

Pharmacy Healthcare Solutions, Inc. — Drug Compendia Consulting Services



Pharmacy Healthcare Solutions Inc. (PHSI's) highly skilled pharmacist consultants specialize in understanding drug compendia classifications. With subscriptions to the major drug pricing compendia, PHSI assists drug and device manufacturers in optimizing new and existing product listings. These listings are essential to how products are displayed in electronic health records, pharmacy software systems, claims processing systems, and many other platforms. We believe that data-driven competitor research and a pre-launch review of manufacturer documentation is essential for achieving successful drug compendia listings at product launch.

PHSI Compendia Services

- Analyze draft product label (Prescribing Information, i.e. label or device user guide)
- Review competitor product listings and provide recommendations to align product with or differentiate product from competitors
- Provide recommendation to achieve desired listings and anticipate how product may be listed based on provided label
- Present findings and answer questions from the manufacturer team
- Prepare compendia submission forms
- Provide post-launch EHR and compendia monitoring and findings
- Craft communications to the drug compendia to address typographical errors or request changes
- Review of clinical compendia for correct drug dosing and interaction information
- Monitoring of J codes and corresponding Average Sales Price (ASP).

Manufacturer Benefits

- Optimization of drug compendia listings aids in physician e-prescribing and minimizes confusion in pharmacy software systems
- Listings affect how the product name is displayed
- Compendia classifications potentially impact product selection.
- A pre-launch review may identify hurdles early in the process, enabling brand teams to prevent issues.
- Based on the timing of drug compendia publications, PHSI can help manufacturers report on the arrival of their product(s) in many of the top EHR systems for e-prescribing.

What/Who Are the Drug Compendia?

- Receive data from several sources (manufacturers, FDA, etc.)
- Aggregate drug information at the NDC level and apply their own therapeutic categorizations and pharmaceutically equivalent groupings based on ingredients, strengths, dosage forms, and route of administration
- Publish a database of drugs that is sold to their customers (e.g. PBMs, pharmacies, EHRs)

Stakeholders Affected by Compendia Listings

- Electronic Health Record (EHR) Vendors
- Pharmacies
- Drug Wholesalers
- Health Plans and PBMs
- Hospitals and Health Systems
- Brand, Generic, and Device Manufacturers



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