



REAL PSYCHIATRY

An Educational Experience Designed for and by
APPs on the Frontline of Modern Practice

ROAD MAP TO ACCESS

TOOLS FOR REAL-WORLD FISCAL OBTAINABILITY OF
THE MEDICATIONS YOUR PATIENT REALLY NEEDS

— JANUARY 13, 2024 —



Project Overview

- Clinicians work tirelessly to learn and apply evidence-based medicine so that patients can be prescribed medications that meet their goals.
- Yet, no matter how appropriate a therapy may be, insurance companies often have other plans, forcing healthcare practitioners to pivot from what they think is best to what is simply covered.
- Even for medications with a path to approval, the multi-step prior authorization process can impede the ability to successfully obtain coverage or delay a patient's time to treatment.

OBJECTIVE

To provide insider tips and tricks surrounding the PA process at Alay Health that maximize clinicians' chances of successfully obtaining preferred medications.

Faculty



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QUICK NOTE

*This presentation is based on personal experiences of the program faculty.
Your experience may differ depending on your region and practice type.*



AUDIENCE POLL

For which psychiatric condition do you find it most challenging to prescribe medications due to denials from insurance?

- a. Adult ADHD
- b. Bipolar mania
- c. Bipolar depression
- d. Major depressive disorder
- e. Schizophrenia (positive symptoms)
- f. Schizophrenia (negative symptoms)
- g. Substance abuse
- h. Tardive dyskinesia
- i. All of the above!



MOST COMMONLY DENIED MEDICATIONS

MY PRACTICE

THE NEW ONES!

MY MOST COMMONLY DENIED RIGHT NOW...

ORAL AGENT:
Lumateperone

LONG-ACTING INJECTABLE (LAI):
Risperidone

*Why? Insurance doesn't think they have enough of a reason to approve it...**yet***



RULE OF PA TRICKS

COMMERCIAL INSURANCE IS NEEDED FOR A LOT OF THEM

Coupons and patient assistance programs (to be discussed) cannot be applied to government health plans

Why?

THE ANTI-KICK-BACK LAW ➔

*The anti-kickback statute in Section 1128B(b) of the Social Security Act generally **prohibits** the knowing and willful offer or **payment of remuneration** to induce a person to buy an item or **service that will be reimbursed by a federal health care program.***

HOWEVER, BRAND NAMES MAY BE COVERED BY MEDICAID/MEDICARE WITHOUT COUPONS. CHECK YOUR STATE!



PA TIP #1 STAY ON LABEL

INSURANCE COMPANIES USE PAS TO DETERMINE IF A MEDICATION IS:

1. **Appropriate** for the condition¹  Lack of an FDA-indicated diagnosis code will get flagged²
2. **Cost-effective**¹  New meds are the most expensive they will ever be

EXAMPLE RESULT:

Even though traditional risperidone is approved for treatment of bipolar disorder, ***new extended-release injectable risperidone won't be covered without a schizophrenia ICD-10 code (F20.0)***

1. 2018-2019 Academy of Managed Care Pharmacy Professional Practice Committee. Prior Authorization and Utilization Management Concepts in Managed Care Pharmacy. J Manag Care Spec Pharm. 2019;25(6):641-644. 2. Pharmacy Policy Bulletin. Off-label use. Independence Blue Cross: Available at <https://www.ibx.com/documents/35221/56638/off-label-use.pdf>. Accessed 11/8/23



PA TIP #2

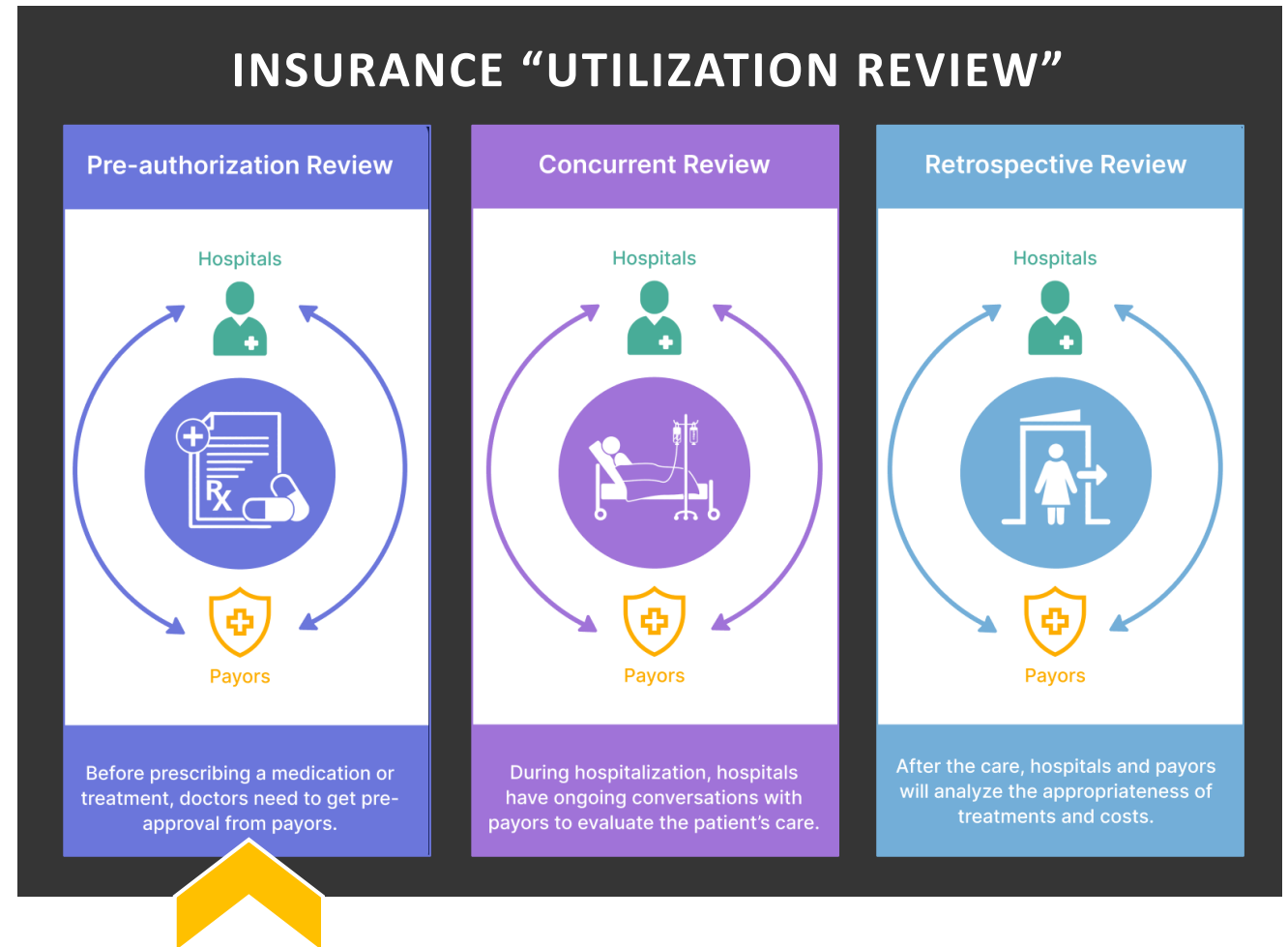
JUST SUBMITTING A PA MAY MAKE A DIFFERENCE

Utilization Review processes are periodically reevaluated for appropriateness and efficiency of care

↑ PA PROCESSING

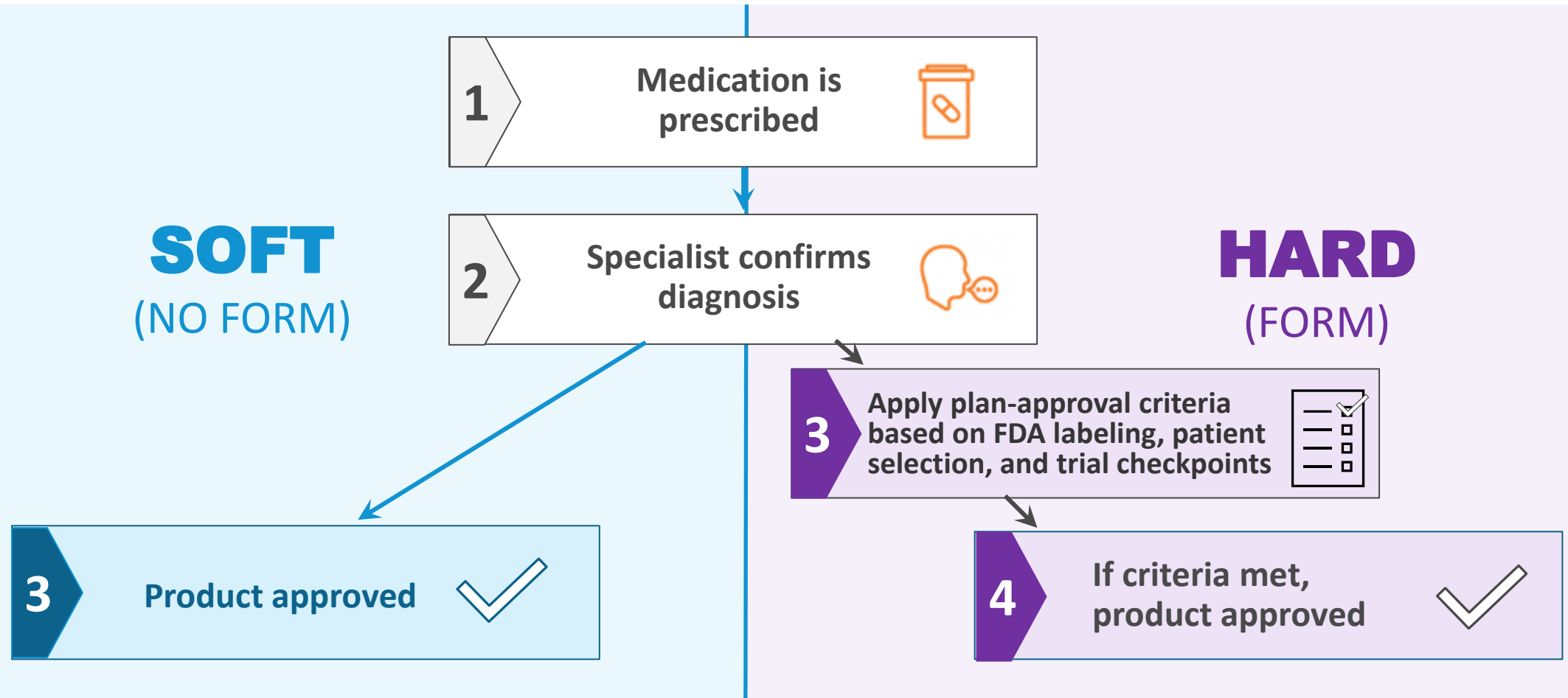
↓ EFFICIENCY

POTENTIAL RECONSIDERATION?





PA TIP #3 CHECK THE TYPE OF PA (THERE ARE 2!)



TIP: YOUR DRUG REPRESENTATIVES MAY BE ABLE TO TELL YOU WHICH PA TYPE IS USED FOR THEIR AGENT

PA TIP #4

MAKE THE “HARD” PA PROCESS LESS HARD

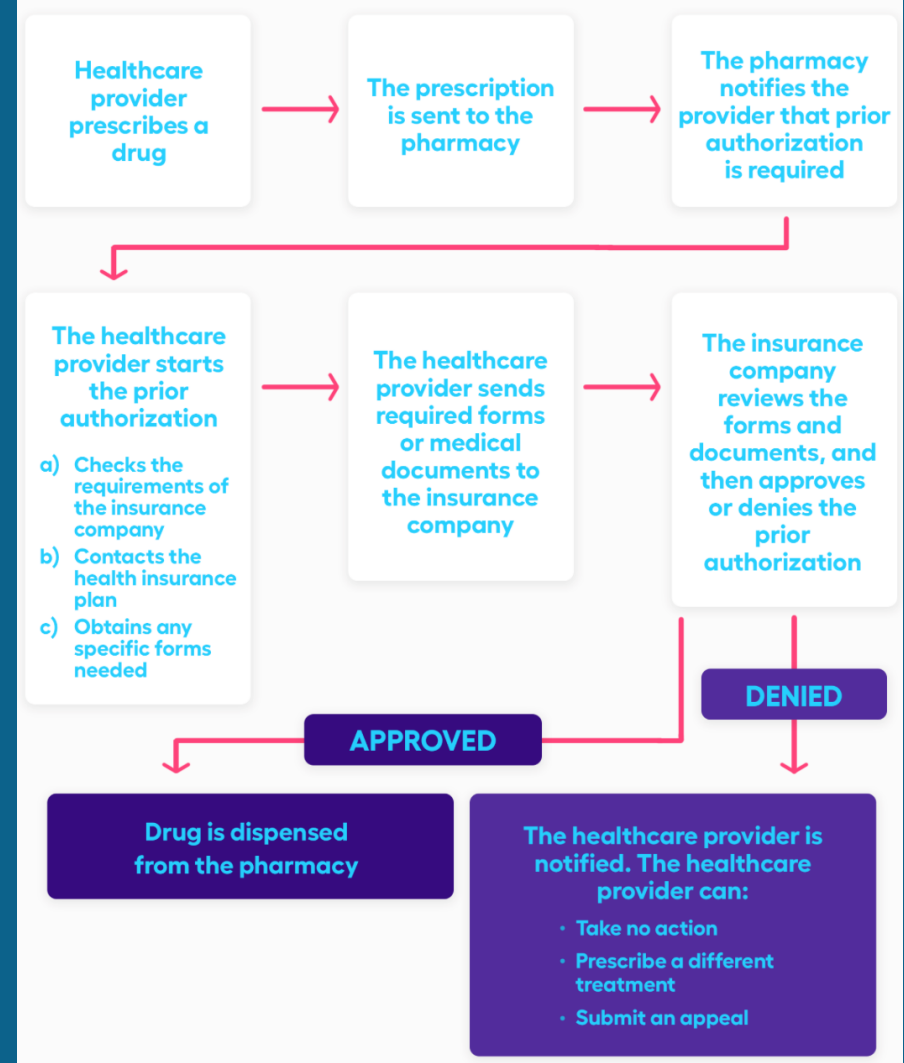
Required documentation between PAs can be very similar

➤ **Make note templates to help check the boxes**

(You can even make specific templates tailored to commonly used agents)

NOTE: PAs are not only for branded agents. This may help with a lot of different medications

Prior authorization process flow chart





PA TIP #4 CONTINUED EXAMPLE TEMPLATES

#1 PIECE OF INFORMATION: TRIED AND FAILED MEDICATIONS

WHAT IT IS NOT

Previous Medication Trials:

- Venlafaxine
- Sertraline
- Lithium
- Aripiprazole

WHAT IT IS

PREVIOUS MEDICATION TRIALS

Venlafaxine 75mg QD	1/23-5/23	Irritability with use
Sertraline 100mg QD	6/22 - 11/22	Lack of response
Lithium 300mg TID	3/22 - 7/22	Insufficient response
Aripiprazole 10mg QD	10/22 - 11/22	Weight gain, restlessness
Agent	Trial length	Failure

MUST HAVE





PA TIP #5

YOUR PROCESS IS YOUR KEY TO SUCCESS

BEFORE THE PA

- 1** Designate the same staff member(s) to PA responsibilities
- 2** Create a master list of procedures/meds that require PAs
- 3** Inform scheduling *in advance* when a PA may be needed
- 4** Be methodical and have a plan for your PA process/follow-up

DURING THE PA

- 5** Keep authorizations in a central location
- 6** Embrace technology (e.g., ePAs)
- 7** Ask for estimated turnaround times
- 8** Document denial reasons and payor correspondence

TO GO THE EXTRA MILE

★
Sign up for
payor newsletters

★
Stay informed of changing
industry standards

★
Create a quick guide of
your payor contacts

PA TIP #6

APPEAL THE ONION

Data are your greatest weapon. The payor may not know all the reasons you prescribed a medication or all the data that support it.

But ***you do***. Call them and explain!



FOR INITIAL TRIALS¹

Find all the supporting literature either for your agent or against their alternative.

FOR REFILLS

Document how well they're doing! Continuity of care matters



REAL EXAMPLE

Liability Risk

NP prescribes on-label bipolar medication to a 28-year-old female patient with BD-I. She is **considering having children soon**.



Payor rejects the PA due to lack of a trial with cheaper **divalproex**



NP initiates appeal and asks the payor, **"Do you really want my patient of child-bearing potential to use a teratogenic² agent?"**



APPEAL SUCCESSFUL

¹. American Medical Association. Tips to help physicians reduce the prior authorization burden in their practice. Accessed 12/12/23. https://www.ama-assn.org/sites/ama-assn.org/files/corp/media-browser/premium/psa/prior-authorization-tips_0.pdf ². Depakote (divalproex sodium). Prescribing information. AbbVie Inc.; 2023.

PA TIP #7

IF YOU HAVE TO STEP, STEP FASTER

Customize the duration of your step therapy trials to each agent.

Some therapies are expected to work quickly.



CONSIDERATIONS

- What's the **half-life** of the agent?
- Are there **diminishing returns** with each agent trial (e.g., MDD)?

1. ABILIFY (aripiprazole). Prescribing information. Bristol-Myers Squibb Company; 2005. 2. Swartz MS et al. What CATIE found: results from the schizophrenia trial. *Psychiatr Serv.* 2008;59(5):500-506. 3. Rubio JM et al. Long-term continuity of antipsychotic treatment for schizophrenia: a nationwide study. *Schizophr Bull.* 2021;47(6):1611-1620.

REAL EXAMPLE

Out-data them



NP prescribes a novel medication to a 32-year-old male patient with **schizophrenia** (SZ).



Payor rejects the PA due to lack of a trial with cheaper **quetiapine**.



Patient tries quetiapine for 2 weeks without improvement. NP prescribes new med again.



New med is rejected again.



APPEAL ARGUMENTS

1. Based on the **half-life**,¹ we should see a response by now.
2. **Nonadherence risk is high** in SZ when meds are ineffective or poorly tolerated.^{2,3}



**APPEAL
SUCCESSFUL**

PA TIP #8

PHARMACY MATTERS

PROSPECTIVE PA: The clinician submits the PA *at the same time* the prescription is submitted.¹

RETROSPECTIVE PA: The prescription is submitted first and gets denied at the pharmacy. The PA is then kicked back to the clinician.¹

- *Many PAs are triggered at the pharmacy level. At this point, the pharmacies are meant to initiate the process and let you know...*

but different types of pharmacies may yield different results

BIG-BOX PHARMACIES²

(e.g., Costco, Walmart)

- Massive quantities of prescriptions
- Continued business at scale
- Little incentive to use resources to help with your PAs and coupons



Call them! If they can't give you what you need, go somewhere else



SPECIALTY PHARMACIES²

(e.g., Genoa)

- Designed for complex medications
- Better access to coupons/programs
- Deliver by mail
- More personalized care



Not all specialty pharmacies carry all meds. May have to mix and match



¹. Delatore M. By Initiating PAs, Providers Can Give Pharmacists Time with Patients. Available at: <https://insights.covermyeds.com/healthcare-technology/prior-authorization/by-initiating-pas-providers-can-give-pharmacists-time-with-patients>. Accessed 11/10/2023. ². Neal T et al. What Are Specialty Pharmacies? Available at: <https://www.goodrx.com/healthcare-access/pharmacies/specialty-pharmacies>. Accessed 11/10/2023.

PA STEP #9

SUPER COUPON

In general, agents will have coupons until they go generic

TIPS

- Coupons don't **really** expire. There will be another one.
- Coupons should always be on the manufacturer website for you (and patients) to find
- Find a pharmacy that will accept your coupon (may differ by agent)



Insured Patients with Coverage May Pay As Little As

\$25*

On Each Prescription

Cash patients and patients without product coverage will pay \$50 for their first prescription.

(amphetamine) extended-release tablets 5 mg • 10 mg • 15 mg • 20 mg

*Terms and Conditions apply. Eligible patients may pay as little as \$25 each month. See back of card for Terms and Conditions.

See Medication Guide and Prescribing Information, including Boxed Warning, at trispharma.com.

BIN# 004682 PCN# CN GRP# WCTRS2160

(risperidone) extended-release injectable suspension

50 mg 75 mg 100 mg 125 mg
150 mg 200 mg 250 mg

BIN: 600426
PCN: 54
GROUP NUMBER: EC74036001
MEMBER ID: 39769944579

Shared Solutions

ELIGIBLE PATIENTS COULD PAY AS LITTLE AS

\$0

PER DOSE*

(lumateperone) capsules

Powered by:
CHANGE HEALTHCARE
BIN# 600426
PCN# 54
GRP# EC40501002
ID# XXXXXXXXXXXX

ELIGIBLE* PATIENTS MAY

PAY AS LITTLE AS \$0

FOR FIRST TWO FILLS

\$15

FOR SUBSEQUENT FILLS

*Maximum savings limit applies; patient out-of-pocket expense may vary. Please see back of card for Program Eligibility Criteria and Terms & Conditions. Please see accompanying full Prescribing Information, including Boxed Warnings.

PREP Text *CA
Message & Data rates may apply. Terms & Conditions apply. Once enrolled, text HELP for details.

\$0 copay

(up to \$50 a month in savings)*

BIN: 004682
PCN: CN
Group #: EC52001076
ID #: 48585385461

BUPENORPHINE AND NALOXONE Sublingual Film

Roche
Bioscience Inc.
Eli Lilly
Therapeutics Inc.

NOTE: Present this card each time you fill your prescription. Limit one prescription per month. Offer expires June 30, 2013.



PA TIP #10

COMPANIES WANT TO HELP YOU

Ask your representatives for help!

*Don't have reps
coming to your office?
You can request one*

