



# RxMED<sup>SM</sup>

## Why Join RxMed?

- **Substantial Savings** on pharmaceuticals, injectables, IV solutions and sets, OTCs, vitamins, herbal products, medical and surgical supplies and business products.
- **Wholesaler Freedom of Choice** allows you to continue using the wholesaler you have chosen.
- **GeriMed LTC Network** -This network offers reimbursement rates for LTC pharmacies on Medicare Part D above retail reimbursement. Combination pharmacies, serving both retail and long term care patients, can qualify to participate in this network (with the exception of Aetna) for their long term care patients. Many contracts are eligible for use with both assisted living and group homes in addition to nursing homes. Our network staff at GeriMed is available to assist you in claims adjudication issues and policies and procedures for your billing department.
- **An Extensive Product Line** of approximately 8,000 items provided by more than 70 pharmaceutical manufacturers and suppliers.
- **Brand Name and Generic Products** are available through RxMed. Awards are made to manufacturers on the basis of low bids, MAC prices and bottom line profit potential.
- **A Specific Commitment to Retail Pharmacists** assures that products and services are geared to the needs of community practitioners. Any independent pharmacy is eligible to join RxMed.
- **Special Brand Name Pharmaceutical Agreements** for use in combination pharmacies doing both long term care and retail business are available in a supplement agreement.
- **Streamlined Contract Information** is in a well-organized, easy-to-use binder which feature alpha-generic and manufacturer-ordered sections.
- **EmphaSys® Electronic Catalog** - A special computer software program, EmphaSys®, is available as a complimentary service from RxMed. This Windows based program allows members to view contracted items in a variety of formats. The information is updated monthly or more frequently via email upon request.
- **Other Membership Services** include periodic updating of contract information during the year and problem resolution with manufacturers and wholesalers. RxMed welcomes member suggestions for additions of products and manufacturers. Invoice cost comparisons and suggested formularies are provided at no extra charge.



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## RxMed Membership Criteria

RxMed is a purchasing organization providing contracts and services to community retail pharmacies throughout the United States.

Group purchasing volume plays a very important role in contracting. All members must be willing to work together with RxMed in contract compliance, as it will only strengthen member pharmacies and the effectiveness of the entire group. United we Stand, Divided we Fall!

### Requirements for membership are:

This program is available to all retail pharmacies providing services to the community. Wholesalers, distributors, clinics and physician offices are not eligible to receive pricing. Members must submit copies of a current DEA certificate and an active State Pharmacy license prior to beginning the program. Any changes or updates to such must be copied to RxMed.

Members must commit to using the RxMed contracts. This will allow RxMed to move product market share and negotiate favorable contract arrangements for members.

All RxMed members must agree to help RxMed in the collection of dispensing and wholesaler data in order to participate in incentive based programs. RxMed will work with computer software vendors and wholesalers to facilitate the collection process, but in some cases may need the assistance of a member pharmacy.

As part of the contract signed by RxMed members, the pharmacy must abide by the decisions of each manufacturer or supplier regarding eligibility. The manufacturer has the final say on eligibility for each pharmacy. An explanation from the manufacturer explaining why the member was denied access to their contract is preferred. Specific requirements such as minimum purchases and completion of applications are also criteria followed by RxMed members.

Members may use their wholesaler of choice to purchase contract items. In the event a member's wholesaler is not currently participating in the RxMed program, they can be contacted to sign an agreement for distributing RxMed contract items. RxMed welcomes all NWDA wholesalers into its program.



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## RxMed Pharmaceutical & Non-Pharmaceutical Program

### Summary of Contracts for Pharmaceutical

Abbott Pharm  
Actavis  
Akorn  
Allan Pharm  
Amneal  
Amphastar  
Apotex  
APP  
Aurobindo  
Barr  
Bausch & Lomb  
Baxa  
Boca Pharmacal  
Breckenridge  
Camber  
Caraco  
Carolina Medical  
Cebert  
Cypress  
Dava Pharm  
DEY  
Dr Reddy's Laboratory  
Endo  
Ethex  
Falcon  
Fougera  
G&W  
Geritrex  
Glades Pharm  
Glenmark  
Global Pharm  
Greenstone  
Heritage  
Hi – Tech  
Hospira  
Konsyl  
KVK Tech  
Lannett  
Major Pharm  
Mallinckrodt  
Medisca  
Morton Grove  
Mutual Pharma  
Mylan  
Nephron  
Niche Pharm  
Nostrum Labs  
Novartis  
Numark  
Pack Pharma  
Paddock Labs  
Par Pharma  
Perrigo – RX  
Pharma Assoc Inc  
Prasco  
Qualitest  
Ranbaxy Pharm  
Rising Pharm  
Roxane  
Taro Pharm  
Teva  
UDL  
Upsher Smith  
URL  
Vista Pharm  
Watson  
West – Ward  
Wockhardt  
X – Gen

### Summary of Contracts for Non-Pharmaceutical

ACU-Serve Corporation  
Capital Returns  
Carex Health,  
CarltonCards  
Coloplast Corporation  
Eatonform, Inc.  
Guaranteed Returns  
JDA Associates  
Medisca, Inc.  
Med-Pass  
RD Plastics Company  
Staples Business Adv.  
Workflow One



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# GERIMED<sup>SM</sup>

*Service you can depend on, for those who depend on you.*

## Why Join GeriMed Community Plus?

1. Brand contracts and rebates.
  - Johnson & Johnson
  - Boehringer-Ingelheim
  - Novartis Transplant
  - New brand contracts as they are available
2. Generic LTC Contracts - rebates that are better overall than the wholesaler source programs.
3. GeriMed LTC Services - such as reporting, GeriMed Profiles.
4. GeriMed LTC Network - This network offers reimbursement rates for LTC pharmacies on Medicare Part D contracts above retail reimbursement. Combination pharmacies, serving both retail and long term care patients, can qualify to participate in this network (with the exception of Aetna) for their long term care patients. Many contracts are eligible for use with both assisted living and group homes in addition to nursing homes. Our network staff at GeriMed are available to assist you in claims adjudication issues and policies and procedures for your billing department.

In order to become a member of GeriMed Community Plus and receive brand and generic pricing, please follow the below instructions.

1. Set up a separate account number with your wholesaler for all purchases made for your long term care patients. In order to receive pricing and rebates, ALL your purchases for your long term care patients need to be made under this account number at your wholesaler. A separate inventory to ensure purchases are going to the correct patients is required for this program.

2. Complete the following forms:

- A. GeriMed Community Plus Application
- B. Boehringer-Ingelheim/GeriMed Participation Agreement (Aggrenox, Flomax, Spiriva, Catapres TTS)
- C. Johnson and Johnson CAM Agreement form & Johnson and Johnson Long Term Care Institutional Use Certification (Levaquin oral, Invega, Risperdal Consta, Lifescan Strips, Procrit. [This is the only form that does not get returned to GeriMed. This form needs to be faxed directly to Johnson & Johnson at (908) 429-8299])
- D. In order for GeriMed to calculate certain rebates, your pharmacy will be required to upload dispensing data to GeriMed.

3. Enclose with these forms:

- A. Copy of DEA Certificate
- B. Copy of Pharmacy Permit
- C. Copy of State Registration

If you have any questions regarding these forms, please contact Wendy Rawleigh, Director of Membership Services at (800) 456-4374.



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**GERIMED**<sup>SM</sup>  
LONG TERM CARE NETWORK

## Gerimed LTC Network

The Gerimed LTC Network was developed to help pharmacies servicing the LTC community receive higher reimbursement for their Medicare Part D patients without having to obtain contracts on their own.

This service offers:

- Long term care rates for skilled nursing home residents, ICF-MR patients, and ALF residents when the resident requires the same level of care as a nursing home resident.
- Assistance with resolution of Part D plan problems (i.e. Pharmacy not receiving the correct reimbursement rate, not paid for a new prescription, etc.).
- Access to a specially developed PDP-PC Program to help manage all of the Part D Formularies.
- Assistance in getting claims paid when you are unable to obtain assistance from any particular Part D Plan's help desk. This program allows you to see coverage for individual drugs by plan or by patient.
- Negotiations with the Part D Plans to develop programs to help the pharmacy obtain extra reimbursement for services they are providing (i.e. Medication Therapy Management)
- Contracts with LTC rates for more than 95% to all plans across the country, including the 15 nation plans for 2010.
- Information on program changes, prior authorization forms, BIN and PCN numbers, and other relevant materials. This information is provided on a regular basis to network pharmacies.
- Reconciliation programs to ensure you are paid appropriately for claims at the long term care rate. This program not only shows you which claims are paid, but if you under billed a prescription or if the plan under paid you, based on contracted reimbursement rates.

For more information please contact Alex Mason: 800-456-4374



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# IVMED<sup>SM</sup>

## Why Join IVMed?

Home infusion pharmacies have a need for unique products. Recognizing this need, IVMed was started in 1991. Since then, IVMed has been a leader in contracting and special services for this industry. Adapting to changes in the healthcare marketplace, consolidation in the healthcare industry, and other contributing issues, IVMed remains strong in both pricing and services. New innovations are continually developed to enhance the profitability of the IVMed membership while maintaining professionalism and integrity.

The mission statement reflects the continued pursuit of providing the best services and contracts in home infusion pharmacy:

“Though long term partnerships in the healthcare industry, IVMed provides access to cost effective solutions which support our clients’ efforts to improve their strategic position, financial performance, and quality of care.”

### Contracts - Group Purchasing Organization (GPO)

- **Great Pricing** - Competitive pricing is negotiated for pharmaceutical and non-pharmaceutical items meeting the needs of home infusion pharmacies.
- **Availability** - Most contracts can be accessed through your choice of wholesalers. Products are chosen based on availability of products through wholesalers. Some contracts can be accessed directly from the manufacturer for extra flexibility in purchasing.
- **Extensive Line** - IVMed pharmaceutical contracts have more than 3,000 line items available from more than 35 brand and generic manufacturers and suppliers. IVMed knows the importance of having a variety of products on contract to meet the needs of all types of reimbursements.
- **Adaptability** - Because of the constant changes with healthcare, especially in home infusion and the pharmaceutical industry, IVMed maintains a constant watch for changes effecting contracts and reimbursement. The steps necessary to ensure members receive the most benefits from the IVMed contracts are then taken.



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## Why Join IVMed? (Continued)

### Services - Group Services Organization (GSO)

- **Electronic Catalog** - A special computer software program, EmphaSys®, is available as a complimentary service from IVMed. This Windows based program allows members to see the contracted items in a variety of formats. The information is updated on a monthly basis.
- **Pharmaceutical and Non-Pharmaceutical Binder** - One printed binder is sent to each member annually. This binder is updated frequently with price changes and new agreements. Pharmaceutical products are organized by generic name and manufacturer name in easy to read formats. The binders are printed from our contract database, maintained daily for accuracy and changes.
- **Frequent Updates** - information pertaining to the IVMed contracts, along with general home infusion therapy information, is sent to each member monthly. Data from MediSpan regarding AWP changes, NDC changes, etc. is provided as the manufacturers change their information. A special newsletter summarizes the contents of each mailing for efficient review.
- **Quality Assurance** - IVMed has developed a special service entitled IVTrac. This complimentary service can electronically review your wholesale purchases to ensure your pharmacy maximizes the benefits of the contract. Contract pricing is reviewed for accuracy. Suggestions for more cost effective purchasing are made.
- **Eblast** - When major changes in contract pricing occur or new agreements are signed, IVMed will email you notification. This enables your pharmacy to take advantage of special offers or buy products accordingly.
- **Clinical Programs** - IVMed continues to sponsor seminars and other educational programs to benefit IVMed members. Appropriate use programs for specific drugs and disease states are developed for members.



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### Summary of Contracts for Pharmaceutical

Akorn  
American Regent  
Amphastar  
APP  
Astrazeneca  
Baxa  
Baxter Pharm  
Boehringer – Ingelheim  
Cebert  
Dey Labs  
G & W Laboratories  
Glaxo SK  
Hospira  
Mallinckrodt  
Merck  
Purdue Pharma  
Sandoz  
Sanofi Aventis  
Wyeth Pharma  
XGEN

### Summary of Contracts for Non-Pharmaceutical

ACU Serve Corporation  
The Baker Company  
B. Braun  
Baxter GHD  
Capital Returns  
Eatonform, Inc.  
First Healthcare Products  
FFF Enterprises  
ICS /Z-Scan  
JDA Associates  
Lifescan  
MTS Medication Technologies  
Medisca  
Med-Pass  
Nestle  
RD Plastics  
Roche Diagnostics  
Ross Laboratories (now Abbott Nutrition)  
Spectrum Pharmacy Products  
Staples Business Advantage  
UHS  
Workflow One (Relizon)



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## Application for Membership

Check One: \_\_\_\_\_ RxMed – Retail Pharmacies \_\_\_\_\_ IVMed – Home Infusion Pharmacies

Pharmacy Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone#: \_\_\_\_\_ Fax#: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

DEA#: \_\_\_\_\_ NCPDP#: \_\_\_\_\_

NPI#: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Dispensing Pharmacy Software Company: \_\_\_\_\_

Are you servicing any long term care facilities? \_\_\_\_\_ Yes \_\_\_\_\_ No If yes, please complete below.

Number of skilled and intermediate care beds serviced: \_\_\_\_\_

Home Care Services, average number of patients serviced per month: \_\_\_\_\_

Jails and prisons, average number of patients serviced per month: \_\_\_\_\_

Hospice, average number of patients serviced per month: \_\_\_\_\_

Assisted Living, number of beds serviced: \_\_\_\_\_

Psychiatric group homes/chronic psychiatric facilities: \_\_\_\_\_

Number of other types of patients serviced: \_\_\_\_\_

Other beds or patients serviced: \_\_\_\_\_ Explain: \_\_\_\_\_

Wholesaler (Primary): \_\_\_\_\_

(include city/state of location): \_\_\_\_\_

Wholesaler (Secondary): \_\_\_\_\_

(include city/state of location): \_\_\_\_\_

Owner/President: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Pharmacist In-Charge: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Director of Operations: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Purchasing Agent: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Enclosures required: Copy of DEA Certificate  
Copy of Pharmacy Permit  
Copy of State Registration  
List of Long Term Care Facilities Serviced

Return to: RxMed | IVMed  
9707 Shelbyville Road  
Louisville, KY 40223  
E-Mail: [wrawleigh@gerimedgso.com](mailto:wrawleigh@gerimedgso.com)  
Fax: (502) 327-9884