

From :

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To:

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**Regarding : RFI 270-20240419GLP**

**Solution 1: Compounded Semaglutide at approximate cost of \$1700 vs \$ 9300 per year . (23,000 patients \* 7600 = \$174.8 Million saving per year)**

This response is from Sanjeevani Corporation which is a distribution company to fulfill the compounded prescription of GLP 1 and or GIP GLP 1 via Aspirar pharmacy or any other NC Board of pharmacy approved pharmacy. The goal is to provide the compounded Semaglutide and or tirzepatide at very lower cost compared to Wegovy or Zepbound .

**Pricing Framework for Financial Sustainability**

*1. First-Line Therapy Coverage*

- **Medical Necessity:** This therapy (GLP) can be available as a first-line treatment if deemed medically necessary by the provider.

*2. Effective Net Pricing*

- **Volume-Based Rebates:** Establishing agreements for rebates based on the volume of medication purchased and used.

*3. Audit and Compliance*

- **Regular Audits:** Conducting audits of claims and prior authorizations to ensure accuracy and compliance with applicable laws and regulations.
- **Technology Utilization:** Using data analytics and reporting tools to monitor utilization patterns and identify any discrepancies.

## Cost and Price Structures

### 1. Aspirar Pharmacy Compounded GLP-1 Pricing

Dosage	Medication	Pricing
Average Dose (1.25 mg per week)	Semaglutide	\$129
Average Dose (10 mg per week)	Tirzepatide	\$209

## Financial Impact Summary

- **Current Financial Impact:** According to the State Health Plan, covering GLP-1 medications for weight loss is projected to:
  - Increase premiums by \$48 per member per month.
  - This will increase the cost ( $\$48 * 12 * 740,000$ ) by approximately \$426 million.
- **Current Usage and Cost:**
  - Approximately 23,000 patients are currently using GLP-1 medications, with an annual cost of \$215 million as of 2023.
  - Average cost per patient per year: \$9269.
- **Potential Savings with Compounded Semaglutide:**
  - By using compounded GLP-1 medication from Aspirar Pharmacy at \$129 per month, the annual cost per patient would be \$1677.
  - Potential total annual savings: \$176 million (23,000 patients x \$7592 savings per patient).

The above savings are projected with the assumption that all patients are currently using semaglutide. If the State Health Plan provides the name of the medication and the number of patients taking that medication, the exact savings can be calculated and provided to the plan.

## Rebate and Discount Agreements

- It is a direct agreement pricing between the health plan and pharmacy, and therefore all rebates are already included in the pricing mentioned above.

## Implementation Steps

### 1. Policy Development:

- Drafting and approving policies for eligibility, utilization management, and pricing structures.
- Current prescriptions can be transferred to Aspirar Pharmacy.

### 2. Stakeholder Engagement:

- Engaging healthcare providers, the State Health Plan, and patients in developing and refining the program along with the pharmacy.

### 3. Technology Integration:

- Implementing data analytics and reporting tools to monitor program effectiveness and compliance.

### 4. Training and Support:

- Training healthcare providers on the new protocols and providing ongoing support for compliance and effectiveness monitoring.

### 5. Monitoring and Evaluation:

- Regularly reviewing program outcomes, financial sustainability, and making adjustments as needed based on data analytics and stakeholder feedback.

Solution 2 : Establish a sterile compounding pharmacy for State Health Plan to compound GLP and GIP GLP 1 for its members.

- Establishment cost of Sterile Pharmacy: \$1,500,000
- Yearly Maintenance Cost of the pharmacy: \$1,500,000
- Cost of Semaglutide: \$75 per month
  - Total Cost per year will be \$900 per year vs \$9300
  - Total savings: 23,000 \* \$8400 = \$193.2 Million

Conclusion:

1) Sanjeevani Corporation is providing two solutions

a. Procuring compounded GLP and GIP GLP medication that can save \$174.8 M per year

OR

b. Establishing a pharmacy for state health plan that will compound its own GLP and GIP GLP that will save state health plan \$193.2 M

- Once the pharmacy is established then several other medications that are either OTC or high cost , can also me procured for patients directly which can in future increase more savings for the state health plan.

If there are any question regarding any of these solutions then they can be directed to Prashant Diwan at 919-667-6500 or [prashant@aspirarhealth.com](mailto:prashant@aspirarhealth.com)

Sincerely



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