

Senate Bill 306

EXAMPLES OF PHARMACEUTICAL PRICING IN WORKERS'
COMPENSATION

Based on Submitted Data:

Average Cost Per Fill:	
\$298.07	Anne Arundel County
\$217.72	Baltimore City
\$111.16	CEIWC/State
\$200.09	Charles County
\$315.67	Montgomery County
\$465.64	Prince George's County

Prince George's County Data for 2023 and 2024 Paid Fills

# of Scripts	Amount Billed*	Amount Paid	Acquisition Pricing Example**	AWP
22108	\$11,925,378.54	\$10,294,373.66	\$2,561,068.95	\$10,928,800.34

Prince George's County Data for Paid Fills in 2023 and 2024 for Several Mail-Order Pharmacies

For PG County Paid Scripts in 2023 and 2024 with Out of Network Pharmacies:						
	Number of Scripts	Amount Billed*	Amount Paid	AWP	NADAC	WAC
EZScripts (formerly MailMyMeds and Public Safety Rx)	4103	\$2,452,989.10	\$2,370,139.01	\$2,249,106.38	\$699,558.36	\$424,895.18
RescueMeds	7339	\$3,815,563.02	\$3,970,726.21	\$3,564,468.89	\$1,034,828.24	\$710,383.29
Injured Workers' Pharmacy	1968	\$1,532,330.67	\$1,213,444.48	\$1,008,285.33	\$284,428.85	\$210,738.44

Montgomery County Data for 2023 and 2024 Paid Fills

	# of Scripts	Submitted Amount	Paid Amount
2024	10320	\$6,193,142.09	\$3,406,457.85
2023	9497	\$4,735,884.82	\$2,849,113.35
Totals:	19817	\$10,929,026.91	\$6,255,571.20

Montgomery County Data for Paid Fills in 2023 and 2024 for Several Mail-Order Pharmacies

	# of Scripts	Submitted Amount	Paid Amount
RescueMeds*	1434	\$711,379.12	\$585,162.71
EZ Scripts* (PublicSafety Rx)	304	\$66,551.11	\$55,562.85
Injured Workers' Pharmacy*	993	\$480,700.13	\$267,542.40

Baltimore City Data for 2023 and 2024

	Transactions	AWP	Bill Amount	Pharmacy Submitted Amount
INN	15,094	\$4,859,679	\$2,947,260	\$2,947,260
OON	4,426	\$2,970,489	\$1,302,719	\$2,943,558
Total	19,520	\$7,830,168	\$4,249,979	\$5,890,818

Cost Savings Overview

	Retail	Mail Order	OON	TOTAL
Script Count	2610	80	0	2690
Fee Schedule	\$1,905,072.92	\$36,431.51	\$0.00	\$1,941,504.43
Total Paid Amount	\$788,095.57	\$13,700.03	\$0.00	\$801,795.60
Program Savings	\$1,116,977.35	\$22,731.48	\$0.00	\$1,139,708.83

Anne Arundel County Data from October 1, 2023 to September 23, 2024

Chesapeake
Employers’
Insurance
Company and
the Injured
Workers’
Insurance Fund
Overall Data for
Paid Fills in
2023 and 2024

	Script Count:	Cost of Fills:	AWP Price:	Acquisition Pricing Example (NADAC, if not WAC)*
State:	20,144	\$2,268,944.87	\$5,162,360.88	\$1,341,590.75
CEIWC:	17,218	\$1,884,280.50	\$5,254,194.61	\$1,690,440.76
Total:	37,362	\$4,153,225.37	\$10,416,555.49	\$3,032,031.51

	Script Count:	Cost of Fills:	AWP Price:	Pharmacy Submitted Price:	Acquisition Pricing Example (NADAC, if not WAC)*
State:	3491	\$659,842.40	\$1,155,673.33	\$1,582,474.71	\$282,939.63
CEIWC:	2147	\$369,282.98	\$663,107.77	\$882,346.68	\$164,767.07
Total:	5638	\$1,029,125.38	\$1,818,781.10	\$2,464,821.39	\$447,706.70

Chesapeake Employers' Insurance Company and the Injured Workers'
Insurance Fund Data for Paid Fills in 2023 and 2024 for Mail-Order Pharmacies

Chesapeake Employers' Insurance Company County Policyholders Paid Fills from 2023 - 2024

	AWP	Acquisition Pricing Example (NADAC, if not WAC)*	Pharmacy Submitted Amt	Paid Amt
Wicomico County	\$55,675.94	\$12,880.57	\$60,369.07	\$18,341.99
Calvert County	\$157,856.87	\$32,804.18	\$213,270.79	\$78,876.38
Caroline County	\$4,276.61	\$173.11	\$5,593.41	\$384.04
Somerset County	\$13,459.63	\$3,944.48	\$15,055.72	\$4,698.68
Kent County	\$33,886.11	\$12,544.83	\$42,296.60	\$13,333.32
Worcester County	\$5,249.32	\$631.94	\$6,647.44	\$1,563.84
Dorchester County	\$19,858.97	\$1,280.85	\$21,403.82	\$4,430.84
Talbot County	\$1,768.48	\$457.81	\$2,279.22	\$825.82
Totals:	\$292,031.92	\$64,717.76	\$366,916.07	\$122,454.91

	Average Submitted Amount by Out of Network Pharmacies	Average Paid Amount	Average NADAC, if not WAC plus \$15	Average AWP Amount
Top 15 for all Out of Network Mail Order Pharmcies				
OXYCODONE HCL (IR) 10 MG TAB	\$91.65	\$40.22	\$25.90	\$54.85
CYCLOBENZAPRINE 10 MG TABLET	\$114.17	\$41.11	\$16.23	\$65.20
AMLODIPINE BESYLATE 10 MG TAB	\$266.16	\$153.67	\$16.44	\$207.05
TIZANIDINE HCL 4 MG TABLET	\$288.18	\$131.23	\$20.24	\$188.78
GABAPENTIN 300 MG CAPSULE	\$170.49	\$29.19	\$19.80	\$102.21
OXYCODONE-ACETAMINOPHEN 5-325	\$50.41	\$8.34	\$18.27	\$39.76
TRAMADOL HCL 50 MG TABLET	\$69.36	\$9.10	\$16.50	\$45.16
SILDENAFIL 100 MG TABLET	\$1,656.07	\$490.36	\$20.21	\$1,364.73
CELECOXIB 200 MG CAPSULE	\$539.44	\$80.51	\$20.78	\$376.50
LIDOCAINE 5% PATCH	\$735.06	\$238.91	\$101.83	\$465.33
IBUPROFEN 800 MG TABLET	\$150.38	\$45.24	\$22.95	\$88.55
MELOXICAM 15 MG TABLET	\$223.67	\$46.33	\$15.67	\$152.22
AMLODIPINE BESYLATE 5 MG TAB	\$195.03	\$40.90	\$15.92	\$145.25
TRAZODONE 100 MG TABLET	\$87.87	\$22.56	\$18.04	\$65.28

Top Drugs filled by Out of Network Pharmacies per
Chesapeake Employers' Insurance and Injured Workers'
Insurance Fund in 2023 and 2024

Examples of Common Prescription under §9-503 Presumption Claims

Medication	Use	Q	DS	Pharmacy Submitted Amount	AWP	NADAC	WAC	MCCPD	Cash (low to high)	Medi-Cal
Lisinopril 10 MG Tablet	High blood pressure/ACE inhibitor	90	90	\$111.60	\$89.10	\$1.71	\$6.30	\$11.76	\$6-31	\$8.96
Atorvastatin 20 MG Tablet	High Cholesterol (Lipitor)	90	90	\$623.70	\$519.63	\$2.49	\$8.13	\$11.69	\$10-38	\$19.68
Sildenafil 100 MG Tablet	Erectile Dysfunction	12	30	\$957.12	\$797.57	\$1.73	\$3.20	\$10.97	\$7-28	N/A
Tadalafil 20 MG Tablet	Erectile Dysfunction	6	30	\$524.46	\$432.86	\$1.52	\$4.00	\$11.20	\$10-73	N/A
Valsartan 160 MG Tablet	High blood pressure/heart disease	90	90	\$563.40	\$469.13	\$13.89	\$35.66	\$17.21	\$26-108	\$52.86
Amlodipine Besylate 10 MG Tab	High blood pressure/heart disease (Norvasc)	90	90	\$271.80	\$213.89	\$1.49	\$3.96	\$11.80	\$12-34	\$10.48

- Prince George’s County, Charles County, Washington County, and Baltimore County pay the “pharmacy submitted amount” in this chart.
- Montgomery County and Anne Arundel County would pay the “AWP amount” in this chart.
- The State and Baltimore City will pay what they believe is a value assigned for services involving similar work and resources (per COMAR).

Sample Exhibit from Baltimore City Prescription Hearing

Date	Name	NDC	Dosage	Pill Count	Cost Plus	NADAC	California	Alt. pricing (low)	Alt. pricing (high)	Billed	AWP	Paid Per Optum
5/18/2021	Valsartan	33342 0064 10	160mg	180	\$ 29.80	\$ 53.09	\$ 82.04	\$ 42.00	\$ 207.00	\$ 450.00	\$ 375.30	\$ 188.65
8/12/2021	Valsartan	51660 0142 90	160mg	180	\$ 29.80	\$ 50.64	\$ 89.65	\$ 42.00	\$ 207.00	\$ 118.80	\$ 99.28	\$ 50.64
Totals					\$ 59.60	\$ 103.73	\$ 171.69	\$ 84.00	\$ 414.00	\$ 568.80	\$ 474.58	\$ 239.29

10/26/2022	Valsartan	59746036290	160mg	180	\$ 29.80	\$ 43.61	\$ 252.57	\$ 42.00	\$ 207.00	\$ 1,067.40	\$ 890.72	\$ 446.36
Totals					\$ 29.80	\$ 43.61	\$ 252.57	\$ 42.00	\$ 207.00	\$ 1,067.40	\$ 890.72	\$ 446.36

10/17/2023	Valsartan	43547036909	160 mg	180	\$ 29.80	\$ 32.78	\$ 86.92	\$ 42.00	\$ 207.00	\$ 1,114.20	\$ 928.50	\$ 465.29
7/20/2023	Valsartan	43547036909	160mg	180	\$ 29.80	\$ 36.37	\$ 86.92	\$ 42.00	\$ 207.00	\$ 1,114.20	\$ 928.50	\$ 465.29
4/24/2023	Valsartan	43547036909	160mg	180	\$ 29.80	\$ 39.39	\$ 86.92	\$ 42.00	\$ 207.00	\$ 1,114.20	\$ 928.50	\$ 465.29
Totals					\$ 89.40	\$ 108.54	\$ 260.76	\$ 126.00	\$ 621.00	\$ 3,342.60	\$ 2,785.50	\$ 1,395.87

	Cost Plus	NADAC	California	pricing (low)	pricing (high)	Billed	AWP	Paid Per Optum
Combined totals	\$ 178.80	\$ 255.87	\$ 685.02	\$ 252.00	\$ 1,242.00	\$ 4,978.80	\$ 4,150.80	\$ 2,081.52

Sample Exhibit from Baltimore City Prescription Hearing

Date	Name	Dosage	NDC	Pill Count	Cost Plus	NADAC	California	Alt. Cash Price (low)	Alt. Cash Price (high)	Billed	AWP	Paid Per Optum
1/25/2023	Amlodipine	5mg	67877019810	90	\$ 11.80	\$ 0.95	\$ 9.12	\$ 9.00	\$ 46.00	\$198.00	\$161.00	\$198.00
5/20/2022	Amlodipine	5mg	29300039705	90	\$ 11.80	\$ 0.96	\$ 9.12	\$ 9.00	\$ 46.00	\$191.70	\$155.65	\$78.83
6/15/2022	Losartan	100mg	31722070290	90	\$ 16.30	\$ 9.04	\$ 12.58	\$ 14.00	\$ 73.00	\$335.70	\$275.60	\$137.64
9/8/2022	Losartan	100mg	43547036211	90	\$ 16.30	\$ 7.84	\$ 12.58	\$ 14.00	\$ 73.00	\$340.20	\$279.00	\$139.48
2/27/2023	Losartan	100mg	31722070210	90	\$ 16.30	\$ 6.64	\$ 12.58	\$ 14.00	\$ 73.00	\$335.70	\$275.60	\$137.64
	Totals				\$ 72.50	\$ 25.43	\$ 55.98	\$ 60.00	\$ 311.00	\$ 1,401.30	\$ 1,146.85	\$ 691.59

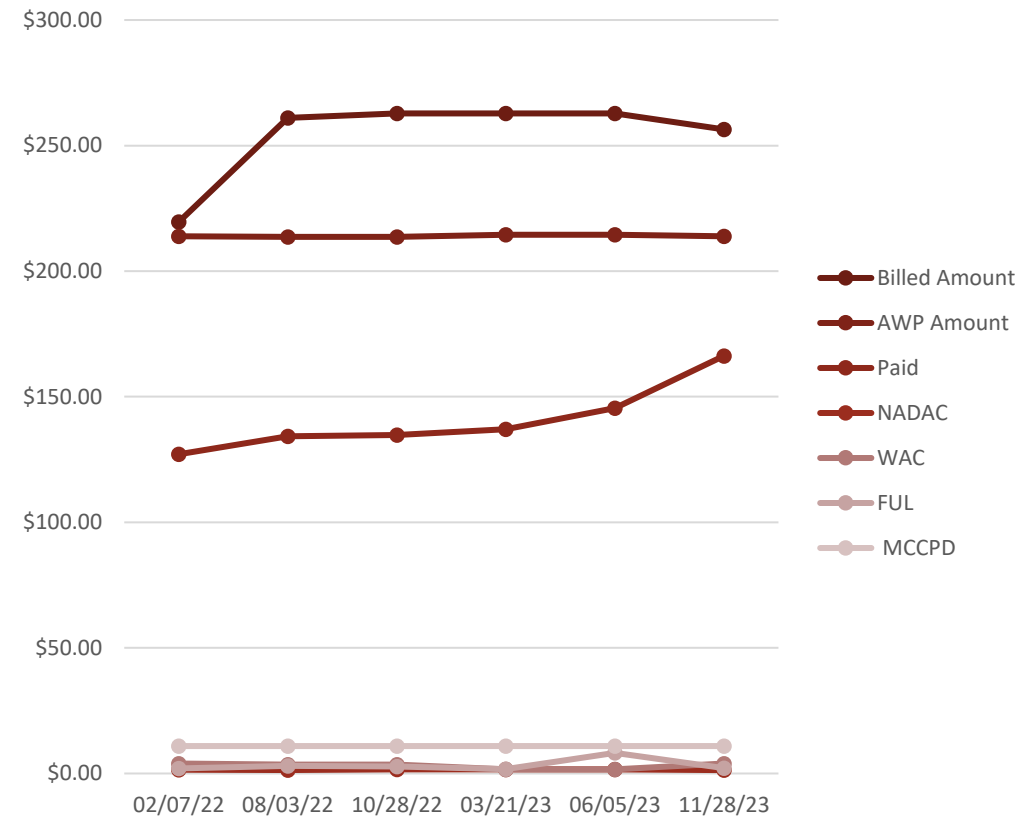
Sample Exhibit from a State of Maryland Prescription Hearing

Medication: AMLODIPINE BESYLATE 10 MG TAB

Use: High Blood Pressure/Heart Disease

Quantity: 90/Days Supply: 90

Fill Date	Billed Amount	AWP Amount	Paid	NADAC	WAC	FUL	MCCPD	Cash
02/07/22	\$219.60	\$213.89	\$127.10	\$1.43	\$3.96	\$1.95	\$10.91	\$12-34
08/03/22	\$261.00	\$213.65	\$134.27	\$1.36	\$3.47	\$3.01	\$10.91	\$12-34
10/28/22	\$262.80	\$213.65	\$134.81	\$1.57	\$3.47	\$2.74	\$10.91	\$12-34
03/21/23	\$262.80	\$214.50	\$137.06	\$1.65	\$1.64	\$1.73	\$10.91	\$12-34
06/05/23	\$262.80	\$214.50	\$145.49	\$1.58	\$1.64	\$8.20	\$10.91	\$12-34
11/28/23	\$256.50	\$213.89	\$166.26	\$1.33	\$3.96	\$2.10	\$10.91	\$12-34
Totals:	\$1,525.50	\$1,284.07	\$844.99	\$8.91	\$18.15	\$19.74	\$65.46	\$72-204



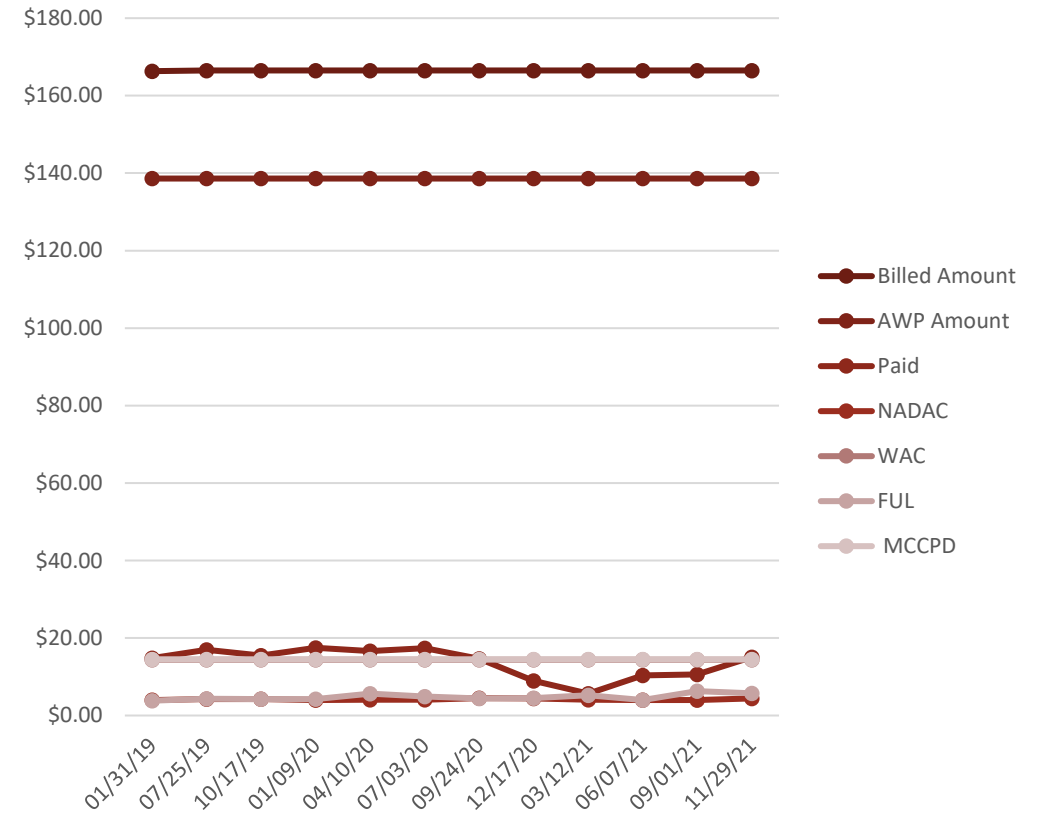
Sample Exhibit from a State of Maryland Prescription Hearing

Medication: LISINOPRIL 40 MG TABLET

Use: High Blood Pressure/Heart Disease

Quantity: 90 and **Days Supply:** 90

Fill Date	Billed Amount	AWP Amount	Paid	NADAC	WAC	FUL	MCCPD	Cash
01/31/19	\$166.32	\$138.60	\$14.81	\$3.98	\$14.40	\$3.83	\$14.50	\$11-27
07/25/19	\$166.50	\$138.60	\$16.97	\$4.21	\$14.40	\$4.33	\$14.50	\$11-27
10/17/19	\$166.50	\$138.60	\$15.48	\$4.26	\$14.40	\$4.26	\$14.50	\$11-27
01/09/20	\$166.50	\$138.60	\$17.48	\$4.03	\$14.40	\$4.20	\$14.50	\$11-27
04/10/20	\$166.50	\$138.60	\$16.64	\$4.10	\$14.40	\$5.62	\$14.50	\$11-27
07/03/20	\$166.50	\$138.60	\$17.34	\$4.10	\$14.40	\$4.94	\$14.50	\$11-27
09/24/20	\$166.50	\$138.60	\$14.64	\$4.48	\$14.40	\$4.45	\$14.50	\$11-27
12/17/20	\$166.50	\$138.60	\$8.91	\$4.37	\$14.40	\$4.46	\$14.50	\$11-27
03/12/21	\$166.50	\$138.60	\$5.65	\$4.04	\$14.40	\$5.22	\$14.50	\$11-27
06/07/21	\$166.50	\$138.60	\$10.39	\$4.02	\$14.40	\$4.02	\$14.50	\$11-27
09/01/21	\$166.50	\$138.60	\$10.59	\$4.03	\$14.40	\$6.29	\$14.50	\$11-27
11/29/21	\$166.50	\$138.60	\$15.10	\$4.40	\$14.40	\$5.73	\$14.50	\$11-27
Totals:	\$1,997.82	\$1,663.20	\$164.00	\$50.03	\$172.80	\$57.36	\$174.00	\$132-324



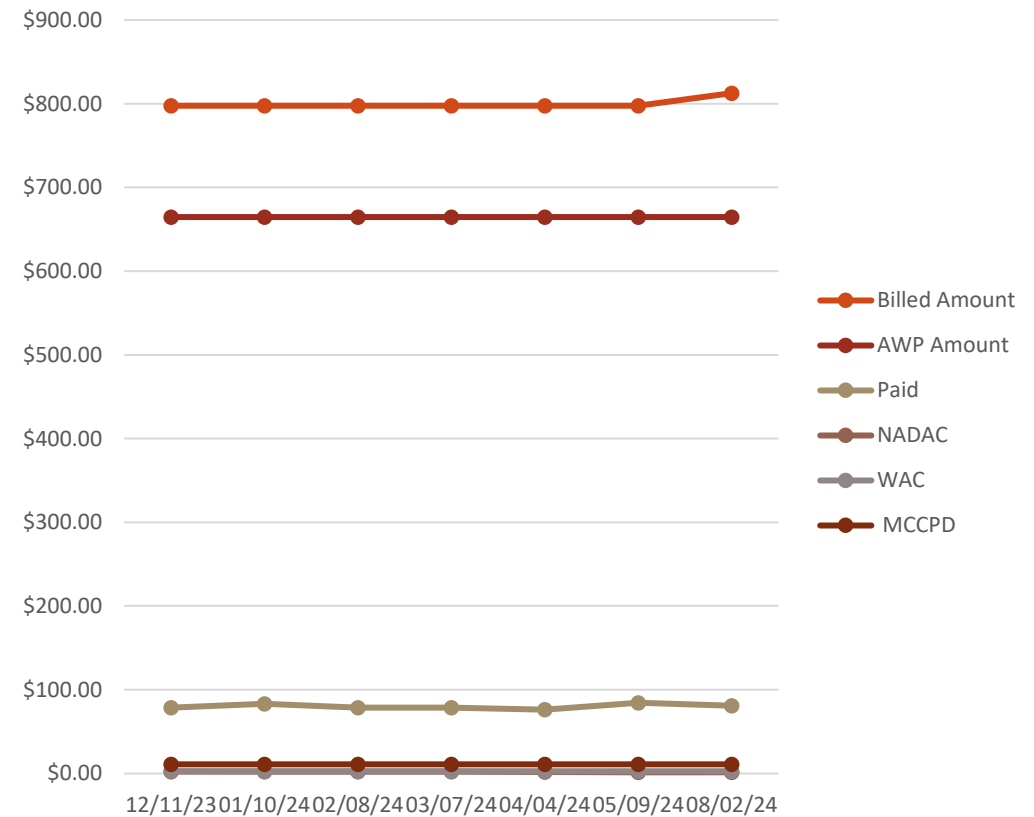
Sample Exhibit from a State of Maryland Prescription Hearing

Medication: SILDENAFIL 100 MG TABLET

Use: Erectile Dysfunction

Quantity: 10/Days **Supply:** 30

Fill Date	Billed Amount	AWP Amount	Paid	NADAC	WAC	MCCPD	Cash
12/11/23	\$797.60	\$664.64	\$78.79	\$2.32	\$2.67	\$10.90	\$7-21
01/10/24	\$797.60	\$664.64	\$83.26	\$2.19	\$2.67	\$10.90	\$7-21
02/08/24	\$797.60	\$664.64	\$78.79	\$2.04	\$2.67	\$10.90	\$7-21
03/07/24	\$797.60	\$664.64	\$78.79	\$2.00	\$2.67	\$10.90	\$7-21
04/04/24	\$797.60	\$664.64	\$76.21	\$1.91	\$2.67	\$10.90	\$7-21
05/09/24	\$797.60	\$664.64	\$84.45	\$1.34	\$2.67	\$10.90	\$7-21
08/02/24	\$812.60	\$664.64	\$80.82	\$1.36	\$2.67	\$10.90	\$7-21
Totals:	\$5,598.20	\$4,652.48	\$561.11	\$13.16	\$18.67	\$76.30	\$49-147



Common Terms:

AWP: Average Wholesale Price. When it was created in the late 1960s, it was meant to describe the average price at which wholesalers sell drugs to pharmacies. However, it is now outdated and inaccurate. It is often manipulated by manufacturers or wholesalers, and no longer an accurate reflection of actual pricing paid.

NADAC: National Average Drug Acquisition Cost (considered acquisition pricing). This is without a dispensing fee. Senate Bill 306 allows a dispensing fee and an increase or decrease in the percentage.

WAC: Wholesaler Acquisition Cost (considered acquisition pricing). This is without a dispensing fee. Senate Bill 306 allows a dispensing fee and an increase or decrease in the percentage.

MCCPD: Mark Cuban's CostPlus Drugs. This price is inclusive of manufacturing cost, plus 15%, plus processing and shipping, and is publicly available.

CASH: The price in which a person could walk in and pay for their drugs in Maryland with no prescription card or plan.

MEDI-CAL: Pricing in California using their workers' compensation prescription rates (erectile dysfunction medications are not included in Medi-Cal rates). Pricing includes a \$7.25 dispensing fee.