

## Comparative Analysis of Washington and Louisiana Requests for Proposal (RFP)

	Netflix <sup>1</sup>	Louisiana <sup>2</sup>	Washington <sup>3</sup>
<b>Treatment goals</b>	Ultimate goal is to eliminate HCV among all infected state residents though states may target specific subsets and treatment goals	DOH goal to treat 10,000 Medicaid-enrolled and incarcerated individuals by the end of 2020, with the ultimate goal of eliminating the disease	Governor’s directive targets HCV elimination by 2030
<b>Target population</b>	All infected state residents	Department of Corrections (DOC), Medicaid: 39,000 infected persons; Additional service requirements include support of state strategy to extend to other patient populations	Health Care Authority (HCA), Department of Corrections (DOC), Department of Social and Human Service (DSHS), and the Department of Labor and Industries (L&I): 30,000 infected persons; Long term option to extend to other patient populations
<b>Payment structure</b>	Flat annual fee for unlimited treatment availability with auction process to set subscription price	Flat fee of \$35mm or less per year over 5-year period (based on the amount paid in FY 2018 - \$30mm Medicaid/ \$5 mm corrections)	“Modified subscription model” for Medicaid that guarantees a negligible net unit price (GNUP) after meeting a threshold level of spending; and a guaranteed net unit price for non-Medicaid payers

<sup>1</sup> Trusheim MR, Cassidy WM, Bach PB. Alternative State-Level Financing for Hepatitis C Treatment--The "Netflix Model". *JAMA*. Published online October 29, 2018. doi:10.1001/jama.2018.15782. Accessed from <https://jamanetwork.com/journals/jama/article-abstract/2712366>.

<sup>2</sup> Louisiana Department of Health. SFO: Pharmaceutical Manufacturer(s) to Enter into Contract Negotiations to Implement Hepatitis C Subscription Model. January 10, 2019. Accessed from <http://ldh.la.gov/index.cfm/newsroom/detail/5018>.

<sup>3</sup> Washington State Health Care Authority. HCA issues request for proposals from drug manufacturers for hepatitis C treatment and services. January 23, 2019. Accessed from <https://www.hca.wa.gov/about-hca/hca-issues-request-proposals-drug-manufacturers-hepatitis-c-treatment-and-services>.

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<b>Performance requirements</b>	Bonus or milestone payments	Not specified, possible to include in contract	Not specified, possible to include in contract
<b>Timeframe</b>	Multi-year, to ensure guaranteed revenues and mitigate risk over duration of contract	5 years	4 years with option to extend
<b>Additional services</b>	RFI should include list of required services, as well as what state will do to support this work	Support state efforts to: Expand provider HCV treatment capacity, public education and screening, expanded screening and prescribing of infected individuals, strengthen HCV surveillance, harm reduction strategies, broaden elimination efforts to all state residents	Provide bona fide services to support state HCV elimination strategy: Manufacturer support of health outreach and education/screening efforts; provider education; marketing; tracking patients; population level monitoring and reporting
<b>Implementation</b>	Not specified	Purchasing for corrections population through 340b hospital	Rebates through state-selected administrator; 340b not specified; Annual thresholds rebased each year
<b>Termination prior to end of performance period</b>	Not specified; guaranteed revenue stream implies stringent terms to terminate	30-day notice	Not specified