MANAGEMENT AND BUDGET

Request for Information – Pharmacy Benefit Management Services

Minnesota Management and Budget is seeking information from pharmacy benefit management (PBM) companies to help inform and plan for an upcoming PBM procurement. Our most recent PBM procurement was completed in 2022 using a reverse auction methodology. MMB's next PBM procurement will likely take place in early 2027 with a January 1, 2028 contract effective date.

MMB understands that PBM companies may have their own reasons for participating or not participating in certain state procurements. MMB's goal is to leverage the information collected through this Request for Information (RFI) to shape our upcoming procurement to maximize variety and competition among respondents. To that end, we are interested in information pertaining to potential respondents' rebate disclosure, recent pharmacy spend, formulary management, and clinical outcomes.

The following sections include information on MMB's insurance programs, instructions for responding to this RFI, and a list of questions for your consideration.

Section 1 – MMB Insurance Programs

MMB administers two insurance programs – the State Employee Group Insurance Program (SEGIP) and the Public Employee Insurance Program (PEIP) for state employees and for employees of local government, respectively. SEGIP and PEIP have a combined membership of approximately 165,000.

Section 2 – Instructions for Responding

We appreciate your consideration of the questions listed in this RFI. Please answer them as completely and with as much detail as possible. If you have questions about this RFI, please contact:

> Allison M. Rose, Contracts and Compliance Manager
> Minnesota Management and Budget
> Allison.m.rose@state.mn.us

PLEASE NOTE: If you believe your response contains information that may constitute non-public/trade secret data as defined under Minnesota data practices law, please include two separate copies. One copy should include the full unredacted response, while the second copy should have all trade secret information redacted. Provide a brief justification for your redactions. Refer to Minnesota Government Data Practices Act, Minn. Stat. § 13.37, Ch. 13 MN Statutes, for what is defined as trade secret data.

DEADLINE: Please submit your response by Friday, January 30, to the contact listed above.

Section 3 – List of Questions

1. Based on your understanding of PBM reverse auctions, would you participate in such a procurement if held by MMB? Please answer yes, no, or maybe.
   a. If maybe – what hesitation does your company have with regard to reverse auctions? Describe what conditions, if any, would make it more likely for you to participate in a reverse auction.
   b. If no – why would your company choose not to participate?
2. If a procurement required responders to disclose NDC-level rebate data, would your company consider submitting a bid? Please answer yes, no, or maybe.
   a. If maybe – what conditions would make it more likely for you to participate?
   b. If no – why would that requirement preclude your company's participation?
3. Across your company's book of business, what was the average PMPM net cost (total allowed costs, net of rebates received) for employer groups that used a standard formulary and for groups that used a restrictive formulary in 2022, 2023, and 2024?

   Standard formulary groups

   - 2022 average PMPM cost, net of rebates:
   - 2023 average PMPM cost, net of rebates:
   - 2024 average PMPM cost, net of rebates:

   Restrictive formulary groups

   - 2022 average PMPM cost, net of rebates:
   - 2023 average PMPM cost, net of rebates:
   - 2024 average PMPM cost, net of rebates:

   If your PMPM results, in any given year, were tied to significant formulary changes, please share those changes as well.

4. PBMs use different strategies to improve clinical outcomes. Please provide a list and brief description of the programs your company offers that help improve clinical outcomes, including but not limited to programs that help manage chronic conditions or improve medication adherence. Please share any evidence you have about the effectiveness of these programs to improve outcomes.

MMB appreciates your consideration of these questions and response to this RFI.

This RFI is intended for information gathering and does not obligate the State nor does it create a formal relationship between the State and any responders to this RFI.