

FAQ for Pharmaceutical Industry Representatives

When will my drug be covered?

ND Medicaid covers products by default as they appear in the First DataBank database files that are loaded weekly into our system. Please use the [NDC Drug Lookup](#) tool which is also populated by the First DataBank drug database files for coverage and reimbursement information.

Drugs that cost over \$3000 for a month's supply

It'll be covered according to the package insert. If it is part of an already existing PDL category, it'll be added to that category. An update will be provided to the DUR board the following meeting in the PDL update. General utilization management measures, such as quantity limits, therapeutic duplication, and diagnosis requirements will be implemented as applicable.

Oncology medications

Will simply be covered with a quantity limit and to FDA and compendia diagnoses, with no step therapy. Clinical presentations are generally not necessary, due to the lack of impact on management.

When should I request a Pharmacy Industry Meeting?

The best timing for a clinical presentation to the ND team is shortly after FDA approval or launch. The ND team applies utilization management and strategizes for PDL placement and criteria after drugs are launched so the presentation is highly relevant during this time and is less likely to have the important clinical information lost in the shuffle.

How do I request a Pharmacy Industry Meeting?

Please fill out the [Pharmacy Industry Meeting Application](#) and email to medicaidpharmacy@nd.gov or fax to 701-328-1544.

What type of information should I share about my drug?

Things we find especially informative during presentations:

- Place in therapy
- Highlighting the differences between your drug and the current drugs in the marketplace

- Unique mechanisms of action and how the mechanism affects the disease state vs other drugs on the market
- Relevant clinical guidelines
- Real world data
- Distribution plans.

Oncology drugs

Clinical presentations are generally not needed for classes that are not managed. Most commonly these would be oncology medications. North Dakota will always reach out for more information when needed so a simple greeting and informative drug launch email to medicaidrx@nd.gov is often the best strategy for oncology medications.

What is the reimbursement for my drug?

ND Medicaid uses the methodology of lesser of NADAC or MAC if NADAC is available, or lesser of WAC and MAC if NADAC is not available. Please use the [NDC Drug Lookup](#) tool to lookup reimbursement information.

How will I know if my drug will be reviewed at a DUR meeting?

The DUR Board Agenda will be posted on the [DUR Board vendor's website](#) 30 days prior to the meeting. Chemotherapy, HIV/AIDs, antidepressants, antipsychotics, seizure, and immunosuppressants for prophylaxis of organ transplant rejection classes are currently excluded from prior authorization so will not be reviewed for prior authorization or step therapy criteria at the DUR meeting.

How do I request to give a public comment at a DUR meeting?

Please email Julie McKee at julie.mckee@acentra.com and provide any materials to be distributed to the board members. This is not a requirement to be allowed to speak at the DUR Meeting but is appreciated for an orderly meeting and record keeping. Public comments must be related to agenda item. For more information regarding public comments, please see the [ND Medicaid DUR Board Procedures](#)

What the timing is for public comment during a DUR meeting?

After each first review new business and second review old business item is reviewed, public comment will be requested prior to the DUR board making a motion or voting on the reviewed content.

When are classes re-reviewed?

The annual review for all PA classes occurs in the December meeting.

Does North Dakota Medicaid participate in a supplemental rebate pool?

ND Medicaid participates in the Sovereign States Drug Consortium (SSDC) supplemental rebate pool. Please visit the [SSDC website](#) to view information on the consortium and how to submit a rebate offer.

Does North Dakota Medicaid participate in a value-based agreements?

ND Medicaid has been approved by CMS to participate in value-based agreements as a state. Please contact medicaidrx@nd.gov if you are interested in pursuing a value based agreement.