



Reducing Men's Health Drug Costs: Exploring the Impact of the Mark Cuban Cost Plus Drug Company Model on Medicare Savings

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Introduction

National health expenditures and Medicare enrollment are rising, with over 40% of Medicare beneficiaries being men. Many men struggle to access affordable treatment options for conditions like prostate cancer, benign prostatic hyperplasia, urinary retention, overactive bladder, and erectile dysfunction, which affect millions. High drug prices exacerbate financial burdens, causing many to forgo treatment, compromising health. The Mark Cuban Cost Plus Drug Company (MCCPDC) aims to provide affordable prescriptions, reducing costs compared to traditional pharmaceuticals. Our study evaluates the company's effectiveness in lowering men's health drug costs versus Medicare Part D rates, revealing solutions for equitable access to quality men's healthcare by highlighting innovative approaches to addressing financial barriers to necessary treatments.

Methods

- A comprehensive comparison was conducted on all 'Men's Health' drugs available on the MCCPDC.
- Prices, including dispensing and shipping fees, were collected for the minimum quantity (30ct) and maximum quantity (90ct) from the MCCPDC.
- Unit costs and total savings were calculated, and standardized unit prices for 30-day and 90-day periods were compared between Medicare and MCCPDC.

Results

- Medicare's expenditure for the 15 drugs totaled \$1.8 billion based on contracted rates
- Switching to the MCCPDC's lower pricing could potentially save Medicare around \$1.3 billion in expenditures.
- 30ct prescriptions were 36.8% less expensive on average vs Medicare
- For 90ct, all 15 drugs had potential savings of \$1.3 billion for Medicare
- Abiraterone acetate had highest potential savings at \$573 million
- Tamsulosin had biggest differences between Medicare and MCCPDC

Total Cost for Medicare MCCDPC (30ct) and MCCDPC (90ct)

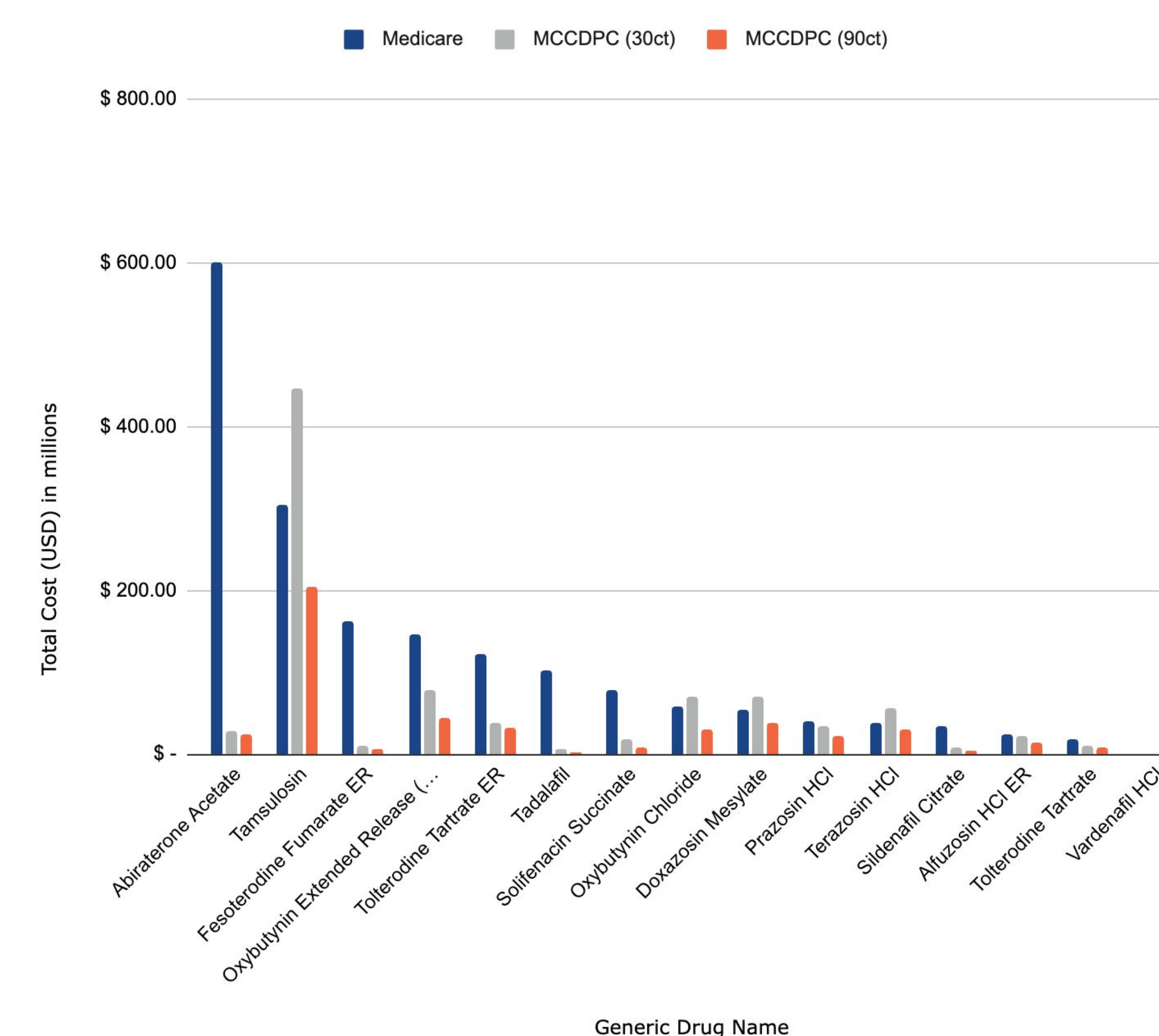


Figure 1. Total Cost for Medicare MCCDPC (30ct) and MCCDPC (90ct)

Table 1: Total Spending by Medicare and Savings based on MCCPDC

Generic Drug Name	Total Dosage Units 2021	Total Spending 2021	Total Cost 30ct	Δ 30ct	% Difference 30ct	Total Cost 90ct	Δ 90ct	% Difference 90ct
Abiraterone Acetate	21,245,247.00	\$ 601,230,706.57	\$ 27,335,551.14	-\$573,895,155.43	-95.45%	\$ 23,558,618.34	-\$577,672,088.23	-96.08%
Alfuzosin HCl ER	57,807,008.00	\$ 25,184,312.92	\$ 21,773,973.01	-\$3,410,339.91	-13.54%	\$ 11,497,171.59	-\$13,687,141.33	-54.35%
Doxazosin Mesylate	178,078,061.68	\$ 54,881,306.98	\$ 70,637,631.13	\$15,756,324.15	28.71%	\$ 38,979,309.06	-\$15,901,997.92	-28.98%
Fesoterodine Fumarate ER	13,267,811.00	\$ 162,783,115.97	\$ 9,641,275.99	-\$153,141,839.98	-94.08%	\$ 7,282,554.04	-\$155,500,561.93	-95.53%
Oxybutynin Chloride	228,668,102.26	\$ 58,975,611.69	\$ 70,124,884.69	\$11,149,273.00	18.90%	\$ 29,472,777.62	-\$29,502,834.07	-50.03%
Oxybutynin Extended Release (ER)	192,058,300.57	\$ 146,899,383.27	\$ 78,103,708.90	-\$68,795,674.37	-46.83%	\$ 43,960,011.02	-\$102,939,372.25	-70.07%
Prazosin HCl	66,468,049.41	\$ 39,842,326.46	\$ 35,006,506.02	-\$4,835,820.44	-12.14%	\$ 23,189,963.91	-\$16,652,362.55	-41.80%
Sildenafil Citrate	22,902,258.32	\$ 35,254,914.21	\$ 7,939,449.55	-\$27,315,464.66	-77.48%	\$ 3,867,936.96	-\$31,386,977.25	-89.03%
Solifenacin Succinate	51,681,759.65	\$ 77,422,480.80	\$ 18,433,160.94	-\$58,989,319.86	-76.19%	\$ 9,245,292.56	-\$68,177,188.24	-88.06%
Tadalafil	13,722,395.63	\$ 103,140,557.65	\$ 5,305,992.98	-\$97,834,564.67	-94.86%	\$ 2,866,455.98	-\$100,274,101.67	-97.22%
Tamsulosin	1,370,142,868.40	\$ 304,999,225.08	\$ 447,580,003.68	\$142,580,778.60	46.75%	\$ 203,999,049.30	-\$101,000,175.78	-33.11%
Terazosin HCl	140,969,135.00	\$ 38,379,365.38	\$ 55,917,756.88	\$17,538,391.50	45.70%	\$ 30,856,577.33	-\$7,522,788.05	-19.60%
Tolterodine Tartrate	13,238,878.79	\$ 17,701,479.12	\$ 10,149,807.07	-\$7,551,672.05	-42.66%	\$ 7,796,228.62	-\$9,905,250.50	-55.96%
Tolterodine Tartrate ER	36,191,827.00	\$ 121,879,843.24	\$ 38,604,615.47	-\$83,275,227.77	-68.33%	\$ 32,170,512.89	-\$89,709,330.35	-73.60%
Vardenafil HCl	18,178.00	\$ 505,305.19	\$ 146,454.09	-\$358,851.10	-71.02%	\$ 143,222.44	-\$362,082.75	-71.66%
Totals Cost and Average % Change	2,406,459,880.71	\$ 1,789,079,934.53	\$ 896,700,771.55	-\$892,379,162.98	-36.83%	\$ 468,885,681.65	-\$1,320,194,252.88	-64.34%

Table 1: Total Spending by Medicare and Savings based on MCCPDC

Conclusion

The findings of our study highlight the significant cost-saving potential for 'Men's Health' drugs if Medicare were to change their current contracted rates to those set by the MCCPDC. We strongly recommend that healthcare providers integrate the MCCPDC into their patient counseling sessions as a possible avenue for medication access. By utilizing the MCCPDC as a resource, providers can offer patients guidance on accessing and affording medications at lower prices, thereby contributing to substantial savings and improving medication affordability for patients.

References



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