Outline

History of Bedaquiline Pricing in the US
Janssen’s One-Stop Shop paradigm
Non-JJPAF Case Studies
JJPAF Case Studies
Lessons Learned
History of Bedaquiline Pricing

2012 – bedaquiline approved by FDA, offered at $30,000 in US

340b pricing available at ~$23k, ordering through Metro Medical, full course

Globally, donation program covered 60,000 courses sponsored by USAID and Janssen (through 2019 or until all claimed)

2018 - South Africa has negotiated a price of $400 per course, should be available to all countries purchasing drugs from the Global Drug Facility
Definitions

• **CarePath**: Savings program offered by Janssen to help cover medical expenses for patient’s with commercial or private health insurance. Ideal for covering co-pays. Contact point is Metro Medical.

• **Janssen**: Manufacturer of Sirturo (Bedaquiline) and a member of the Johnson & Johnson Pharmaceutical Companies.

• **Johnson and Johnson Patient Assistance Foundation (JJPAPF)**: JJPAPF is a non-profit organization that helps eligible patients residing in the United States or U.S territories who have no insurance coverage receive certain prescription medications that are donated by Johnson & Johnson Pharmaceutical Companies.

• **Metro Medical**: National specialty pharmaceutical distributor

• **NPI**: The National Provider Identifier (NPI) is the standard unique 10-digit identifier for health care providers adopted by the Secretary of Health and Human Services in accordance with the Health Insurance Portability and Accountability Act of 1996 (HIPAA).

• **340B Pricing**: Enables covered entities to attain medication at reduced prices to be able to stretch federal resources, potentially reach more eligible patients and provide more comprehensive services.
Partnership Model
Current bedaquiline campaign

• Controllers reported barriers to use, particularly cost
• Survey and focus groups found cost was barrier but other issues abound
  • Requirement to purchase course up front
  • Paperwork/contract issues with insurance companies and Metro Medical
• Contacted Janssen via closed letter and series of meetings
• Won concessions on drug repackaging (still in process) and urgent improvements to the Patient Assistance Program
Janssen’s One-Stop Shop

Cardinal Health/Metro Medical Call Center
855-691-0963
Call Center will initiate process to determine benefit verification and payment options including adjudicating insurance claims.

Two Pathways to Order Product

Specialty Distributor (Wholesale)
- Full Bottles Only
- 340B Pricing Available
- VA/DOD Pricing Available

Specialty Pharmacy
- Patient-Specific Prescriptions
- Monthly Supply Available
- For patients with commercial insurance, a Janssen CarePath patient savings card is available for patients to save up to $7,500