES WITHIN THE PAST SEVEN (7) YEARS (WHETHER OR NOT CLOSED) OR IS ANY BANKRUPTCY PROCEEDING PENDING BY OR AGAINST THE VENDOR OR ITS AFFILIATES REGARDLESS OF THE DATE OF FILING?</p> <p>Indicate if this is applicable to the submitting vendor or affiliate. If it is an affiliate, include the affiliate's name and FEIN. Provide the court name, address and docket number. Indicate if the proceedings have been initiated, remain pending or have been closed. If closed, provide the date closed.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
20.	<p>IS THE VENDOR CURRENTLY INSOLVENT, OR DOES VENDOR CURRENTLY HAVE REASON TO BELIEVE THAT AN INVOLUNTARY BANKRUPTCY PROCEEDING MAY BE BROUGHT AGAINST IT? Provide financial information to support the vendor's current position, for example, Current Ratio, Debt Ratio, Age of Accounts Payable, Cash Flow and any documents that will provide the agency with an understanding of the vendor's situation.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

21. IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES¹ : ☐ Yes ☒ No
- a) defaulted or been terminated on, or had its surety called upon to complete, any contract (public or private) awarded;
- Indicate if this is applicable to the submitting vendor or affiliate. Detail the situation(s) that gave rise to the negative action, any corrective action taken by the vendor and the name of the contracting agency.

¹ "Affiliate" meaning: (a) any entity in which the vendor owns more than 50% of the voting stock; (b) any individual, entity or group of principal owners or officers who own more than 50% of the voting stock of the vendor; or (c) any entity whose voting stock is more than 50% owned by the same individual, entity or group described in clause (b). In addition, if a vendor owns less than 50% of the voting stock of another entity, but directs or has the right to direct such entity's daily operations, that entity will be an "affiliate" for purposes of this questionnaire.


FEIN # 27-3494141

Patricia Brattam
Printed Name
Patricia Brattam
Signature
11/2/2023
Date

Iranian Energy Divestment Certification

Attachment "D"
Certification Pursuant to Section 103-g
Of the New York State
General Municipal Law

- A. By submission of this bid/proposal, each bidder/proposer and each person signing on behalf of any bidder/proposer certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to paragraph (b) of subdivision 3 of Section 165-a of the New York State Finance Law.
- B. A Bid/Proposal shall not be considered for award, nor shall any award be made where the condition set forth in Paragraph A above has not been complied with; provided, however, that in any case the bidder/proposer cannot make the foregoing certification set forth in Paragraph A above, the bidder/proposer shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefor. Where Paragraph A above cannot be complied with, the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid/proposal is made, or his designee, may award a bid/proposal, on a case by case business under the following circumstances:
1. The investment activities in Iran were made before April 12, 2012, the investment activities in Iran have not been expanded or renewed after April 12, 2012, and the Bidder/Proposer has adopted, publicized and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or
 2. The political subdivision makes a determination that the goods or services are necessary for the political subdivision to perform its functions and that, absent such an exemption, the political subdivision would be unable to obtain the goods or services for which the contract is offered. Such determination shall be made in writing and shall be a public document.



Signature
President

Title
Pharmacy Corporation of America dba PharMerica

Company Name

11/2/2023

Date

ATTACHMENTS

Receipt Confirmation Form

COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES PURCHASING DIVISION
112 STATE STREET, ROOM 1000, ALBANY, NY 12207
TELEPHONE: 518-447-7140/ FAX: 518-447-5588

TITLE: PHARMACY SERVICES RFP NUMBER: 2023-132

Receipt Confirmation Form

Please complete and return this confirmation form as soon as possible:

Pamela O Neill
Purchasing Agent
County of Albany
112 State Street, Room 1000
Albany, NY 12207

**IF YOU PLAN TO SUBMIT A PROPOSAL, YOU MUST RETURN
THIS FORM TO ENSURE THAT YOU WILL RECEIVE ALL
FURTHER COMMUNICATION REGARDING THIS RFP.**

Company Name: Pharmacy Corporation of America dba PharMerica
Address: 805 N. Whittington Pkwy
City: Louisville State: KY Zip Code: 40222
Contact Person: Chalres Seide
Title: VP Operations of New York Region
Phone Number: (516) 316-2658 Fax Number: (502) 327-4663 E-Mail: Charles.Seide@pharmerica.com

If a Bidders/Proposers meeting has been arranged for this Bid/RFP, please indicate if you plan to attend:
☐ Yes / ☐ No

I authorize the County of Albany to send further correspondence that the County deems to be of an
urgent nature by the following method (check):

Fax Number: _____ E-Mail: ☒ _____

Sample Cost Containment Report

COST CONTAINMENT - SAMPLE REPORT										
DC'D/DISCHARGED MEDS FOR RETURN										
Facility	Rx Num	Fin Plan	Patient Name	Patient Num	Drug Name	Date Of Service	continue D	Qty Remain	Cost Amount	Station
	259951.00	PMCMR		00URU	VITAMIN D3 50MC	10/18/2023	10/27/2023	4	\$0.12	NVPK
	259952.00	PMCMR		00URU	AMLODIPINE BESY	10/18/2023	10/27/2023	4	\$1.33	NVPK
	259954.00	PMCMR		00URU	CELECOXIB 200 M	10/18/2023	10/27/2023	4	\$4.24	NVPK
	259956.00	PMCMR		00URU	HYDROCHLOROTH	10/18/2023	10/27/2023	20	\$1.19	NVPK
	221856.05	PMCMG		00SHK	BUPROPION HCL X	10/01/2023	10/11/2023	3	\$2.64	NVPK
	221888.04	PMCMG		00SHK	GNP ALLERGY REL	10/10/2023	10/24/2023	15	\$1.82	NVPK
	232390.01	PMCMG		00SHK	ALIGN DIGESTIVE	09/15/2023	10/01/2023	18	\$13.04	NVPK
	232392.02	PMCMG		00SHK	MAGNESIUM OXID	09/27/2023	10/24/2023	4	\$0.07	NVPK
	244347.01	PMCMG		00SHK	POTASSIUM CL ER	10/06/2023	10/24/2023	22	\$1.93	NVPK
	252989.01	PMCMG		00SHK	FOLIC ACID 1 MG	10/18/2023	10/24/2023	7	\$0.07	NVPK
	254280.01	PMCMG		00SHK	ESCITALOPRAM 1	10/17/2023	10/24/2023	6	\$4.40	NVPK
	256458.01	PMCMG		00SHK	BUPROPION HCL X	10/23/2023	10/24/2023	12	\$10.58	NVPK
	251401.00	PMCMR		00UIK	FUROSEMIDE 20 M	09/28/2023	10/19/2023	8	\$0.47	CAZE
	251403.00	PMCMR		00UIK	AMLODIPINE BESY	09/28/2023	10/19/2023	8	\$2.66	CAZE
	251408.00	PMCMR		00UIK	ATORVASTATIN 4	09/28/2023	10/21/2023	6	\$4.84	CAZE
	251412.01	PMCMR		00UIK	PHOSPHA 250 NEU	10/09/2023	10/20/2023	8	\$1.73	CAZE
	247995.00	PMCMG		00UEK	IBUPROFEN 800 M	09/20/2023	09/27/2023	6	\$0.58	NVPK
	248877.00	PMCMG		00UEK	RA MELATONIN 10	09/22/2023	09/27/2023	24	\$1.53	NVPK
	238690.00	PMCMR		00U4R	TAB-A-VITE TAB	08/28/2023	09/15/2023	11	\$0.14	NVPK
	238708.00	PMCMR		00U4R	SIMVASTATIN 20	08/28/2023	09/15/2023	11	\$7.58	NVPK
	238717.01	PMCMR		00U4R	LISINOPRIL 5 MG	09/08/2023	09/15/2023	6	\$0.81	NVPK
	238719.00	PMCMR		00U4R	MELATONIN 5 MG	08/28/2023	09/07/2023	3	\$0.09	NVPK
	238720.00	PMCMR		00U4R	PRESERVISION AF	08/28/2023	09/15/2023	22	\$4.70	NVPK
	240929.00	PMCMR		00U4R	ESCITALOPRAM 5	09/01/2023	09/15/2023	15	\$9.18	NVPK
	252068.00	PMCMR		00UJH	LISINOPRIL 40 MG	09/29/2023	10/13/2023	15	\$3.23	CNSD
	252069.00	PMCMR		00UJH	FUROSEMIDE 20 M	09/29/2023	10/13/2023	15	\$0.88	CNSD
	252072.00	PMCMR		00UJH	ATORVASTATIN 2	09/29/2023	10/13/2023	15	\$12.11	CNSD
POTENTIAL CREDIT \$ 91.97										

Sample Monthly Invoice Report

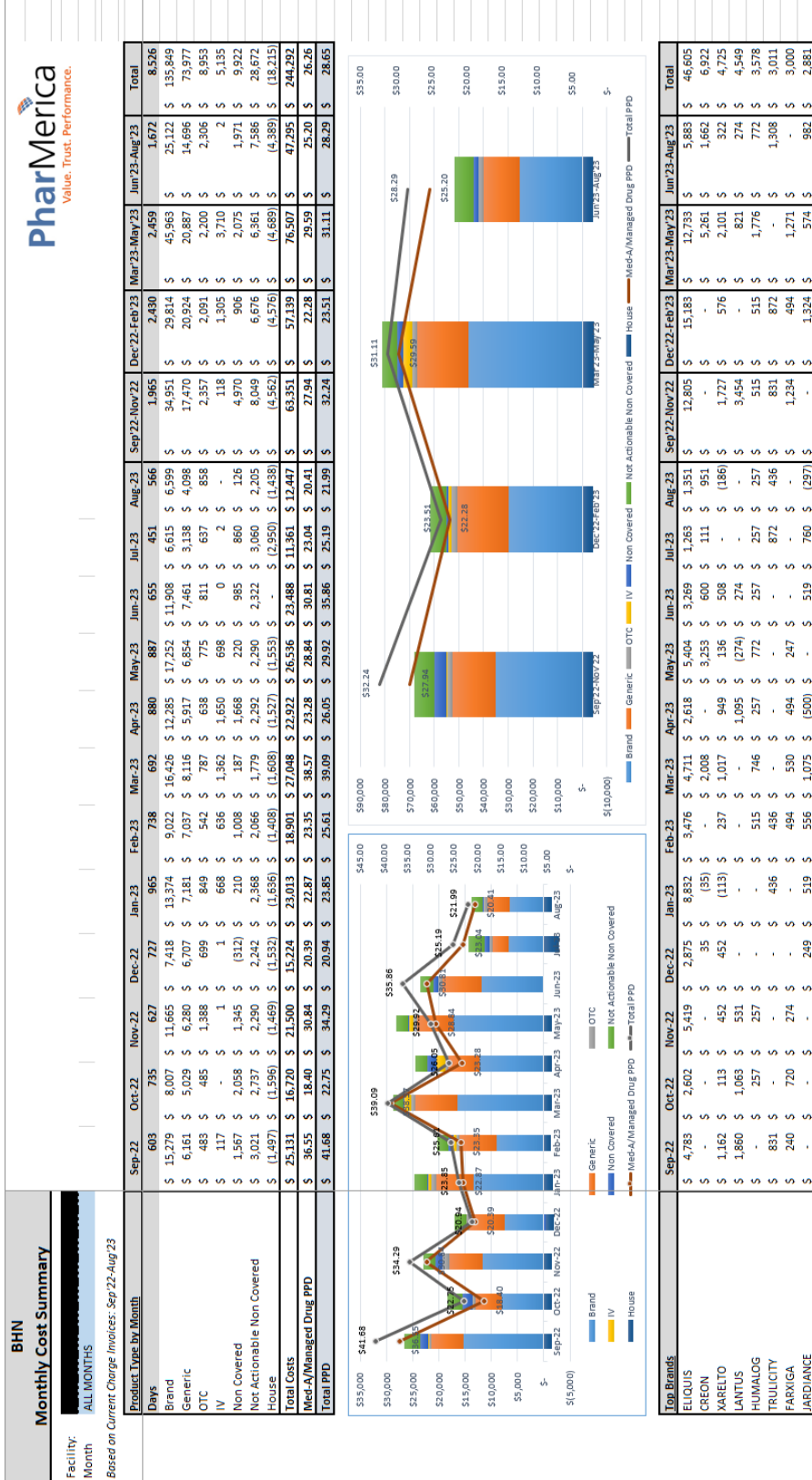


REPORT NAME: MONTHLY INVOICE REVIEW

REPORT DATE RANGE: SEPTEMBER 2023

TOP COST RESIDENTS		TOP COST RESIDENT MEDICATIONS		
RESIDENT NAME	L RESIDENT	RESIDENT NAME	TRANS DESC	IL COST PER
	\$1,876.97		2000MG CEFEPIIME HCL	\$1,069.56
	\$797.30		Zyno Primary Z800F A	\$290.61
	\$719.58		FIRST-LANSOPRAZOLE	\$163.98
	\$639.74		IV PUMP RENTAL ZYNQ	\$105.00
	\$572.86		CMP DANTROLENE 5MG	\$55.83
	\$500.36		IV DELIVERY MSC	\$52.65
	\$451.99		RAMELTEON 8 MG TAB	\$50.36
	\$448.75		CITALOPRAM HBR 10 M	\$26.46
	\$442.95		Curos Disinfecting G	\$21.19
	\$360.80		FENOPIBRATE 160 MG	\$10.37
	\$351.46		TEGADERM HP DRESSI	\$9.38
	\$346.71		BIOPATCH TRANSPARE	\$8.22
	\$343.54		IV Dressing Chg Tray	\$7.26
	\$296.01		ENOXAPARIN 30 MG/0	\$6.70
	\$282.69		OML NORMAL SALINE F	\$4.48
	\$279.75		IV Valve, (+) Pressu	\$1.62
	\$278.66		CV ENOXAPARIN 30 MG	(\$6.70)
	\$207.01		BRIVIACT 10 MG/ML O	\$751.64
	\$204.27		CMP PANTOPRAZOLE 2	\$28.18
	\$203.29		HYFIBER WITH FOS LIQ	\$15.53
	\$203.24		BANATROL PLUS 8 GRA	\$1.95
	\$200.74		INFANT GAS RELIEF DR	\$176.88
	\$182.55		CULTURELLE DIGEST 1	\$145.53
	\$149.08		FISH OIL LIQUID LIQ	\$78.06
	\$146.65		POLYETHYLENE GLYCO	\$55.40
	\$118.30		PHYTOPLEX Z-GUARD P	\$55.28
	\$114.82		MULTIVITAMIN LIQUID	\$47.55
	\$97.24		DESITIN MAXIMUM STR	\$47.23
	\$86.64		DOCUSATE SODIUM 50	\$46.54
	\$78.32		AQUAPHOR OIN	\$26.08
	\$65.21		PEDIATRIC FE-VITE 15	\$25.41
	\$53.15		ETHYL RUBBING ALCOH	\$21.12
	\$48.98		FERROUS SULFATE ELI	\$20.30

Sample Year over Year Trending Report



46

ELIQUIS	\$ (157)	\$ 496	\$ 231	\$ -	\$ 42	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 570	\$ 42	\$ -	\$ -	\$ 612
LANTUS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 547
TRULICITY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 547
HUMALOG	\$ -	\$ -	\$ 77	\$ -	\$ -	\$ 257	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 77	\$ 257	\$ -	\$ -	\$ 436
INSULIN GLARGINE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 335
DICLOFENAC SODIUM	\$ (8)	\$ 74	\$ 48	\$ 40	\$ 97	\$ (8)	\$ 24	\$ 8	\$ 8	\$ -	\$ -	\$ 114	\$ 129	\$ 40	\$ 16	\$ 319
LEVEMIR	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 289	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 289	\$ -	\$ 289
Total Top 10	\$ 988	\$ 1,217	\$ 610	\$ 40	\$ 270	\$ 376	\$ 150	\$ 1,297	\$ 8	\$ 547	\$ 550	\$ 2,815	\$ 685	\$ 1,455	\$ 1,318	\$ 6,273
Non Covered Total	\$ 1,567	\$ 2,058	\$ 1,945	\$ (312)	\$ 210	\$ 1,008	\$ 187	\$ 1,668	\$ 220	\$ 985	\$ 860	\$ 4,970	\$ 906	\$ 2,075	\$ 1,971	\$ 9,922
Not Actionable Non Covered Total	\$ 3,021	\$ 2,737	\$ 2,290	\$ 2,242	\$ 2,368	\$ 2,066	\$ 1,779	\$ 2,292	\$ 2,290	\$ 2,322	\$ 3,060	\$ 8,049	\$ 6,676	\$ 6,361	\$ 7,586	\$ 28,672
Total Non Covered	\$ 4,588	\$ 4,795	\$ 3,635	\$ 1,930	\$ 2,578	\$ 3,073	\$ 1,966	\$ 3,959	\$ 2,510	\$ 3,308	\$ 3,920	\$ 13,018	\$ 7,582	\$ 8,436	\$ 9,558	\$ 38,594
Percent of Total Costs	18%	29%	17%	13%	11%	16%	7%	17%	9%	14%	35%	21%	13%	11%	20%	16%

PharMerica®

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877.874.2768

2023-2024 Influenza Vaccination



Summary of Influenza Vaccines

The CDC recommends annual influenza vaccination for most people 6 months of age and older with any licensed, age-appropriate flu vaccine.

For people younger than 65 years, CDC does not recommend any one flu vaccine over another.

For adults 65 years and older, there are three flu vaccines that are preferentially recommended: **Fluad Quadrivalent adjuvanted flu vaccine, Fluzone High-Dose Quadrivalent vaccine, and Flublok Quadrivalent recombinant flu vaccine.** This recommendation was based on a review of available studies which suggests that, in this age group, these vaccines are potentially more effective than standard dose unadjuvanted flu vaccines. If none of the three flu vaccines preferentially recommended for people 65 and older is available at the time of administration, people in this age group can get any other age-appropriate flu vaccine instead.¹

Preservative-free single-use formulations are available to accommodate allergies/intolerances to preservatives.

Egg-free vaccine options are also available, including a cell-based vaccine (**Flucelvax**) and recombinant vaccine (**Flublok**).

Standard Quadrivalent Vaccine

The quadrivalent flu vaccine targets 4 influenza strains: 2 influenza A and 2 influenza B viruses, providing broader coverage against an additional B strain than the prior standard trivalent formulation. Current injectable formulations include **Afluria, Fluarix, Flulaval, Fluzone, and Flucelvax**, which may be available as vials and/or pre-filled syringes.

Flucelvax is the only cell-based inactivated flu vaccine licensed for use in the USA. It uses mammalian cultured cells to grow the vaccine virus. In 2022-23, all four viruses used in this vaccine were cell-derived, making the vaccine egg-free.²

Recombinant Quadrivalent Vaccine

Flublok is a recombinant quadrivalent flu vaccine that is also egg-free, as its production does not require an egg-grown vaccine virus and does not use chicken eggs in the production process. It has a higher dose than standard quadrivalent vaccines. This quadrivalent formulation is licensed for use in adults 18 years of age and older.³

High Dose Quadrivalent Vaccine

Fluzone HD Quadrivalent is a high-dose quadrivalent vaccine that contains four times the amount of antigen compared to Fluzone Quadrivalent, approved for persons 65 years of age and older to engender a more robust immune response.⁴

Adjuvanted Quadrivalent Vaccine

Fluad Quadrivalent is a standard-dose quadrivalent inactivated flu vaccine approved for adults 65 years of age and older that contains an adjuvant (MF59) designed to elicit a greater immune response to vaccination.⁵

This summary reflects information from the most recently published list of available influenza vaccines, based on composition, dose, and indication. For more information, refer to the 2022-23 ACIP Summary Table here: <https://www.cdc.gov/flu/professionals/acip/2022-2023/acip-table.htm>. More complete information on the 2023-24 influenza season vaccine formulations will be provided as available.

1. Centers for Disease Control and Prevention. Influenza (Flu). 13 Sep 2022. Web. 17 Jan 2023. <https://www.cdc.gov/flu/prevent/vaccinations.htm>

2. Centers for Disease Control and Prevention. Cell-Based Flu Vaccines. 2 Sep 2022. Web. 17 Jan 2023. <https://www.cdc.gov/flu/prevent/cell-based.htm>

3. Centers for Disease Control and Prevention. Recombinant Flu Vaccine. 25 Aug 2022. Web. 5 Jan 2023. <https://www.cdc.gov/flu/prevent/qa-flublok-vaccine.htm>

4. Centers for Disease Control and Prevention. Fluzone High-Dose Flu Vaccine. 25 Aug 2022. Web. 17 Jan 2023. <https://www.cdc.gov/flu/prevent/qa-fluzone.htm>

5. Centers for Disease Control and Prevention. Adjuvanted Flu Vaccine. 25 Aug 2022. Web. 17 Jan 2023. <https://www.cdc.gov/flu/prevent/adjuvant.htm>

2023-2024 Influenza Vaccination



The Centers for Medicare & Medicaid Services (CMS) requires facilities to develop policies and procedures regarding immunization against influenza per State Operations Manual Appendix PP §483.80(d). Failure to comply with these regulations may result in a citation for F-tag F883.

The 2023-2024 flu season projected market consists of an array of quadrivalent vaccine formulations, designed to target 4 influenza strains (one more than previously available trivalent formulations): 2 influenza A viruses and 2 influenza B viruses.

For patients aged 65 and older, at higher risk for contracting influenza and suffering worse health outcomes, there exist 3 CDC preferentially recommended vaccines (with no prioritization of one option over another): **Fluad Quadrivalent (Adjuvanted)** with standard antigen quantities but boosted with the adjuvant (MF59) to elicit greater immune response, **Fluzone HD Quadrivalent (High Dose)** with 4 times the antigen quantity than standard flu vaccines, and **Flublok Quadrivalent** (Recombinant) with a higher dose and unique manufacturing process.

Fluad Quadrivalent and **Fluzone HD Quadrivalent** are only approved for patients ages ≥65 years old. **Flublok Quadrivalent** is only approved for patients ages ≥18 years old.

Single-use vials and pre-filled syringes are available to circumvent potential issues with allergies to preservatives.

For residents with egg allergies, both **Flucelvax** and **Flublok** are available flu vaccine formulations whose composition last flu season were entirely egg free.

Influenza Vaccinations					
Approved Age Range	Older Adults Ages 65+		All Adults Ages 18+		
Vaccine Type	Adjuvanted Quadrivalent Vaccine (AIIV4)	High-Dose Quadrivalent Vaccine (HD-IIIV4)	Recombinant Quadrivalent Vaccines (RIIV4)	Cell-Cultured Standard Quad Vaccines (ccIIIV4)	Standard Quadrivalent Vaccines (IIIV4)
Brand Names	Fluad	Fluzone HD	Flublok	Flucelvax	Afluria, Fluarix, Flulaval, Fluzone
Preferentially Recommended in Age 65+	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Unique Development	Contains adjuvant "booster" (MF59) to increase immune response	Contains 4x the amount of antigen to increase immune response	Contains more antigen vs standard quadrivalent vaccine and is produced via recombinant technology (egg free)	Produced using cell cultures (egg free)	---

2022-23 CMS Influenza Vaccine Reimbursements							
Brand Names	Fluad	Fluzone HD	Flublok	Flucelvax		Standard Quadrivalent Vaccines (IIIV4)	
Package Type	Prefilled Syringes	Prefilled Syringes	Prefilled Syringes	Prefilled Syringes	Multi-dose Vial	Prefilled Syringes	Multi-dose Vial
2022-2023 CPT Reimbursement Rate	\$71.68	\$89.94	\$89.94	\$32.28	\$30.58	\$21.52	\$20.48
2022-2023 CPT Code	90694	90662	90682	90674	90756	90686	90688

Information for the 2023-24 flu season, including payment limits and effective dates for newly approved and marketed influenza vaccines, will be posted to this webpage: <https://www.cms.gov/medicare/medicare-fee-for-service-part-b-drugs/mcrpartbdrugavqsalesprice/vaccinespricing>.

2023-2024 Flu Vaccine Order Form



Please complete the order form below to purchase influenza vaccines.

Customer Name: _____ Phone: _____

Attn To: _____ Email: _____

Customer Address: _____

Preferred Products					
Enhanced Quadrivalent (Recommended for 65+ years of age per current CMS and ACIP guidelines)					
Product Description	Package Size	Doses per Package	*Invoice Cost per Pkg	Requested Package Quantity	Requested Dose Quantity
Fluad (adjuvant "booster") 10 x 0.5ml Prefilled Needleless Syringes 65+ years of age Preservative free; Latex free	10 Prefilled Syringes	10	\$600.00		
Flublok (Recombinant; 100% egg free) 10 x 0.5ml Prefilled Needleless Syringes 18+ years of age Preservative free; Latex free; Antibiotic free	10 Prefilled Syringes	10	\$700.00		

Standard Quadrivalent (6+ months of age)					
Product Description	Package Size	Doses per Package	*Invoice Cost per Pkg	Requested Package Quantity	Requested Dose Quantity
Flucelvax Quad VIAL 5ml, 10-dose Multidose Vial 6+ months of age Latex free; 100% egg free	1 Multidose Vial	10	\$245.00		
Flucelvax Quad SYRINGE 10 x 0.5ml Prefilled Needleless Syringes 6+ months of age Preservative free; Latex free; 100% egg free	10 Prefilled Syringes	10	\$260.00		

*Invoice Cost includes Federal Excise Tax

By signing below, the Client agrees to enter into a binding commitment to purchase the product described herein, in the quantities and under terms determined by the parties. The undersigned acknowledges that it has the power and authority to enter into a legal, valid and binding obligation to purchase. If the Client is unable to fulfill its purchase obligation, it must provide written notice to the Pharmacy by August 1, 2023.

Name: _____

Title: _____

Signature: _____

Date: _____