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SUPPORT PACKET FOR A.B. 236

PhRMA & WYETH PHARMACEUTICALS

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COMPANY PATIENT ASSISTANCE PROGRAMS

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HEALTH COMMUNITY IN PUBLIC/PRIVATE PARTNERSHIP

ASSEMBLY COMMERCE & LABOR 10816
DATE: 3/10/03 ROOM: 4100 EXHIBIT I
SUBMITTED BY: Tom Wood & B. Buckley

Pharmaceutical Company Patient Assistance Programs

What are They?

The pharmaceutical industry has a long tradition of providing prescription medicines free of charge to patients who might not otherwise have access to necessary medicines. Generally, a patient assistance program provides prescription medicines to patients who do not have prescription drug coverage or who are underinsured through either private and/or government health plans.

Are there any Special Qualifications to Enter a Patient Assistance Program?

The patient assistance programs listed at www.helpingpatients.org are run by the individual companies sponsoring the program. Each company determines the eligibility criteria for its program. Eligibility criteria and the application processes vary. Basic eligibility criteria generally involve income requirements, family size, and status of insurance coverage for prescription drugs.

How do I Know I Meet the Criteria?

Doctors and patients should go to www.helpingpatients.org to determine eligibility. Physicians and/or patients must contact each company directly for more information on eligibility and to receive an application form for the program.

Where do I get more Information? Where can I find out Which Drugs are Covered in a Patient Assistance Program?

Products that are included in each company's program are listed on www.helpingpatients.org. To be sure a product is covered by a program, the patient or physician should contact the company directly. If a particular medicine is not listed in PhRMA's directory, the drug may not be available under this program or may not be manufactured by a company belonging to PhRMA. PhRMA does not have access to information about patient assistance programs offered by non-member companies.

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Pharmaceutical Company Patient Assistance Programs

For more information on non-member programs, contact the following websites:

www.benefitscheckuprx.org, www.rxassist.com, www.rxhope.com, www.medicare.gov.

How do People find more Information About these Programs?

To make it easier for physicians and patients to find the right program, the Pharmaceutical Research and Manufacturers of America has introduced, www.helpingpatients.org. This website lists more than 1,400 medicines from more than 140 company-sponsored programs and more than 185 government and private programs. PhRMA also publishes a directory that lists company-sponsored programs. For copies of the directory, call 1-800-762-4636 or go to www.helpingpatients.org.

How many People are Helped by these Programs?

In 2002, companies helped an estimated 5.4 million patients fill more than 14 million prescriptions.

The estimated wholesale value of these prescriptions was \$2.3 billion.

Many physicians associated with low-income clinics rely on these programs. As one Iowa physician commented: "When all the government programs fail me, the pharmaceutical industry comes through for me."

Is this the Answer to the Access Problem?

While these programs of America's pharmaceutical companies are indispensable for the neediest patients, they cannot be expected to solve the larger national problem of access to medical care, including prescription drugs. The pharmaceutical industry will continue to work cooperatively with those seeking public and private sector solutions to these larger problems.

Backgrounder **P/RMA**

PHARMACEUTICAL COMPANY PATIENT ASSISTANCE PROGRAMS

WHAT ARE THEY?

The research-based pharmaceutical industry has a long-standing tradition of providing prescription medicines free of charge to patients who might not otherwise be able to get the necessary medicines. Companies work with doctors to identify patients in need.

HOW DO PEOPLE FIND MORE INFORMATION ABOUT THESE PROGRAMS?

To make it easier for physicians and patients to find the right program, the Pharmaceutical Research and Manufacturers of America publishes a directory listing the companies, the medicines available, basic eligibility requirements, and contact persons. The current directory lists 48 company-sponsored programs covering hundreds of medicines. For copies of the directory, call 1-800-762-4636.

HOW MANY PEOPLE ARE HELPED?

In 2001, companies helped an estimated 3.6 million patients fill more than 10 million prescriptions. The estimated wholesale value of these prescriptions was \$1.5 billion.

Many physicians associated with low-income clinics rely on these programs. As one Iowa physician commented: "When all the government programs fail me, the pharmaceutical industry comes through for me".

IS THIS THE ANSWER TO THE ACCESS PROBLEM?

While these programs of America's pharmaceutical companies are indispensable for the neediest patients, they cannot be expected to solve the larger national problem of access to medical care, including prescription drugs. The pharmaceutical industry will continue to work cooperatively with those seeking public and private sector solutions to these larger problems.

WHAT DOES THIS MEAN TO NEVADA?

In 2001, 9,056 patients were served in the State of Nevada by the industry's patient assistance programs.

1/20/03

Pharmaceutical Research and Manufacturers of America

1100 Fifteenth Street, NW

Washington, DC 20005

(202) 835-3400

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HelpingPatients.org

[Patient Assistance Programs](#)
[The Issues](#)
[New Medicines in Development](#)
[Publications](#)
[Media Room](#)
[Home](#)


In 2002, PhRMA members provided free prescription medicines to more than 5.5 million patients in the United States.

Eligibility Wizard

[HELP](#)

STEP ONE

Welcome to HelpingPatients.org, a new interactive Web site by the PhRMA and 48 of its member companies. This site was designed to help you find patient assistance programs for which you may qualify.

This online service is free and completely confidential - we do not keep records of any personally identifiable information. All you have to do is answer a few short questions. It will only take a few moments of your time.

Before you get started, [click here](#) for tips on how to use our site.

Which Best Describes You?

PATIENT

DOCTOR or
HEALTH CARE
PROFESSIONAL

Please Specify

FAMILY MEMBER
or CAREGIVER

Please Specify

NEXT



Search for Programs by Company

Please use the pull-down to search for program Member Company.

Member Company

Enter

Testimonials

To read about how medicines have helped patients please [click here](#).

HelpingPatients.org would like to hear from you! Like to share a story or experience about how medicines have helped you, please [click here](#).

Stay Informed

Sign up to receive e-mail updates on patient assistance programs and breakthrough medicines.

Enter

Privacy

[Privacy Policy](#) > [Contact Us](#) > © 2003

RxHope.com

Improving Patient Assistance Through Technology™ RxHope is proud to provide important content to HelpingPatients.org. For more information about [click here](#)



Helpful Links

Other Web sites provide information about government supported and private patient assistance programs.

3/10/2003

<http://www.helpingpatients.org/>

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supported and private patient assistance prog.

- > [BenefitsCheckUp](#)
 - > [CMS Medicare site](#)
 - > [RxAssist.org](#)
-

How to Use www.helpingpatients.org

Welcome to www.helpingpatients.org, a new interactive website brought to you by PhRMA and its member companies. This site was designed to help you find patient assistance programs that you may qualify for. This online service is free and completely confidential. All you have to do is answer a few short questions. It will only take a few moments of your time.

PhRMA and its member companies have a long tradition of providing prescription drug medicines free of charge to patients of *all* ages who may not otherwise have access to these necessary medicines.

Before you get started searching for patient assistance programs, please make sure that you have all of the necessary information about yourself or the patient in need. You will need to know the following information:

1. patient's age
2. patient's state of residence
3. estimated gross annual income of patient's household
4. name of the prescription medicine(s) the patient needs
5. type of government, health insurance, and/or prescription drug coverage

To get started, *click here!*

For more information about www.helpingpatients.org and PhRMA patient assistance programs, please visit our *About PAP* section.

If you would like to be reminded when new information is added to www.helpingpatients.org, you can sign up for our e-mail alert list *here*. Or, if you have a story about how a patient assistance program has helped you or someone you know, *you can share it in our testimonials area.*

Questions about Patient Assistance Programs

Q: Where can People find more Information about these Programs?

A: Patients, healthcare professionals and others looking for information about patient assistance programs, should log on to www.helpingpatients.org. This new online resource, developed by the Pharmaceutical Research and Manufacturers of America (PhRMA), enables patients to fill out an online form and receive a listing of programs for which they may be qualified.

HelpingPatients.org features information about:

- Programs covering more than 1,400 medicines
- More than 140 industry-sponsored programs
- More than 185 government and private programs

For a printed copy of the directory of patient assistance programs, call 1-800-762-4636.

Q: How are You Helping Providers Navigate Patient Medical Privacy (HIPAA)?

A: *Helpingpatients.org* is designed to allow patients to take control of their own medical records, and to simplify the process for qualifying for free medications as much as possible. Because of the federal regulations under the Health Insurance Portability and Accountability Act (HIPAA), healthcare providers must maintain a hands-off approach to gathering the information that patients must submit to qualify for these programs.

Q: What else are Pharmaceutical Companies doing to Address this Patient Assistance Need?

A: While patient assistance programs are indispensable for the neediest patients, they cannot be expected to solve the larger national problem of access to medical care, including prescription drugs. The pharmaceutical industry will continue to work cooperatively with those seeking public and private sector solutions to these larger problems. The industry strongly supports expanding access to prescription drugs for seniors as part of Medicare.

Questions about Patient Assistance Programs

Q: What is a Patient Assistance Program?

A: The innovator pharmaceutical industry has a long tradition of providing prescription medicines free of charge to patients who might not otherwise have access to necessary medicines. Generally, a patient assistance program provides prescription medicines to patients who do not have prescription drug coverage or who are underinsured through either private and/or government health plans.

Q: Why were Patient Assistance Programs Created?

A: For many years, the innovator pharmaceutical companies that research and develop new drugs, have been concerned that patients did not have access to the newest and most effective medicines available. Since as early as the 1950s and 1960s, pharmaceutical companies have worked with doctors to identify patients in need who would benefit most from these programs.

Q: How long have PAP Programs been in Place?

A: Patient Assistance Programs are the Pharmaceutical Industry's best-kept secret. Many PAPs have been organized in the past ten years. However, two date back to the 1950s, one was formed in the 60's, two were formed in the 70's, and two started in the 80's. Many drugs have been supported by Patient Assistance Programs for some time. To make it easier for patients and physicians to find information about company-sponsored programs, PhRMA, the Pharmaceutical Research and Manufacturers of America, put together a directory of programs in 1992 to provide all company program information in one place.

Q: How do you (Companies) Determine who Qualifies?

A: Each individual company sponsoring a patient assistance program(s) is listed on PhRMA's website, www.helpingpatients.org. Each company determines the eligibility criteria for its program; eligibility criteria and the application processes vary. Basic eligibility criteria generally involve income requirements, family size, and status of insurance coverage for prescription drugs.

Q: How many Patients have been Helped by PAPs?

A: In 2002, approximately 5.4 million patients received prescription medicines through company-sponsored programs. More than 14 million prescriptions were filled through patient assistance programs in 2002.

Q: What is the Price Tag for the Millions of Medications Provided Through PAP?

A: In 2002, the estimated wholesale value of prescription medicines provided through patient assistance programs was \$2.3 billion. More than 14 million prescriptions were filled through patient assistance programs in 2002.

(continued on reverse)

Prescription Drug Discount Card Programs for Seniors

Nine pharmaceutical companies have recently announced voluntary discount or fee programs for senior citizens. The specifics of these programs and combined card benefits are described below.

GlaxoSmithKline	Novartis	Pfizer	Lilly	Together Rx (Abbott Laboratories, AstraZeneca, Aventis, Bristol-Myers Squibb, GlaxoSmithKline, Johnson & Johnson and Novartis.)
NAME				
"Orange Card"	"CareCard"	"Share Card"	LillyAnswers Card	Together Rx
ELIGIBILITY				
Seniors age 65 and older and the disabled enrolled in Medicare	Medicare eligible	Seniors age 65 or otherwise a Medicare enrollee	Medicare eligible	Medicare enrollee
Annual income below \$30,000 single/ \$40,000 couple (approximately 300% of poverty)	Annual income below \$28,000 single/ \$38,000 couple (approximately 310% of poverty)	Annual income below \$18,000 single/ \$24,000 couple (approximately 200% of poverty)	Annual income below \$18,000 single/ \$24,000 households (approximately 200% of poverty)	Annual income below \$28,000 single/ \$38,000 couple (approximately 310% of poverty)
Must not have public or private insurance coverage for prescription medicines	Must not have public or private insurance coverage for prescription medicines	Must not have public or private insurance coverage for prescription medicines	Must not have public or private insurance coverage for prescription medicines	Must not have public or private insurance coverage for prescription medicines
DISCOUNTS/FEES				
Discounts are 25% off the wholesale list price of GSK outpatient drugs	Discounts are 25% off the wholesale list price of Novartis outpatient drugs	Patients pay a \$15 fee for each 30-day supply of a Pfizer prescription medication at participating pharmacies	Patients pay \$12 for a 30-day supply of any Lilly prescription medication at participating pharmacies	Anticipated savings are approximately 20-40% off retail prices. Each company sets its own level of savings independently with a minimum discount of 15% off its list price to wholesalers. Actual consumer savings will vary depending on the pharmacy's customary pricing for the specific drug.
Participating pharmacies charge card holders no more than a negotiated price	Participating pharmacies charge card holders no more than a negotiated price			
GSK expects card holders to realize average savings of 30-40% off retail prices	Novartis expects card holders to realize average savings of 30-40% off retail prices			
COVERED DRUGS				
All GSK outpatient prescription drugs	All Novartis outpatient prescription drugs	All Pfizer outpatient prescription drugs	All Lilly outpatient prescription drugs	Together Rx maintains a list of more than 150 covered drugs manufactured by the participating companies
CONTACT				
888-ORANGE6	866-974-CARE	800-717-6005	877-RX-LILLY	800-865-7211

January, 2003

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Accessing Computers

Senior Centers

To find senior community centers with computer access near you contact the **National Institute For Senior Centers** (affiliated with the NCOA). Their **State Association Directory For Senior Center State Affiliations** (listing sorted by state) and list of **NISC Accredited Senior Centers** (84 across 21 states) are available online at: www.ncoa.org, under the NISC heading.

Contact the **NCOA** for more information or a printed copy of your state directory at:

409 Third St., SW, Suite 200

Washington, D.C. 20024

Phone: 202-479-1200

Fax: 202-479-0735

TDD: 202-479-6674

info@ncoa.org

SeniorNet Learning Centers

SeniorNet Learning Centers offer computer classes specifically designed for adults 50 and older at low cost (\$10 a year entitles you to unlimited classes at any Learning Center nationwide).

For information on **SeniorNet Learning Centers** near you, contact:

SeniorNet

121 Second St., 7th Floor

San Francisco, California 94105

Phone: 415-495-4990

Fax: 415-495-3999

OR

search the state-by-state and/or county listing of Learning Centers online at: www.seniornet.org

University and College Campuses

Many state university and college campuses offer free public computer and Internet access. Check the yellow pages for campuses near you.

Accessing Computers

The pharmaceutical industry developed www.helpingpatients.org to enable patients to more easily find patient assistance programs (PAPs), which provide much needed access to affordable prescription medicines. To ensure that all people in need of prescription medicines can access this new online resource, the Pharmaceutical Research and Manufacturers of America (PhRMA) developed the following list of computing resources available to the public. Some examples of these resources include:

Community or Public Internet Centers

CTCNet is a not-for-profit organization that provides public computer access in over 400 centers nationwide. A state-by-state listing of CTCs can be found online at: www2.ctcnet.org/ctc.asp

Contact **CTCNet** at:

CTCNet
372 Broadway Street
Cambridge, MA 02139
Phone: 617-354-0825
Fax: 617-354-8437
www.ctcnet.org/index.html

Libraries

Computer and Internet access is free and unrestricted in 85% of the nation's 15,718 public libraries. Search your Yellow Pages for local branches or call the **American Library Association** toll-free at 1-800-545-2433.

Religious Organizations

Many churches, synagogues and other religious organizations, offer computer facilities. The **Association of Christian Community Centers (AC4)** provides free access to 250 centers nationwide.

AC4's list of centers is available online at:
www.prehosting.org/acccc/resources/center_list.html

OR

You can contact the organization for more information at:

**Association of Christian
Community Computer Centers**
670 Washington Street
Boston, MA 02124
Phone: 617-282-9798
Fax: 617-282-0685
info@ac4.org

Check your local bulletin or newsletter at your place of worship for information on local computer access programs for seniors.

Retirement Communities

Many retirement communities offer access to computers and the Internet.

The toll-free **Eldercare Locator** service operates Monday through Friday, 9:00 a.m. to 8:00 p.m., EST, and can be reached at: 1-800-677-1116

OR

Search by zip code and state for retirement facilities near you that may provide computer access at:
www.eldercare.gov

(continued on reverse)

PhRMA Member Patient Assistance Programs

Question 1: How many patients have you provided prescription medicines to through your company's PAP?

1996	836,541
1997	1,147,048
1998	1,487,302
1999	1,910,836
2000	2,441,627
2001	4,028,046 (estimate)
2002	5,461,510 (estimate)

Question 2: How many prescriptions have been filled through your company's PAP?

1996	1,841,789
1997	2,044,385
1998	2,773,213
1999	4,832,763
2000	8,049,123
2001	10,634,125 (estimate)
2002	14,126,125 (estimate)

Question 3: What was the wholesale value of product provided through your company's PAP?

1996	n/a
1997	\$ 374,529,354
1998	\$ 500,078,242
1999	\$ 773,726,423
2000	\$1,110,900,329
2001	\$1,805,154,305 (estimate)
2002	\$2,307,381,122 (estimate)

November, 2002

Value of Donated Medications

Oct. 1, 2002 to Dec 31, 2002

DEFINITIONS**Samples:** Free medication provided by drug manufacturers to physicians to initiate trial of medication.**Voucher:** Coupon provided to doctor by drug manufacturer allows limited supply of medication from any pharmacy at no cost to patient.**NIDP:** Nevada Indigent Drug Program - Based on patient's financial status to qualify as indigent, medications are supplied by drug manufacturer at no cost to patient. Requires eligibility documentation by clinic staff.**Scholarship:** Same as NIDP - Term used in Rural Mental Health Clinics.

Pharmaceutical Company	Product	Type	Value SNAMHS	Value NNAMHS	Value Rural Clinics	Totals
Abbott						
	Depakote	Samples/Vouchers	711.82	168	1133.63	\$11,295
	Depakote	NIDP		140		
		Scholarships			9142.03	
Apothecon						
	Desyrel	Samples/Vouchers			12.95	\$436
		NIDP				
		Scholarships			423.32	
Astra Zeneca						
	Seroquel	Samples/Vouchers	5100.51		2743.97	\$17,577
		NIDP				
	Seroquel	Scholarships		4173.67	5558.96	
Bristol-Meyer Squibb						
	Abilify	Samples/Vouchers			618.24	\$3,264
	Serzone	Samples/Vouchers	34.16		805.58	
		NIDP				
	Serzone	Scholarships		344.04	1037.89	
	Buspar	Samples/Vouchers			54.52	
	Buspar	Scholarships			369.08	
Dupont Pharmacies						
		Samples/Vouchers				\$30
		NIDP				
	Revia	Scholarships			30.09	
Eli Lilly						
	Zyprexa	Samples/Vouchers	20463.32	21460.24	7584.5	\$78,557
	Prozac	Samples/Vouchers	197.34		334.71	
		NIDP		6513.9		
	Zyprexa	Scholarships			20795.52	
	Prozac	Scholarships			1207.23	
Forest						
	Celexa	Samples/Vouchers	1960.84		844.14	\$14,580
		NIDP		326.97		
	Celexa	Scholarships		4276.17	4930.54	
	Levothroid	Scholarships			13	
	Lexapro	Samples/Vouchers			1071.44	
	Lexapro	Scholarships			1157	

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Value of Donated Medications

Oct.1, 2002 to Dec 31,, 2002

Pharmaceutical Company	Product	Type	Value SNAMHS	Value NNAMHS	Value Rural Clinics	Totals
Glaxo Wellcome(SmithKline)						\$20,561
	Lamictal	Samples/Vouchers		1185.6	267.35	
	Paxil	Samples/Vouchers	3068.03		1915.45	
		NIDP				
		Scholarships			9448.69	
	Wellbutrin	Scholarships	1481.42	1233	961.36	
	Wellbutrin	Samples/Vouchers			1000.09	
Janssen						\$43,494
	Risperdal	Samples/Vouchers	2238.53	2582.78	2258.84	
		NIDP		15684.51		
	Risperdal	Scholarships			20729.44	
Novartis						\$765
	Trileptal	Samples/Vouchers			142.99	
		NIDP				
	Exelon	Samples/Vouchers			383.9	
	Trileptal	Scholarships			237.99	
Organon International						\$3,494
	Remeron	Samples/Vouchers	92.97		1223.58	
		NIDP				
	Remeron	Scholarships			2177.39	
Ortho-McNeil						\$1,112
	Topamax	Samples/Vouchers			36.3	
		NIDP				
	Topamax	Scholarships			1075.37	
Parke-Davis						\$3,835
	Neurontin	Samples/Vouchers			327.76	
		NIDP				
	Neurontin	Scholarships			3507.01	
Pfizer						\$39,376
	Geodon	Samples/Vouchers	6480.88	5512.66	4686.96	
	Zoloft	Samples/Vouchers	3493.2	1143.35	1919.52	
	Geodon	NIDP		735.53		
	Zoloft	NIDP		160.4		
	Geodon	Scholarships			9126.22	
	Sinequan	Scholarships			6.42	
	Zoloft	Scholarships			6110.93	
Roche Labs						\$21
Sanofi-Synthelabo						
	Ambien	Samples/Vouchers			13.98	
		NIDP				
	Klonopin	Scholarships			7.16	

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Value of Donated Medications

Oct.1, 2002 to Dec 31,, 2002

Pharmaceutical Company	Product	Type	Value SNAMHS	Value NNAMHS	Value Rural Clinics	Totals
Solvay						\$950
		Samples/Vouchers				
		NIDP				
	Lithobid SR	Scholarships			949.98	
Tap Pharmacies						\$407
		Samples/Vouchers				
		NIDP				
	Prevacid	Scholarships			406.8	
Wyeth-Ayerst						26703.29
	Effexor XR	Samples/Vouchers	3883.74	1578.48	3061.21	
	Effexor XR	NIDP		515.4		
	Effexor XR	Scholarships			17612.93	
	Sonata	Samples/Vouchers			17.9	
	Inderal	Scholarships			33.63	
Totals			\$49,207	\$67,735	\$149,515	\$266,457