



Talking Points: Sovaldi

- Sovaldi is a highly promising treatment for individuals with Hepatitis C.
- The drug promises several benefits:
 - a higher cure rate, fewer side effects, and the opportunity for treatment for patients with other conditions (such as HIV) for whom effective treatment may not have previously been available.
- Safety Net Health Plans seek to deliver the benefits such as those of Sovaldi to as many patients as could practically and appropriately benefit.
- This is a very welcomed medical breakthrough. However, the cost of the treatment was not considered when the current managed care rates were set.
 - Single course of treatment = \$84,000.
- Number of individuals diagnosed now with hepatitis C plus number of individuals who may be diagnosed with better screening = huge impact on MMC plan finances.
- One ACAP plan: < 50 patients with Sovaldi = **6% of total medical costs**.
- Rebates are paid to government purchasers, not health plans that pay sticker price.
- DRE leads to integrated care management, but significant benefit to purchasers at the expense of the health plan payers that are managing the care was not the intent.
- The high costs of this drug along with large number of people who could benefit mean that this is an issue that **must urgently be addressed through policy**.
- The only course of redress for Safety Net Health Plans is to work with our partners in the public sector.

ACAP's proposed approach

ACAP does not call for a particular approach – it could be a carve-out, a supplemental per-case payment, or an adequate adjustment in the capitation rate. Our major concern is that in the spirit of actuarially sound rates and the reality of overturned rate assumptions, **the issue must be addressed and must be addressed immediately.**

■ **Note to plans:** you may have a more specific solution in mind at the state level.

Safety Net Health Plans: Committed to access for all

Safety Net Health Plans remain committed to preserving access to this promising treatment for hepatitis C without adversely affecting access for the nearly 10 million others who count on safety net plans for the coverage and care they need.