

**FORM 1 – ABILITY TO PROVIDE SERVICES**

**COMPLETE THE INFORMATION BELOW**

Complete the information to demonstrate your business experience and contracting experience in the provision of pharmaceutical services for skilled nursing facilities in Wisconsin.

Licensed to operate in the State of Wisconsin? (Circle answer) **YES**

Years of experience in providing pharmaceutical services to skilled nursing facilities in the State of WI 12.5 years

Years of experience in providing pharmaceutical services to skilled nursing facilities in the State of WI with 100 beds or more in the State of WI 12.5 years

RFP and Implementation Schedule Statement

Vendors must circle below whether they are capable to meet the implementation timetable stipulated in this RFP and if there are any potential conflicts with those outlined dates, must describe below.

We are able to meet the implementation timetable (circle one) **YES**

If any Potential Conflicts describe below: none

Describe ability to provide services, plan or methodology for performing the work, by providing your information using this Form List below.

**1. Describe the medication dispensing system, e.g., unit dose, punch pack bulk.**

We save our customers money by dispensing oral solid medications in our exclusive 31 day calendar dated punch card system. Our easy to follow punch cards are cycle filled monthly on the exact same day. This system is far superior to existing 28 or 30 day cycles fill systems that benefit the pharmacy but not necessarily the Facility. Our punch card cycles will always be exchanged on the same day of the month so you do not have to worry which day to punch out on a 31 day month. This gives your nurses more confidence and accuracy and therefore fewer medication errors. We utilize special cards for Antibiotic and other time dated orders and a variety of colored reminder labels to communicate to your staff the differences in medication orders. These systems have proven to reduce errors and make the med-pass more efficient thus saving nursing time and money. Detailed inservices will be provided prior to facility start up to demonstrate these advantages to all medication passing staff.

- a. We will provide Brookside Care Center with house stock items and over the counter drugs properly labeled as regulated by the state and federal governments.
- b. Out of Stock Medications: Pharmacist will call facility and also send Communication Slip on status of the order. We will promptly deliver the needed medication with the next scheduled

delivery or will contact our network of back-up pharmacies to deliver more timely if necessary. Each item ordered is documented on delivery slip.

We will process all refill and new orders promptly and deliver them with the next scheduled delivery. Physician Orders: We will provide Brookside the ability of communicating with the latest equipment for ordering electronically via fax machine or on-line via personal e-mail address or through our dedicated fax server.

We agree to provide *complete pharmaceutical services* twenty-four (24) hours per day, seven (7) days a week, including holidays to Brookside Care Center. We can be reached via our medical answering service after normal business hours and will respond promptly to emergency requests, orders, supplies, IV supplies, respiratory medications and wound support. Registered Pharmacists will interpret and fill all prescriptions. Registered Pharmacist will document all medications.

**2. Describe quality assurance programs, control procedures and methods for tracking errors. Describe procedures for identifying potential drug interactions and/or appropriate drug therapy.**

To ensure accuracy of dispensing, we utilize a double check system utilizing bar-codes, and scanners that ensure right patient, right medication, and right time for each medication dispensed. All medications orders are double checked by a licensed pharmacist. We maintain an internal Audit program to make sure we maintain the highest quality standards. Our Quality Assurance Committee meets monthly to review any errors, both internal and external, looking for trends and ways to reduce future errors. Error rates are calculated by number of reported errors divided by number of prescriptions dispensed. Our last 6 month average external monthly error rate is .047% which is far below industry standards.

The Initial Medication Regimen Review (MRR) form is generated by our pharmacy for all new admissions/readmissions. Final physician's orders are faxed to the pharmacy; the pharmacist will review physician's orders and will call the facility if a potential drug interaction or any other concerns are identified. Pharmacists will complete the MMR and send completed form to the facility. It is important for the facility to *review and act upon*, as needed, all recommendations presented on this form. A complete review will be performed by the consultant pharmacist during the regular monthly chart review. The MMR must be filed in the resident's chart.

We work closely with the Medicare D Insurance Plans to find medications that are covered by their formularies. We work behind the scenes to obtain Prior Authorizations or find alternative therapies that are covered, minimizing the time and efforts of the nursing staff.

**3. Provide a detailed delivery schedule. Include times for daily deliveries, deadline times for inclusion in those daily delivery times, estimated delivery time for stat orders, and estimated delivery time after the latest delivery cut-off time.**

We will provide routine deliveries to Brookside Care Center up to twice daily Monday – Friday and once on Saturdays, Holidays and Sundays as needed. All delivery times will be mutually agreed upon and at approximately the same time each day. Stat emergency orders will be delivered within two (2) hours or less if the item needed is not available in the contingency supply provided to the facility. We agree to work with the facility to find alternative medications available in the contingency supply when necessary for immediacy.

<b>10:00 AM</b> PRN – call into pharmacy by 10:00 am	<b>1:00 PM</b> Run leaves pharmacy at 11:00am
<b>5:00 PM</b> New orders/Admissions faxed in for same day delivery. Call the pharmacy for any new orders after 5:00 pm	To be delivered on <b>Night RUN</b> Run leaves pharmacy at 7:00pm
Saturday - New orders/Admissions faxed in for same day delivery are delivered on the <b>7:30PM RUN</b> . Orders that are faxed in after 2:30PM, <b>unless they are called into the pharmacist as a “must deliver”</b> , will be delivered with the next day run.	

- a. Delivery Schedule and contact information will be posted at every nursing station
- b. We utilize our own full time drivers not a courier service for our regular deliveries. Our drivers leave the pharmacy at approximately the same time each day. Staff will be able anticipate the arrival of your medications and plan accordingly. Because the driver is a valued employee of our pharmacy, he/she has a vested interest in you as a customer and can play a role in answering questions and providing information. Your dedicated driver will become familiar with your staff and the particular requirements of your facility and can be counted on to be timely.

**4. Provide detail of plan for contingency supply of required medications.**

We will provide Brookside Care Center with complete contingency supplies to include: Pill and Capsule boxes, Narcotics box, Refrigerated Contingency, Emergency Box, Hypoglycemic Kit, IV Supply box and IV Solutions. We will be glad to customize any contingency supply to match facility needs. We will provide and maintain all contingency medications and supply boxes for Brookside. Our contingency boxes contain the most commonly used medications and supplies in the skilled setting and are updated every six (6) months to ensure you always have the latest medications at your immediate disposal. Our Pill and Capsule Contingency

is replaced daily upon notice from our easy to use Contingency Usage Form. This daily replacement means you will always have the full contingency supply at your disposal versus having to wait for the C-Box to be replaced once weekly.

Guided by existing Emergency Storage area, we will work with Brookside to place our Emergency Box system in place before the first date of service. Inservices include use and the reordering process of all contingency boxes.

- The Emergency Box, Narcotics Box, Refrigerated Box, Hypoglycemic Box and IV Supply Box once opened at the facility are always exchanged with a fully stocked sealed box by the next scheduled delivery. Our easy to use tracking and exchange forms maintain security for all contingency boxes entering or leaving your facility.
- Hospice Specific Drug Box: Customized emergency boxes are available. Our pharmacists will work with Brookside Care Center staff to ensure medications are on hand for resident needs.

#### **5. Provide details of emergency medication back-up plan.**

In addition to our on call pharmacist and driver for STAT (2 hour) deliveries, we contract with 24 hour Walgreens and CVS pharmacies for back up service. We use local hospitals as sources of medication from time to time. We have a second pharmacy location in state to provide service in times of regional need.

#### **6. What action is taken by the pharmacy when a medication is no longer covered by insurance?**

We participate in ALL approved Kenosha County Medicare Part D prescription drug plans. We work aggressively on your residents behalf to obtain coverage for their medications. We work closely with the Medicare D Insurance Plans to find medications that are covered by their formularies. We work behind the scenes to obtain Prior Authorizations or find alternative therapies that are covered. Our goal is to minimize any out of pocket costs for a Medicare D beneficiary. We then communicate our finding to your staff to make sure all prescription orders are followed up promptly.

1. We bill all private pay residents directly. We work with residents and family members on a case by case basis when financial difficulties arise. Facility will have access to private pay bills as needed.
2. In an increasingly cost conscious health care environment, we offer repackaging for residents who need to receive their medications via mail order services. The charge for

repackaging medications is \$5.00 per medication, per month. We will work with facility staff to assure proper labeling, storage and handling of medications brought into the facility by residents, if allowed.

3. We are cognizant of the coverage gap problem some Medicare Part D residents may experience for the first 30 days upon admission to a skilled nursing facility. Our billing office aggressively works with all Wisconsin approved PDPs to get prescriptions covered under the Medicare Part D Plan. In the event the resident is waiting for coverage to begin, we will work with the PDP, the responsible party and the resident to find reimbursement.

Any third party claims will be billed by the pharmacy through our Rescot software using their third party claims adjudicator. We aggressively substitute generic medications as mandated by the Wisconsin Medicaid formulary and most third party payors. Our current substitution rate is 98.3% well above the national average of 95%. It is our policy to quickly convert clients to the most cost effective medications as they become available. We utilize one of the most cost effective and clinically appropriate generics programs in the long term care industry. We strictly adhere to the Medicaid and Medicare Part D mandated generics formularies and published MAC lists. We carefully scrutinize all Medicare Part D PDP contracts minimizing any charges to the facility for non-covered medications.

#### **7. Describe policies and procedures for continuation of services in the event of disaster.**

Contingency planning for medication distribution in the event of disaster is based on Brookside Care Center's disaster plan. Upon award of contract we will work with the facility to develop contingency plans individualized for the facility. We work to compliment Brookside's existing plan, anticipating and adapting to needs outside normal operating conditions. We are backed up by our sister pharmacy located in Wisconsin, in the event of a regional disaster, operations will be moved to that location.

#### **8. Describe return policy.**

Return Policy: Whenever possible discontinued or unused **non-controlled drugs** will be returned to the issuing pharmacy for credit. Credit/Return Pharmaceuticals:

1. Returned pharmaceuticals are eligible for credit with the following limitations:
  - There is a five pill minimum for punch card to be eligible for credit.
  - Pharmacy should receive returns within 5 days of initial dispensing, resident death, permanent discharge or order discontinuation to be considered for credit.
  - Medications will be credited if the minimum returned medication cost is \$8.00 or greater.
  - A \$5.00 restocking fee applies to ALL credit/return transactions.
  - Minimum credit amount that will be issued is \$3.00.

- Dirty, tainted, soiled or unsealed containers of medications are not eligible for credit.
- No credit will be issued for items returned greater than 45 days from the date of initial dispensing.

Credit>Returns meeting the above limitations are processed per the following payor guidelines:

2. Medicare A and Cash Pay:

- Punch cards returned within 45 days of dispense will be processed through the returns function within the Rescot system.
- Any return that does not meet the criteria listed in section A will be flagged and processed as a discard within the Rescot system.

3. Wisconsin Medical Assistance Program:

- Punch cards returned that were billed to the State Medical Assistance Program will be credited as allowed per state guidelines.
- Pharmacy should receive returns within 5 days of initial dispensing, resident death, permanent discharge or order discontinuation to be considered for credit.
- If the return meets the above guidelines listed above and in section A, the original claim will be reversed, quantity and days supply will be “fixed” to reflect the consumed quantity, and the claim will be retransmitted.

4. Private Insurance (online plans)

- Punch cards returned within 5 days of dispense date will be considered for credit.
- If the return meets the above guideline and those listed in section A, the original claim will be reversed, quantity and days’ supply will be “fixed” to reflect the consumed quantity, and the claims will be retransmitted.

5. Private Insurance Discount Plans (online plans)

- These plans will be treated the same as Medicare and Cash Pay.

## 9. Provide information on facsimile (FAX) machines and maintenance plans. (2 required)

We will provide Brother 4100e fax machines, maintenance and supplies to facilitate communication between facility and pharmacy. Nursing staff contacts the pharmacy for fax machine issues and the pharmacy will fix or repair machines as needed at no cost to facility.

Designed to meet the needs of our business customers, the IntelliFax-4100e addresses customer demands for a full-featured fax with low operating costs. Busy offices can easily share this laser fax machine. Its innovative design incorporates a high capacity, front-loading paper tray that simplifies paper handling, and it features a robust monthly duty cycle, ideal for departmental use.

### Main Features

- **High speed 33.6K bps SuperG3 fax modem.** Fax throughput is optimized with a modem capable of transmitting as fast as 3 seconds per page, or of slowing down automatically to communicate with slower machines.
- **8MB memory.** Stores up to 500 fax pages‡ allowing multiple faxes to be stored in memory for transmission when the line is free.
- **250-sheet expandable paper capacity.** A high-capacity, front-loading paper tray is easily accessible and reduces the time spent reloading paper. An optional second tray‡ allows you to load letter paper in one, and legal in the other so that incoming faxes print automatically on the correct paper.
- **Timesaving features.** A number of features combine to save you time, including the ability to auto-dial up to 132 numbers, or to simply scan a fax once and then automatically broadcast it to as many as 182 recipients.
- **Superior laser output.** Whether printing incoming faxes, or using the 30-page capacity auto document feeder to make copies at up to 15cpm, you can expect, crisp, clear, professional output every time.
- **High-yield toner cartridge.** The availability of a high-yield replacement toner cartridge contributes significantly to lowering your operating expenses, making this a particularly economic fax solution.
- **Built-in USB and parallel interfaces‡** Your investment is protected because we've built in both USB and parallel interfaces that enable this model to serve as a laser printer (up to 15ppm) if your needs grow beyond basic fax and copying.

**10. Provide information on medication carts. (7 required).**

No additional fee; MMI Series M Medication Carts are provided in the delivery of our calendar dated punch card system



- Maximum capacity and organization is afforded through your choice of three (3) models options that accommodate a host of medication systems including punch cards, unit dose box, auto-packaging, cassette unit dose, Med-On-Time, and other common med pass methods.
- Your choice of lock security systems from basic to advanced, including keyless with auto-relock, user audit, and secondary access proximity card reader.
- Accessory bridge accommodates cups, spoons, supplies, and a unique water storage / dispensing system that

clears cart top to optimize med prep and work area.

- Lightweight and durable design is built in to the M-Series Medication Cart line to provide long-term value and maximum user satisfaction.
- Configurable and re-configurable drawers and accessory options give you maximum flexibility for today's med pass models, but be ready for system or accessory changes in the future

**11. Describe experience and ability to interface with Electronic Medical Records (EMR) systems.**

We maintain comprehensive drug profiles in our pharmacy system to accurately track all medication and ancillary orders. We worked extensively with American Data to provide a real time interface between ECS and our pharmacy software (HL7 interface). Our pharmacy has already invested the necessary resources for the HL7 interface. We are one of the first pharmacies in Wisconsin to offer this to our ECS customers. Approximately 60% of our customers use ECS.

Additionally our pharmacy can provide either electronically or on paper the following monthly drug usage reports: such as Antibiotic, Insulin, Antidepressant, Lab, Antihypertensive, Lithium, Alcohol, Catheter, Metoclopramide, Coumadin, Psych Utilization, Dietary/Supplement, Hypnotic, Short Acting and Therapy

are all available. Cost analysis reports are available from our pharmacy dispensing system and monthly Pharmacist Consultant reports from RXpertise

We use Hyland Software to provide internal paper free documentation and scanning management of all incoming documents. The OnBase system improves customer service, compliance to regulatory standards, optimizes pharmacy operations, improves patient care and facilitates workflow within the pharmacy. The best part is a paper free document management system eliminates paper faxes transferring the information to an electronic format that is readily retrievable when your nursing staff calls with any question. We can also access these records remotely to provide true 24/7/365 service.

Waste reduction is part of our everyday dispensing process – we received an Environmental Award for 2009 and 2010 for tree, oil, and water and landfill savings. We continue to look for innovative ways to reduce our business footprint. Internally we recycle aluminum, office paper and plastics.

## **12. Describe plan, billing practices, methods and systems, for all 3<sup>rd</sup> party billing.**

We will bill for the comprehensive services provided in accordance with state and federal guidelines. It is acknowledged that these guidelines may change during the term of the contract. All billing will be in compliance with affected regulations.

- a. We will direct bill the State of Wisconsin Medicaid Program for all covered items. We accept assignment from the State of Wisconsin Medicaid Program.
- b. Medicare A, Managed Care and VA statements will include separate sub-totals for supplies and pharmaceuticals for each resident. The Medicare Part B program will be billed directly for all pharmaceutical, wound care and prosthetic devices covered under the program. We accept assignment for all Medicare Part B covered items.
- c. We work closely with the facility to ensure accurate billing information is on file at the pharmacy. Daily census, 7 days per week, (Weekend census data may be sent on Monday) assists the pharmacy with accuracy in billing and delivery of medications. Our billing staff will coordinate all insurance billings to the appropriate payor.
- d. We will invoice Brookside Care Center once monthly for Medicare A, House Stock and other ancillary charges. You will receive your statement on or before the third business day of the new month. We will direct bill all resident medications to either the resident or guarantor, Wisconsin Medicaid, private insurance company or their Medicare D Prescription Drug Plan.
- e. We bill all private pay residents directly. We also work with residents and family members on a case by case basis when financial difficulties arise. Facility will have access to private pay bills as needed.

- f. We will bill Forward Health direct for Medicaid eligible oxygen use residents on Full Assignment. (Cost reduction to Kenosha County).
- g. We will work with Brookside leadership to establish usual and customary MD orders and Medical Records documentation required to submit to Forward Health for Prior Authorization approval for Oxygen reimbursement.

**13. Describe internal quality control or other similar techniques for monitoring billing.**

The billing and support staff at our pharmacy is dedicated to helping our clients. You will always get a live person to answer your telephone calls and direct you to the department of your choice. All billing and support functions are located **IN Wisconsin**, staffed by knowledgeable people willing to answer your questions. We do not believe in sending our customer service to an outside billing office with people who are unfamiliar with your facility. We ask for daily census to keep payor sources up to date, credit returns promptly and triple check the bills for accuracy. Billing supervisors are members of our Quality Assurance Committee that meets monthly to discuss errors and issues.

**14. Describe any additional value added services that will be supplied. Be specific.**

We are committed to quality care and to being a complete healthcare provider for our customers. Our commitment to superior service extends to Wisconsin's Long Term Care Facilities and the people that operate these facilities, the resident, the responsible party, and beyond. We are flexible and will go the extra mile to meet your individual and unique needs as an organization, just ask! Some of the other benefits we provide to you include:

- Medication Pass Observations, semiannually – no extra charge
- Destruction of non-narcotic outdated medications
- Med B billing and supplies
- Technology enhancements, customized forms, medical records and EMAR
- On-line Pre Admission Pricing tool
- We provide monthly administrative review of the operational execution of this agreement for service, billing, pricing, and reimbursement accuracy.
- We provide weekly equipment tracking for oxygen/respiratory equipment use residents
- We provide weekly visits by state licensed respiratory therapist to offer clinical consultation and medical records review for accuracy
- We establish cost savings strategies in the following areas, to affect cost savings to Brookside.
  - Convert current nebulizer rentals to purchase
  - Discontinue piped in wall oxygen use and converted to oxygen concentrator
  - Implement new MD orders and nursing usage documentation in TAR, to optimize MA eligibility and cost reductions for Brookside

**Our operational changes will result in an annualized savings of \$4,600 per year.**

- Convert nebulizers from monthly rental to purchase— this will save Brookside \$2,800.00 annually.
  - Convert using piped in wall O2 to oxygen concentrators - this will save Brookside \$1,800.00 annually
- Additional savings will also be realized with the daily O2 concentrator rental rate vs. monthly from other providers.**

We approach this proposal eager to learn more about Brookside Care Center's current and projected needs. Words often don't capture the spirit and community of a facility - that is the essence we will learn and build upon to provide exceptional service. We bring our flexible systems to customize as the needs of Brookside changes with time and the residents serviced.

The memories of previous pharmacy service providers may jade some to question our sincerity and dedication; we will work every day to earn and keep the trust of the Brookside Elders, Staff and community of Kenosha County. We maintain the highest ethical and business practices in our industry. We may not be the largest pharmacy provider to the long term care market in Wisconsin, but we are the best.

We thank the committee members for review and consideration of our RFP. It is our sincerest hope to be Brookside's pharmacy partner. We welcome the opportunity to clarify or re-propose if requested any aspect of this RFP. We can also meet with the selection committee at your convenience.

Again, thank you for your time and consideration

## FORM 2 – PRICING FACTOR-OVER THE COUNTER (OTC) MEDICINES

Brookside Care Center bears the cost of providing over the counter medication for residents. As a cost saving measure, Brookside Care Center chooses to stock the following medications in bulk form. These over the counter medications represent approximately 22% of the overall pharmaceutical expenditures.

### DO NOT ALTER THIS FORM

Proposer must provide charges for the following OTC medicines  
AS LISTED BELOW INCLUDING IN THE LISTED QUANTITIES

<u>Drug</u>	<u>Quantity</u>	<u>2012 Charge to Brookside</u>
Acetaminophen 325mg tablet	1000 tablets	\$ 5.60
Acetaminophen ES 650mg caplet	1000 caplets	\$5.49/100 *
Docusate Sodium 150mg/15ml liquid	473 ml	\$ 2.46
Docusate Sodium 250mg capsule	1000 capsules	\$28.15
Vitamin C 1000 mg tablet	1000 tablets	\$3.84/100 *
Multivitamin w/Minerals	1000 tablets	\$3.54/130* or \$1.16/100*
Calcium 500mg w/Vitamin D	1000 tablets	\$ 10.41
Ferrous Sulfate 325 mg tablet	1000 tablets	\$ 6.52
ASA-EC 325 mg	100 count	\$ .97
ASA-EC 81 mg	36 count	\$ .79
Milk of Magnesia/MOM 473ml	473 ml	\$ 1.31
Mylanta	473 ml*	\$ 1.40 generic/360ml
Guifenisen DM	473 ml	\$ 2.45
Tylenol Liquid	473 ml	\$2.52 generic
Bisacodyl Suppository	50 count	\$ 2.97
Tylenol Suppository 650mg	12 count	\$ 2.39 generic

**\*Count not Available**

**Provide 3-yr Projected Pricing % increase below.**

Year 2013 none\*\*, Year 2014 none \*\*, Year 2015 none\*\*

\*\*The pricing for Bulk OTC pharmaceuticals will remain at Acquisition Cost + 10%. The only increases that may occur are due to manufacturers raising their prices which are passed on to Brookside. All efforts are made to secure the lowest cost alternative in the event of a manufacturer price increase

**FORM 3 – PRICING FACTOR-CONSULTING SERVICES**

Brookside Care Center (BCC) is required to have consulting pharmacist services. Fees charged for consultant pharmacists services must be at fair market value. The cost of consultant pharmacists represents approximately 3% of the over-all BCC pharmacy cost.

Provide your cost/charge per hour for the following consulting services and the projected percentage increase in the subsequent years.

Brookside Information: Average daily census-152, Wings-2, Halls-7, Carts-6, Nursing Stations-2

<u>Service</u>	<u>Hours Per Month</u>	<u>Hourly Cost/Charge 2012</u>	<u>Projected % Increase 2013</u>	<u>Projected % Increase 2014</u>	<u>Projected % Increase 2015</u>
1. Monthly Drug Regimen Review Based on Census	<u>Incl.</u>	<u>Incl.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
2. Monthly Nursing Station Check 2 med rooms, 6 carts	<u>Incl.</u>	<u>Incl.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
3. Consultation During State/Federal Survey &/or Verification Visits as needed	<u>Incl.</u>	<u>Incl.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
4. Quality Improvement & Assessment Committee <u>Quarterly, 1hour each</u>	<u>Incl.</u>	<u>Incl.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
5. Behavior Management Team Committee <u>Monthly/2 hours each</u>	<u>Incl.</u>		<u>0%</u>	<u>0%</u>	<u>0%</u>
6. Admission Consultation	<u>As needed</u>	<u>Incl.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>
Other Facility Committees	<u>As needed</u>	<u>\$62.50/hr.</u>	<u>0%</u>	<u>0%</u>	<u>0%</u>

Amendment 9/20/11-added the following line.

Based on the above information, price of consulting pharmacist services is

\$ 5.50 per bed, per month.

Incl. = Included in base charge of \$5.50 per occupied bed per month, there are no anticipated increases to this rate for the duration of the contract bid.

Facility may, at is option, purchase additional services ("Optional Services") at the rate of Sixty Two Dollars and Fifty Cents (\$62.50) per hour.

Brookside Care Center reserves the right  
to reject any prices that are below fair market value.

**FORM 4 – PRICING FACTOR-OXYGEN SERVICES**

Brookside Care Center is responsible for oxygen and other respiratory supplies for Medicare A patients. This expense represents approximately 3% of the overall pharmacy cost.

**DO NOT ALTER THIS FORM**

Proposer must provide charges for the following oxygen services  
AS LISTED BELOW INCLUDING PER THE LISTED PRICING UNITS

Oxygen Services	Pricing Unit	9/20/11 Amendment Correction to Yr. 2010 2012 Price / Unit
E-tank	1 tank	\$5.75
Non-rebreather Mask	Per each	\$1.50
Nasal Cannula	Per each	\$0.39
Double Lumen Cannula	Per each	\$3.00
Well Volume Nebulizer	Monthly rental	\$0.85
C-PAP Machine	Monthly rental	\$75.00
B-Pap	Monthly	\$175.00
Pre-filled Humidifiers	Price for 12	\$24.00
Humidifier Bottles	Price for 12	\$16.80
Oxygen Conserver	Monthly rental	\$30.00

**\*PLEASE NOTE**

We will bill Forward Health/Family Care CMO/Hospice direct for all oxygen/equipment/supplies that are a covered item, and meet reimbursement criteria as established. Kenosha County will NOT be billed for any resident that we receive reimbursement from another payer source, such as Forward Health/Family Care CMO/Hospice. Non-covered items, or residents that do not meet reimbursement criteria will be billed to Kenosha County. Often it is more advantageous to purchase some equipment as opposed to incurring a monthly rental fee.

Provide 2012 pricing below, in the event Brookside Care Center would elect to purchase the following items.

Well Volume Nebulizer      \$35.00 / ea  
 C-Pap Machine                \$370.00 / ea  
 Bi-Pap Machine              \$1,339.00 / ea  
 Oxygen Concentrator       \$579.00 / ea  
 Oxygen Conserver          \$179.00 / ea

**FORM 5 – PRICING FACTOR-MEDICARE A FEE FOR SERVICE PRICING**

Brookside Care Center is responsible for the charges billed for residents under a Medicare Part A stay. Brookside is not seeking a per diem rate because it is imperative that we determine all of the charges including medications typically excluded from Medicare Part A per diem's. This expense represents 54.8% of our overall pharmacy expenditures.

Provide an itemized monthly statement using 2012 prices for each of the following sample residents' medication orders (30 day supply, unless otherwise indicated). Include any and all supplies needed for delivery of medication if applicable.

**Respond to the following:**

Define the Fee Structure used to determine the prices (for the sample residents).

Prescription Medications = Acquisition Cost + 5% + Professional Services Fee not to exceed \$4.38

OTC Medications = Acquisition Cost + 5% + Professional Services Fee not to exceed \$3.25

Is that the Fee structure you will use for all Medicare A pricing?

(Circle one)

**YES**

Brookside Care Center will be experiencing a 14% cut in Medicare rates effective October 1, 2011.

Would your company consider discounting the overall costs by 5% to assist Brookside in this reduction?

(Circle One)

**YES**

We offer a 5% prompt pay discount for invoices paid in 30 days, in full

Sample Resident Information for Itemized Monthly Statement– (Submit one for each sample resident as listed.)

**Resident 1**

	Quantity	Price	Quantity	Alternative
Amlodipine Besylate 5mg tablet qd	30	\$3.49		
Anagrelide HCL 0.5 mg capsule bid	60	\$10.71		
Aapro 150 mg. tablet qd	30	\$83.51		
Bystolic 5mg tablet qd	30	\$56.16		
Clonidine HCL 0.1 mg tablet bid	60	\$3.49		
Cymbalta 60 mg. delayed release particles qd	30	\$158.40		
Furosemide 20 mg tablet qd	30	\$3.49		
Levothyroxine Sodium 25 mcg. Tablet qd	30	\$4.17		
Propranolol HCL 20 mg. tablet qd	30	\$3.49		
Zetia 10 mg. tablet qd	30	\$120.12		
Lidoderm 5% patch transdermal qd	30	\$205.67		
Fosamax 70 mg one time per week	4	\$78.89	4	\$4.17 (generic)
AzaSite 1% solution one drop to both eyes daily	2.5ml	\$83.05		

**Resident 2**

	Quantity	Price	Quantity	Alternative
Amiodarone HCL 200 mg tablet qd	30	\$6.36		
Aranesp SureClick 60MCG/0.3 ml solution injection sub-q twice a month	0.6ml	\$629.46		
Beelith 362 mg-20mg tablet, 2 tablets qd	60	\$17.52		
Cyanocobalamin 1000mcg/ml solution IM q month	1ml	\$3.49		
Donepezil HCL 10 mg tablet dispersible one qd	30	\$6.86		
Magnesium Oxide 400 mg. tablet qid	120	\$4.52		
Omeprazole 20 mg capsule delayed release qd	30	\$6.18		
Sodium Bicarbonate 650mg tablet bid	60	\$1.74		
Saline 0.9% solution, intraperitoneal , 1000ml three times per week for hypodermoclysis	12x1000ml	\$81.72		\$6.81/l
Sodium Polystyrene Sulfonate 15gm/60ml, 30 gm qd	3600ml	\$225.03		

**Resident 3**

	Quantity	Price	Quantity	Alternative
Cephalexin 500 mg capsule tid	21	\$3.63		
Tricor 145mg tablet qd	30	\$134.71		
Insuline Glargine 100 units/ml solution, 16 units qd	10ml	\$100.71		
Metoprolol Tartrate 50 mg tablet bid	60	\$3.49		
Omeprazole 20 mg qd	30	\$6.18		
Crestor 5mg tablet qd	30	\$131.14		
Miracle Olivamine 2 capsules qd	60	\$23.45		
Dakin's solution 0.125% topical daily (charge for 1 bottle)	473ml	\$11.56		
Afrin Nasal Spray 0.05% solution 2 sprays to each nostril three times per week (charge for 1 bottle)	15ml	\$5.68	15ml	\$3.55 (generic)

**Resident 4**

	Quantity	Price	Quantity	Alternative
Vancomycin HCL 250mg capsule qid x 10 days	40	\$1811.41	400mls	\$145.34 (generic liquid compound)
Vancomycin HCL 250mg capsule tid x 10 days	30	\$1359.66		
Vancomycin HCL 250 mg capsule bid x 10 days	20	\$907.89		
Letrozole 2.5 mg tablet qd	30	\$8.47		
Vicodan 5mg-500mg one tablet q 6 hours as needed for pain (bill for 60)	60	\$3.49 generic		
Lipitor 40 mg. tablet qd	30	\$158.75		
Glimepiride 1mg tablet qd	30	\$3.49		
Femara 2.5 mg qd	30	\$533.31		
Esomeprazole Magnesium 40 mg capsule delayed release qd	30	\$171.44		
Enblex 7.5 mg tablet extended release 24 hour qd	30	\$142.17		
Clonazepam 1mg tablet qd	30	\$3.49		
Cyanocobalamin 1000 mcg/ml injection once per month	1ml	\$3.49		
Metoprolol Succinate 50 mg tablet extended release bid	60	\$37.02		
Nexium 40 mg capsule delayed release qd	30	\$171.44		
Nystatin 100000unit/gm Cream bid prn (1 tube)	30gm	\$3.72		
Suprax 40 mg tablet qd for 10 days (10 tablets)	10	\$158.46		

**Resident 5**

	Quantity	Price	Quantity	Alternative
Altace 10mg tablet qd	30	\$86.15		
Amiodarone HCL 400 mg tablet qd	30	\$10.47		
Aricept HCL 5mg tablet qd	30	\$220.87	30	\$6.70 (generic)
Calcium Carbonate 500 mg tablet qd	30	\$1.43		
Cardizem CD 240 mg capsule ER qd	30	\$73.10		
Cyanocobalamin 1000 mcg/ml solution injection IM q month	1ml	\$3.49		
Folic Acid 1mg tablet qd	30	\$3.49		
Furosemide 20 mg tablet qd	30	\$3.49		
Potassium Chloride 10meq tablet ER qd	30	\$15.61		
Patoprazole Sodium 40 mg delayed release qd	30	\$7.73		
Enoxaparin Sodium 30mg/0.3ml sub-q qd	9ml=30 syringes	\$477.79		
Simvastatin 20 mg tablet qd	30	\$3.49		
Vitamin B-6 100 mg tablet qd	30	\$1.65		
Azelastine HCL 137mcg/spray Solution nasal bid to each nostril (quantity for 120 sprays)	30ml	\$78.95		
Oxycodone-Acetaminophen 5mg-325 mg q 4 hours prn pain (quantity 90)	90	\$7.73		

**Resident 6**

	Quantity	Price	Quantity	Alternative
Azathioprine 50 mg tablet tid	90	\$14.74		
Simvastatin 5mg tablet qd	30	\$3.49		
Vitamin B-12 50 mg tablet qd	30	\$2.22		
Vitamin B-1 50 mg tablet qd	30	\$1.67		
Carbidopa-Levodopa 25mg-100mg tablet five times a day	150	\$21.26		
Metoprolol Tartrate 25 mg bid	60	\$3.89		
Lovenox 40mg/0.4ml solution sub-q qd	30= 12ml	\$635.58		

**Resident 7**

	Quantity	Price	Quantity	Alternative
Plavix 75mg tablet qd	30	\$188.74		
Omeprazole 20 mg capsule delayed release qd	30	\$6.18		
Gabapentin 100 mg capsule, 2 capsules bid	120	\$7.85		
Namenda 10 mg bid	60	\$193.15		
Vicodin 5mg-500 mg tid	90	\$3.80 generic		
Lasix 40 mg qd	30	\$3.49		
Citalopram Hydrobromide 40 mg tablet qd	30	\$3.49		
Zaroxolyn 2.5 mg tablet three times per week	12	\$14.85 generic		
Potassium Chloride Crys CR 20 meq tablet ER bid	60	\$21.64		

**Resident 8**

	Quantity	Price	Quantity	Alternative
Omeprazole 20 mg capsule delayed release qd	30	\$6.18		
Digoxin 0.125 mg tablet qod	15	\$3.51		
Sertraline HCL 25 mg tablet qd	30	\$3.49		
Sertraline HCL 50 mg tablet qd	30	\$3.49		
Spironolactone 25 mg tablet qd	30	\$5.17		
Lantus 100 unit/ml Solution sub-Q 65 units qd	2x10ml	\$197.03		
Carvedilol 3.125 mg tablet one half tablet (1.5625mg) q 12 hours	30	\$3.49		
Metoclopramide HCL 5mg tablet qid	120	\$5.82		
Methenamine Hippurate 1GM bid	60	\$106.48		
Furosemide 40 mg bid	60	\$3.49		
Coumadin 3mg tablet qod	15	\$21.63	15	\$3.49 generic
Coumadin 4mg tablet qod	15	\$21.68	15	\$3.49 generic

**Resident 9**

	Quantity	Price	Quantity	Alternative
Glimepiride 4mg tablet bid	60	\$5.57		
Bumetanide 1mg tablet qd	30	\$3.71		
Carvedilol 6.25 mg tablet bid	60	\$3.65		
Citalopram Hydrobromide 20 mg tablet qd	30	\$3.49		
Lyrica 75 mg capsule qd	30	\$82.42		
Certavite Antioxidants tablet qd	30	\$2.03		
Omega-3 1000mg capsule qd	30	\$3.54		
Omeprazole 20mg delayed release capsule qd	30	\$6.18		
Ayr Saline Nasal Gel bid to both nostrils (60 applications)	14.1gm, tube	\$3.68		
Levemir 100unit/ml 28 units sub-q daily	10ml	\$99.03		
MS Contin 15 mg tablet ER qd	30	\$25.66		
Nitroglycerin 0.2mg/hr patch qd	30	\$19.82		
Bacitracin 500unit/gm ointment to inside of nostrils qid (2 tubes)	2x28,35 gm	\$9.92		
Detrol LA 4mg capsule ER qd	30	\$149.23		
Warfarin Sodium 7.5 mg tablet qd	30	\$4.15		
C-PAP machine nightly for sleep apnea (1 unit)	Per month	\$75.00		
Oxygen 2-4 lpm via nasal cannula to keep O2 sat above 91% (1 concentrator, 20 E-tanks, 4 nasal cannulas, 4 extension tubings, 4 humidifier bottles)	1 concentrator 20 E-tanks 4 nasal cannulas 4 extension tubings 4 humidifier bottles Total 30 day cost	\$40.00 \$115.00 \$1.56 \$1.32 <del>\$8.00</del> \$165.00		

**Resident 10**

	Quantity	Price	Quantity	Alternative
Saline Flush 0.9% Solution IV push q 8 hours before and after antibiotic administration	10x30ml vial	\$7.10 ( 10 day therapy)		
Hearin Lock Flush 1unit/ml Solutions IV push q 8 hours after antibiotic for PICC line flush	5x30ml vial	\$8.05 ( 10 day therapy)		
Meropenem 1GM Solution Reconstituted IVPB, 1 gm q 8 hours	30 doses	\$720.90 (10 day therapy)		
Synthroid 25 mcg tablet qd	30	\$16.92	30	\$4.17 generic
Pantoprazole Sodium 40 mg tablet delayed release qd	30	\$7.73		
Albuterol with ipratropium inhalation solutions 3ml inhalation qid	120 units	\$32..48		
Metoprolol Tartrate 25 mg tablet q 12 hours	60	\$3.89		
Micafungin Sodium 100 mg Solution Reconstituted Intravenous IVPB q 24 hours	10 doses	\$2,088.60 (10 day therapy)		
Diphenhydramine HCL 25 mg tablet qd	30	\$1.59		
Oxycodone HCL 5mg tablet q four hours prn pain (60 doses)	60	\$10.06		
Lorazepam 1mg tablet daily pm (20 doses)	20	\$3.49		