



The National
Medicare Secondary
Payer Network

► Let's talk best practices.

AWP

Fact or Fiction

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TOPICS

- **AWP (“Average Wholesale Price”)**
- **ASP (“Average Sales Price”)**
- **Sources of Current & Relevant Pharmacy Cost Information**
- **Introduction to the RED BOOK Micromedex User Interface**
- **Understanding and Identifying Appropriate Figures and Information**
- **Identify Common Approaches for Speed and Accuracy**
- **Detail Navigation Steps for In-Depth Analysis and Comparison**



AWP – FACT OR FICTION

ASP

AWP

AWP (“Average Wholesale Price”)

- Based on data reported by manufacturers and published in sources including:

ASP (“Average Sales Price”)

- A manufacturer’s average price to all purchasers, net of discounts, rebates, chargebacks, and credits for drugs.
- ASP is determined using manufacturers’ sales reports, which include information on total units sold and total revenue for each drug – this is subject to audit by Medicare.



AWP – FACT OR FICTION

ASP

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Average Wholesale Pricing (“AWP”) and Average Sales Price (“ASP”) Pricing Differences

- For 704 single source brand codes, ASP is 26 percent below AWP at the median, and for 216 multisource brand codes, ASP is 30 percent below AWP at the median.
- **The difference between ASP and AWP is greatest for generic drugs.**
- For 1,152 generic national drug codes:
 - ASP is 68 percent less than AWP at the median
 - ASP is approximately 26% lower than AWP for brand drugs and 68% lower for generic drugs
 - Like AWP, WAC fails to reflect rebates and discounts the way ASP does.
 - WAC is approximately 22% lower than AWP and is an alternative pricing methodology to AWP and ASP.

<https://askinglot.com/what-is-the-difference-between-asp-and-awp-pricing>



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The Beginning of Average Wholesale Price (“AWP”)

- A prescription drug term referring to average price for medications offered at a wholesale level
- Introduced in 1969, supposedly was the average price that the drugs could be purchased for, at a wholesale level
- In theory, it’s typically a made-up number. There is no reliable method of obtaining these prices.

<https://rjhealth.com/2019/07/31/drug-pricing-101-reimbursement-rj-health-methodologies-drug-claims-code-level-unit-level-hcpcs-ndc/>

<https://askinglot.com/what-is-the-difference-between-asp-and-awp-pricing>



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ASP

The Beginning of Average Sales Price (“ASP”)

- Part of the Medicare Prescription Drug, Improvement, and Modernization Act of 2003
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3541838/>
- Average Wholesale Price (“AWP”) payment methodology was replaced with the Average Sales Price (“ASP”).
- These specific calculations by CMS determine the reimbursement rate of each drug.



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ASP

The Beginning of Average Sales Price (“ASP”)

- To calculate the average selling price, divide net sales with the number of products sold.
 - 100 units sold has a net sales of \$20,000, the **average** selling price of your products is \$200
<https://askinglot.com/what-is-the-difference-between-asp-and-awp-pricing>
- As indicated in CR 4140, dated February 15, 2006:
 - *Medicare contractors shall use the Medicare Contractor Reporting Template for Part B drugs to report information on select Medicare Part B drugs*



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Averages Sales Price

- Based off the HCPCS (“Healthcare Common Procedure Coding System”) code level
- Not at the NDC level.

<https://medical-dictionary.thefreedictionary.com/HCPCS>

<https://askinglot.com/what-is-the-difference-between-asp-and-awp-pricing>



AWP – FACT OR FICTION

ASP

Averages Sales Price (cont.)

- HCPCS is a standardized coding system used to process claims for insurance payments by CMS.
- Example
 - J7611 Albuterol non-comp con 1 MG 0.252.
 - NDC for a single albuterol product is 00487-9901-02.

<https://medical-dictionary.thefreedictionary.com/HCPCS>

<https://askinglot.com/what-is-the-difference-between-asp-and-awp-pricing>



AWP – FACT OR FICTION

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Averages Sales Price (cont.)

- ASP for each billing code is calculated based on the **weighted average of all ASPs within a billing code**. (HCPCS).
 - Where billing code does not exist, users submit a request for one to be established (rare).
- Updated ASP data are shared with each drug manufacturer.

www.cms.gov/Medicare/Medicare-Fee-for-Service-Part-B-Drugs/McrPartBDrugAvgSalesPrice/Downloads/Medicare-Part-B-ASP-Data-Collection-User-Guide.pdf

DETERMINATION IS MUCH MORE TRANSPARENT!!



AWP – FACT OR FICTION

ASP

TABLE 1: KEY ATTRIBUTES OF 5 DRUG PRICE MEASURES³⁷

ATTRIBUTE	AVERAGE WHOLESALE PRICE (AWP)	WHOLESALE ACQUISITION COST (WAC)	NATIONAL AVERAGE DRUG ACQUISITION COST (NADAC)	AVERAGE SALES PRICE (ASP)	AVERAGE MANUFACTURER PRICE (AMP)
List or Net Price	List	List	Hybrid	Net	Net
Confidential/Public?	Public	Public	Public	Public	Confidential
Discounts/Rebates	Excluded	Excluded	Off-Invoice/ Transfer Pricing Excluded	Included	Included
Applicable to	All NDCs	All NDCs	Sample of NDCs	Part B Drugs	All NDCs
Level of Reporting	11-digit NDC	11-digit NDC	Drug Group	J Code (NDCs Aggregated)	11-digit NDC
Source	Manufacturers; Publishers	Manufacturers; Publishers	CMS (voluntary data collection)	CMS (required reporting)	CMS (required reporting)
Timing	Daily	Daily	Weekly	Quarterly (2 Q Lag)	Quarterly (2 Q Lag)
Year Created	1969	1974	2012	2003	1990
Federal Statute	NA	42 USC 1395w-3a(c)(6)(B)	42 USC 1396r-8(f)	42 USC 1395w-3a(c)	42 USC 1396r-8k(1)

USC Schaeffer
Leonard D. Schaeffer Center
for Health Policy & Economics

B | Center for
Health Policy
at BROOKINGS

<https://healthpayerintelligence.com/news/improving-price-transparency-around-generic-drugs-for-payers>



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Where Do I Find AWP Online?

- **AWP is obtained from reference materials**
 - First DataBank's Blue Book
 - Micromedex Red Book
 - Medi-Span



AWP – FACT OR FICTION

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Where Do I Find ASP Online?

- **ASP is obtained from The Centers for Medicare and Medicaid Services**
 - URL below directs to payment amounts used to pay for Part B covered drugs for the fourth quarter of 2021
 - The October 2021 ASP payment limits have been updated.

<https://www.cms.gov/medicare/medicare-part-b-drug-average-sales-price/2021-asp-drug-pricing-files>



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Average Wholesale Price

- Another reference states that AWP is not a true representation of actual market prices for either generic or brand drug products and is usually inflated by approximately 20 percent. AWP has often been compared to the “list price” or “sticker price”, meaning it is an elevated drug price that is rarely what is actually paid.

<https://www.drugs.com/article/average-wholesale-price-awp.html>



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Determination of Average Wholesale Pricing (“AWP”)

- **AWP is determined using differing methods.**
- The drug manufacturer may report the AWP to the individual publisher of drug pricing data, such as MediSpan, Micromedex, or First Data Bank.
- The AWP may also be calculated by the publisher based upon a mark-up specified by the manufacturer that is applied to the wholesale acquisition cost (“WAC”) or direct price (“DIRP”).

<https://www.drugs.com/article/average-wholesale-price-awp.html>



AWP – FACT OR FICTION

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Determination of Average Wholesale Pricing (“AWP”) (cont.)

- **AWP is determined using differing methods**
- Collusion between AWP publishers and wholesalers to artificially inflate the AWP (a 25% markup instead of a 20% markup), and in turn increase the spread (the profit that the pharmacy receives), led to court cases in the U.S. In September 2009, the listed AWP from most brands was reduced by 5%, from 25% to 20% (AWP = 1.20 x WAC).

<https://www.drugs.com/article/average-wholesale-price-awp.html>



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What is RED BOOK and What Does RED BOOK Provide?

- RED BOOK simplifies the identification, analysis, and comparison of drug and non-drug items. RED BOOK supports formulary management, cost containment, and drug utilization review, and provides consistent and unbiased Average Wholesale Price (AWP) pricing information for brand name and generic drugs.
- RED BOOK Online Provides:
 - Drug Pricing and Product Information for More than 200,000 Active and Deactivated Drugs
 - An Intuitive Online User Interface
 - Daily Updates Available to Provide The Most Up-to-Date Information
 - Notification of New Pricing Information



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Where Do I Find RED BOOK Online?

- RED BOOK Online is the Source for Pricing and Packaging Info for Prescription & Over-the-Counter Pharmacy.
- RED BOOK Online is powered by Micromedex Solutions Web Application Access
- RED BOOK Online is a Paid, Subscription Service
- Gain Access to Pharmacy Pricing and More

WWW.MICROMEDEXSOLUTIONS.COM



Micromedex® Solutions Web Applications Access

Product update and notifications: There are no current notifications.

Clinical Knowledge Solutions:
Micromedex® Medication, Disease and Toxicology Management

- Evidence based clinical resources.
- Unbiased, referenced Clinical Decision Support (CDS) for medication, toxicology, disease, acute care and alternative medicine.
- Safely and reliably manage drug therapy for pediatric and neonatal patients with Pediatric and Neofax® evidence-based drug information.
- RedBook® provides daily access to drug pricing and descriptive information for more than 200,000 active and deactivated FDA-approved prescriptions.
- Helps you make informed clinical diagnosis and treatment decisions.

Log in:

Username

Password

Remember Password

[Log In](#)

[OpenAthens Login](#)



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Micromedex AWP RED BOOK Search Capabilities

The screenshot shows the Micromedex RED BOOK Online Search interface. At the top, there are navigation tabs for Home, RED BOOK®, and Calculators. Below the tabs is the search title "RED BOOK Online® Search" and a link to "Go to Custom List Manager". The main search area includes a search box with the placeholder "Enter search term:" and a "Submit" button. To the left of the search box are two sections of filters: "I want to search by..." and "I want to filter by...".

I want to search by...

- Product Name
- Active Ingredient
- NDC/HRI/UPC
- Manufacturer Name

I want to filter by...

Status:

- Active
- Deactivated
- All

Repackagers:

- Include Repackagers
- Exclude Repackagers

- Product Name
- Active Ingredient
- NDC (National Drug Code)
- Manufacturer Name
- Status
- Repackage (“Repack”)



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Micromedex AWP RED BOOK Filtering Capabilities

- All Available, Active, Non-Repack Prices for Brand “Percocet” are Made Available Based on Filters
- Note Headings Identifying Product Name, Active Ingredient, Repackage “(Rpkg)”, Generic, Identifier

Home RED BOOK® Calculators

RED BOOK Online® Search Results - Export as - Print

Displaying results found for "Product Name: PERCO CET" Applied Filters: Status - Active; Repackagers - Exclude

Results 1 - 5 of 5 Page 1 of 1 Go | Previous | Next

Details	Price Chg	New Pkg	Product Name	Active Ingredient	Manufacturer/ Distributor	Rpkg	Generic	Orange Book Code	Code Type	Identifier	Form	Strength	Route	Pkg Size	Unit Dose	WAC Pkg Price	AWP Pkg Price	AWP Unit Price
<input type="checkbox"/>			PERCO CET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC	63481-0623-85	TAB	325 mg-5 mg	ORAL	500s ea	N	6110.33	7332.40	14.66480
<input type="checkbox"/>			PERCO CET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC	63481-0623-70	TAB	325 mg-5 mg	ORAL	100s ea	N	1253.60	1504.32	15.04320
<input type="checkbox"/>			PERCO CET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC	63481-0627-70	TAB	325 mg-2.5 mg	ORAL	100s ea	N	895.70	1074.84	10.74840
<input type="checkbox"/>			PERCO CET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	AA	NDC	63481-0629-70	TAB	325 mg-10 mg	ORAL	100s ea	N	1770.93	2125.12	21.25120
<input type="checkbox"/>			PERCO CET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	AA	NDC	63481-0628-70	TAB	325 mg-7.5 mg	ORAL	100s ea	N	1354.35	1625.22	16.25220

- Note Information in the Blue Highlight Area Identifying and Confirming Your Applied Filters and Search



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Micromedex -- Understanding Column Headings Page 1

- Orange Book Code
- Identifier
- Strength
- Code Type
- Form
- Route

Home RED BOOK® Calculators

RED BOOK Online® Search Results Modify Search - Export as - Print

Displaying results found for "Product Name: PERCOCET" Applied Filters: Status - Active; Repackagers - Exclude

Results 1 - 5 of 5 Page 1 of 1 Go | Previous | Next

Details	Price Chg	New Pkg	Product Name	Active Ingredient	Manufacturer/ Distributor	Rpkg	Generic	Orange Book Code	Code Identifier	Form	Strength	Route	Pkg Size	Unit Dose	WAC Pkg Price	AWP Pkg Price	AWP Unit Price
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC 63481-0627-70	TAB	325 mg	ORAL	100s ea	N	895.70	1074.84	10.74840
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	AA	NDC 63481-0629-70	TAB	325 mg	ORAL	100s ea	N	1770.93	2125.12	21.25120
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC 63481-0623-85	TAB	325 mg	ORAL	500s	N	6110.33	7332.40	14.66480

Column Name	Description
Orange Book Code	If a product has a corresponding Orange Book Code, that code will appear in the Orange Book Code column. Not all products will have an associated Orange Book Code. When there is no associated Orange Book Code, two dashes (--) will appear in the column. See "Orange Book Codes" on page 273. for more information.
Code Type	The Code Type column identifies the registry listed for the identifier, either NDC; HRI; or UPC. This code type is related to the value that appears in the Identifier column.
Identifier	The Identifier column displays the NDC, HRI, or UPC code that is associated with the item for which you searched.
Form	The Form column displays the dosage form (tablet, solution, syrup, etc.) of a product.
Strength	The Strength column displays the active ingredient strength for the product for which you searched. The Strength column is limited to 24 characters. Entries in this field that exceed 24 characters are truncated. A longer description can be viewed on the <i>Product Details</i> page.
Route	The Route column displays the route of administration for the product. See "Route Listing" on page 272. for more information.



AWP – FACT OR FICTION

AWP

Micromedex -- Understanding Column Headings Page 2

- Pkg Size
- Unit Dose
- WAC Pkg Price
- AWP Pkg Price
- AWP Unit Price

Column Name	Description
Pkg Size	The Pkg (package) column displays the quantity of individual items in the package. This quantity is expressed in National Council for Prescription Drug Programs (NCPDP) units (each, grams, milliliters).
Unit Dose	The Unit Dose column indicates if the product retrieved in your search is available in unit dose packaging. A "Y" indicates that the product is available in unit dose packaging. An "N" indicates that the product is not available in unit dose packaging.
WAC Pkg Price	The WAC Pkg Price column displays the Wholesale Acquisition Cost of the package.
AWP Pkg Price	The AWP Pkg Price column displays the Average Wholesale Price per package.
AWP Unit Price	The AWP Unit Price column displays the Average Wholesale Price per unit. See "Unit Price Calculations" on page 268, for information on how unit prices are calculated.

Home RED BOOK® Calculators

RED BOOK Online® Search Results - Export as - Print

Displaying results found for "Product Name: PERCOCET" Applied Filters: Status - Active; Repackagers - Exclude

Results 1 - 5 of 5 Page 1 of 1 Go | [Previous](#) | [Next](#)

Details	Price Chg	New Pkg	Product Name	Active Ingredient	Manufacturer/ Distributor	Rpkg	Generic	Orange Book Code	Code Identifier	Form	Strength	Route	Pkg Size	Unit Dose	WAC Pkg Price	AWP Pkg Price	AWP Unit Price
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC 63481-0627-70	TAB	325 mg	ORAL	100s ea	N	895.70	1074.84	10.74840
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	AA	NDC 63481-0629-70	TAB	325 mg	ORAL	100s ea	N	1770.93	2125.12	21.25120
<input type="checkbox"/>			PERCOCET	acetaminophen/oxycodone hydrochloride	ENDO PHARMACEUTICALS, INC.	N	N	--	NDC 63481-0623-85	TAB	325 mg	ORAL	500s	N	6110.33	7332.40	14.66480



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Search and Navigation, Zero Results

- Autocomplete Function Does Not Account for Misspellings
- Misspelling Product Name Can Lead to Unavailable Search Selections
- Older Pharmacy No Longer Available by Brand Name (e.g., Darvocet) Can Still be Searched, However May Yield Zero “Active” Results
- Adjusting Filters Can Allow to Search Discontinued Manufacturers, Products, etc. **

The screenshot shows a search interface with the following elements:

- I want to search by:** Radio buttons for Product Name (selected), Active Ingredient, NDC/HRI/UPC, and Manufacturer Name.
- I want to filter by...:** Radio buttons for Status: Active, Deactivated, All (selected), and Repackagers: Include Repackagers (selected), Exclude Repackagers.
- Enter search term:** A text input field containing "RIZATRIPTAN BENZOATE" and a "Submit" button.
- Results:** A list box showing "RIZATRIPTAN BENZOATE" as the only result.

Red boxes highlight the "Product Name" filter, the "All" filter, the "Include Repackagers" filter, and the "Submit" button. A red arrow points to the "Submit" button.

** Deactivated and/or Repackaged Products are *not* Currently Acceptable Per the WCMSA Reference Guide



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Micromedex AWP RED BOOK Search Results

- Sorting by Column Headings Highlighted in Blue for Ascending and/or Descending Order

Details	Price Chg	New Pkg	Product Name	Manufacturer/ Distributor	Rpkg	Generic	Orange Book Code	Code Type	Identifier	Pkg Size	WAC Unit Price	AWP Unit Price
<input type="checkbox"/>			ENDOCET	PAR PHARMACEUTICAL	N	Y	AA	NDC	60951-0602-70	100s ea	0.25020	1.36870
<input type="checkbox"/>			ENDOCET	PAR PHARMACEUTICAL	N	Y	AA	NDC	60951-0602-85	500s ea	0.23742	1.03744
<input type="checkbox"/>			OXYCODONE HCL- ACETAMINOPHEN	ALVOGEN, INC.	N	Y	AA	NDC	47781-0196-01	100s ea	0.25000	1.36870
<input type="checkbox"/>			OXYCODONE HCL- ACETAMINOPHEN	ALVOGEN, INC.	N	Y	AA	NDC	47781-0196-05	500s ea	0.23750	1.03744
<input type="checkbox"/>			OXYCODONE HCL- ACETAMINOPHEN	AMNEAL PHARMACEUTICALS LLC	N	Y	AA	NDC	53746-0203-05	500s ea	0.18000	1.03744

AWP Unit Price ▼
0.22000
0.42000
1.03744
1.03744
1.03744
1.03744
1.03744
1.03744
1.03744
1.03744



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Micromedex -- Manufacturer Product List Search Results

- Clicking the hyperlink for the product name Aggrastat would return the following RED BOOK Online Search Results page.
- The Manufacturer search results can be saved as a Microsoft® Excel® (.xls) file or a Comma Separated Values (.csv) file by selecting one of the two options from the Export drop-down menu at the top of the page. Additionally, you can print the results by clicking the Print icon in the upper right corner of the page. Columns for which no data is returned will contain two dashes (--)

Displaying results found for "Manufacturer: MERCK & CO., INC. Product Name: AGGRASTAT"

Results 1 - 3 of 3 Page 1 of 1 Go | ◀ Previous | Next ▶

Details	Price Chg	New Pkg	Product Name	Active Ingredient	Manufacturer/ Distributor	Rpkg	Generic	Orange Book Code	Code Identifier	Form	Strength	Route	Pkg Size	Unit Dose	WAC Pkg Price	AWP Pkg Price	AWP Unit Price
<input type="checkbox"/>			AGGRASTAT	tirofiban hydrochloride	MERCK & CO., INC.	N	N	--	NDC 00006-3713-50	SOL	0.25 mg/ml	INTRAVENOUS	50 ml	N	396.96	496.20	9.92400
<input type="checkbox"/>			DEACTIVATED														



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Micromedex -- TIPS FOR SUCCESS with WCMSA Pharmacy Pricing

- Consider if the Targeted Product is a Tablet, Capsule, Solution, Transdermal, etc.
- Confirm the Correct Medication -- Particularly with Combined Products Such as:
 - Percocet (Oxycodone/Acetaminophen) – Identified as “Oxycodone HCL-Acetaminophen”
 - Norco (Oxycodone/APAP) – Identified as “Hydrocodone Bitartrate-Acetaminophen”
- Whenever Identifying the Product for Your WCMSA, Always Confirm:
 - Repackage Price is Not Used
 - Product is not Deactivated



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<u>Product Name</u>	<u>Active Ingredient</u>	<u>Orange Book Code</u>	<u>Identifier</u>	<u>Form</u>	<u>Strength</u>	<u>Route</u>	<u>Package Size</u>	<u>Unit Dose</u>	<u>WAC Pkg Price</u>	<u>AWP Pkg Price</u>	<u>AWP Unit Price</u>
ALBUTEROL SULFATE	albuterol sulfate	AB1	72572-0014-01	ARO	0.09 mg/1 actuation	INHALATION	6.7 gm	N	17.23	20.68	3.08657
ALBUTEROL SULFATE	albuterol sulfate		68180-0963-01	ARO	0.09 mg/1 actuation	INHALATION	8.5 gm	N	35.98	74.02	8.70824
ALBUTEROL SULFATE	albuterol sulfate	AN	50383-0741-20	SOL	0.5 %	INHALATION	20 ml	N	48.29	57.95	2.89750
ALBUTEROL SULFATE	albuterol sulfate		00378-6992-52	SOL	1.25 mg/3 ml	INHALATION	3 ml 25s	Y		41.50	0.55333
ALBUTEROL SULFATE	albuterol sulfate		45802-0088-01	SUS	0.09 mg/1 actuation	INHALATION	8.5 gm	N	35.98	62.44	7.34588
ALBUTEROL SULFATE	albuterol sulfate	AA	50383-0740-16	SYR	2 mg/5 ml	ORAL	473 ml	N	48.50	60.63	0.12818
ALBUTEROL SULFATE	albuterol sulfate	AB	00378-4124-01	TER	8 mg	ORAL	100s ea	N		334.46	3.34460
ALBUTEROL SULFATE	albuterol sulfate		68774-0401-01	TER	8 mg	ORAL	100s ea	N	210.35	262.94	2.62940



AWP – FACT OR FICTION

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The screenshot shows the IBM Micromedex website. At the top right, there are links for "My Subscription", "Gateway", "Training Center", "Help", and "Mobile Application Access", along with a "Logout" link. Below these is a search bar labeled "Search Micromedex" with a magnifying glass icon. A navigation bar below the search bar contains "Home", "RED BOOK" (highlighted), and "Calculators". Below the navigation bar is a banner for "IBM Micromedex RED BOOK" with a "Go to Custom List Manager" link. The main content area has a heading "Search for prescription or over the counter medications, nutraceuticals, bulk chemicals, medical devices or supplies by product name or manufacturer. Search for a specific active ingredient in the product or by a specific code (such as NDC, UPC, or HRI)." Below this is a section "I want to search by..." with radio buttons for "Product Name" (selected), "Active Ingredient", "NDC/HRI/UPC", and "Manufacturer Name". To the right is a search input field with "Enter search term:" above it, containing "PILOCARPINE HCL OPTH SOLUTION", and a "Submit" button. Below the input field is a list of search results: "PILOCARPINE", "PILOCARPINE HCL", "PILOCARPINE HCL AVPAK", "PILOCARPINE HCL OPTH SOLUTION", and "PILOCARPINE NITRATE". Below the search options is a section "I want to filter by..." with "Status:" and radio buttons for "Active" (selected), "Deactivated", and "All". Below that is "Repackagers:" with a radio button for "Include Repackagers".



AWP – FACT OR FICTION

AWP

IBM Micromedex[®] My Subscription | Gateway | Training Center | Help | Mobile Application Access
| Logout

Search Micromedex

Home RED BOOK Calculators

Go to Custom List Manager ▶

Search for prescription or over the counter medications, nutraceuticals, bulk chemicals, medical devices or supplies by product name or manufacturer. Search for a specific active ingredient in the product or by a specific code (such as NDC, UPC, or HRI).

I want to search by...

- Product Name
- Active Ingredient
- NDC/HRI/UPC
- Manufacturer Name

Enter search term:

PILOCARPINE HCL OPTH SOLUTION

There were no active product results found for:
PILOCARPINE HCL OPTH SOLUTION
Please revise your search term or filter criteria.

I want to filter by...

Status:

- Active
- Deactivated
- All

Repackagers:

- Include Repackagers



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The screenshot displays the IBM Micromedex website interface. At the top right, there are links for 'My Subscription', 'Gateway', 'Training Center', 'Help', and 'Mobile Application Access', along with a 'Logout' button. A search bar labeled 'Search Micromedex' is positioned below these links. The main navigation bar includes 'Home', 'RED BOOK', and 'Calculators'. Below the navigation bar, there is a search instruction: 'Search for prescription or over the counter medications, nutraceuticals, bulk chemicals, medical devices or supplies by product name or manufacturer. Search for a specific active ingredient in the product or by a specific code (such as NDC, UPC, or HRI)'. On the left side, there are two sections: 'I want to search by...' with radio buttons for 'Product Name' (selected), 'Active Ingredient', 'NDC/HRI/UPC', and 'Manufacturer Name'; and 'I want to filter by...' with radio buttons for 'Status' (Active selected, Deactivated, All) and 'Repackagers' (Include Repackagers). In the center, the 'Enter search term:' field contains 'PILOCARPINE |' and a 'Submit' button. Below the search field, a list of search results is displayed: 'PILOCARPINE HCL', 'PILOCARPINE HCL AVPAK', 'PILOCARPINE HCL OPTH SOLUTION', and 'PILOCARPINE NITRATE'. At the bottom right of the screenshot, there is a logo consisting of four colored squares: a blue square with 'M', a green square with 'S', a blue square with 'P', and a white square with 'N'.



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Product Name	Active Ingredient	Orange Book Code	Identifier	Form	Strength	Route	Pkg Size	Unit Dose	WAC Pkg Price	AWP Pkg Price	AWP Unit Price
PILOCARPINE HCL	pilocarpine hydrochloride	AT	17478-0224-12	SOL	2 %	OPHTHALMIC	15 ml	N	78.23	96.97	6.46467
PILOCARPINE HCL	pilocarpine hydrochloride	AB	69292-0275-10	TAB	7.5 mg	ORAL	100s ea	N	155.00	186.00	1.86000
PILOCARPINE HCL	pilocarpine hydrochloride		10135-0680-01	TAB	5 mg	ORAL	100s ea	N	40.00	100.00	1.00000
PILOCARPINE HCL	pilocarpine hydrochloride		38779-0182-03	POW		NOT APPLICABLE	5 gm	N	243.83	286.86	57.37200
PILOCARPINE HCL	pilocarpine hydrochloride		38779-0182-06	POW		NOT APPLICABLE	1 gm	N	48.77	57.37	57.37000
PILOCARPINE HCL	pilocarpine hydrochloride		38779-0182-04	POW		NOT APPLICABLE	25 gm	N	1219.13	1434.28	57.37120
PILOCARPINE HCL	pilocarpine hydrochloride	AB	16714-0121-01	TAB	5 mg	ORAL	100s ea	N	98.77	171.68	1.71680
PILOCARPINE HCL	pilocarpine hydrochloride	AB	16714-0122-01	TAB	7.5 mg	ORAL	100s ea	N	123.93	204.03	2.04030



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CONTROVERSY?

■ *The Montana attorney general filed suit against 18 drug companies on February 25, 2002, alleging that they illegally misstated the average wholesale prices of their medications. **The attorney general alleges that the drug companies engaged in Medicaid fraud, caused false claims to be made to the state, and participated in deceptive trade practices by manipulating or misstating the average wholesale price of drugs, causing the state, consumers, and others to grossly overpay for prescription drugs.***

■ *A coalition of consumer groups filed suit in December 2001 against 28 drug companies for manipulating the AWP of drugs covered by Medicare. The lawsuit charges that, since 1993, the companies have engaged in “a pattern and practice” of selling drugs to physicians at prices well below the reimbursement cost charged to Medicare, resulting in violations of consumer laws and racketeering statutes. The plaintiffs estimate that Medicare and individual consumers using the drugs were overcharged more than \$800 million in 2000 alone.*



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