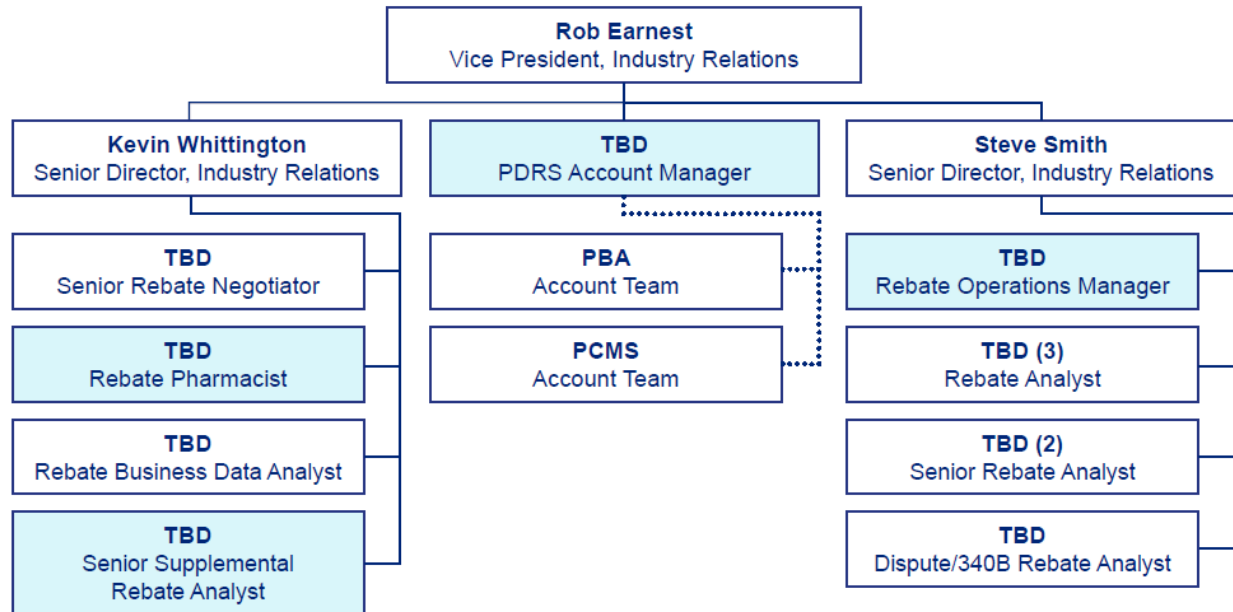


MSQ42,a - Optum Rx Organization Chart

Optum Rx NASPO FFS Medicaid – PDRS Account Team



Key Resources

Rebate Pharmacist
Rebate Operations Manager
PDRS Account Manager
Senior Supplemental Rebate Analyst

Our core PDRS team, including key resources, brings decades of experience working together within the Optum Rx organization on Medicaid FFS business. You can be confident that our key staff are supported by a team of professionals who understand Medicaid and the coordination required with PBA and PCMS teams.

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MSQ42,b,c - Optum Rx Staff Biographies

PDRS Account Team – Leadership



Steve Smith, CPhT

Senior Director, Industry Relations

Steve Smith, CPhT, Senior Director, Industry Relations. Steve is a Georgia registered and nationally certified pharmacy technician who has been with Optum Rx since 2010 and is based in our Atlanta, GA office. He has 34 years of pharmacy experience in hospital, retail, managed care and pharmacy benefit management settings and 22 years of that time being Medicaid experience working in or managing a number of operational areas including rebate management, clinical programs, account management and systems quality assurance. Steve has worked with numerous state Medicaid programs including Colorado, Florida, Hawaii, Indiana, Maryland, Massachusetts, Montana, Nebraska, Nevada, New Mexico, Ohio, Tennessee, Vermont, Virginia, Washington, West Virginia and Wyoming. Since joining Optum Rx, he has been responsible for PDRS for the state Medicaid programs in Indiana, Iowa, Maine, Nevada, Ohio, Pennsylvania, Tennessee, Texas, Utah, Vermont, Virginia and Wyoming.

For the State's rebate programs, Steve is responsible for rebate management activities. He supervises a team comprised of a dedicated Rebate Operations Manager and six Rebate Analysts, two of which are Senior Rebate Analysts and one of which is dedicated to 340B issues and dispute resolution. His team's areas of responsibility include: invoicing, payment receipt and reconciliation, collection efforts directed to delinquent/non-responding manufacturers, 340B provider identification and tracking, dispute resolution activities, maintaining Treasury bill (T-Bill) rate table, responding to manufacturer inquiries relative to the rebate process and reporting, which includes preparation of the quarterly CMS 64.9R report. Steve's involvement with the State's rebate programs begins on Day 1 of implementation with continued involvement during operations.

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**Kevin Whittington RPh****Senior Director, Industry Relations**

Kevin Whittington, RPh, Senior Director, Industry Relations. Kevin is a Florida registered pharmacist who has been with Optum Rx since 2011 and is based out of Tallahassee, Florida. He has over 30 years of pharmacy experience with over 22 years of that time being Medicaid experience working in or managing a number of operational areas including rebate negotiation and management, pharmacy auditing, clinical programs, clinical and non-clinical client management and business development. Kevin has worked with numerous state Medicaid programs including Colorado, Florida, Indiana, Mississippi, Montana, Nevada, North Carolina, Tennessee and Virginia. Since joining Optum Rx, he has been responsible for PDRS for the state Medicaid programs in Indiana, Iowa, Maine, Nevada, Ohio, Pennsylvania, Tennessee, Texas, Utah, Vermont, Virginia and Wyoming. Kevin has successfully negotiated Supplemental, DME and value-based rebates for the Medicaid programs in Indiana, Nevada, Tennessee and Texas that resulted in millions of dollars in additional savings accruing to those Optum Rx clients.

For the State's rebate programs, Kevin is responsible for activities related to rebate solicitations, negotiations and contracting, rebate-related clinical issues and business/data analytics. He supervises a team comprised of one Senior Rebate Negotiator, one Rebate Pharmacist, one Rebate Business/Data Analyst and one Senior Supplemental Rebate Analyst. His team's areas of responsibility include: identifying and coordinating rebate opportunities with the State's PCMS vendor; rebate solicitation, negotiation and contract management; evaluation and modeling of rebate offers; presentation of financial modeling; monitoring, tracking and troubleshooting rebate data file transfers (internal and external interfaces); data review and validation; crosswalk (HCPCS to NDC and NDC to CMS rebate unit) development and maintenance; and providing rebate-related clinical support to Steve's team. Kevin's involvement with the State's rebate programs begins on Day 1 of implementation with continued involvement during operations.

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Rob Earnest PharmD, JD
Vice President, Industry Relations

Rob Earnest, PharmD, JD, Vice President, Industry Relations. Rob is a Georgia registered pharmacist, as well as a licensed attorney in Georgia, who has been with Optum Rx since 2008 and is based in our Atlanta, GA office. He has more than 38 years of pharmacy experience with 26 years of that time being Medicaid experience working in or managing a number of operational areas including rebate negotiation and management, data analytics and reporting and clinical programs. Rob has worked with numerous state Medicaid programs including Georgia, Hawaii, Indiana, Massachusetts, Nevada, Tennessee, Vermont and Virginia. Since joining Optum Rx, he has been responsible for PDRS for the state Medicaid programs in Indiana, Iowa, Maine, Nevada, Ohio, Pennsylvania, Tennessee, Texas, Utah, Vermont, Virginia and Wyoming. Rob has successfully negotiated Supplemental and DME rebates for the Medicaid programs in Indiana, Nevada and Tennessee that resulted in millions of dollars in additional savings accruing to those Optum Rx clients. In addition, he has successfully negotiated commercial and Medicare Part D rebates (including value-based rebates) that resulted in millions of dollars in additional savings accruing to Optum Rx clients in those lines of business.

For the State's rebate programs, Rob supervises Steve and Kevin as well as the PDRS Account Manager. In addition, he assists Kevin and Kevin's team in rebate negotiations. Ultimately, Rob provides overall management and executive oversight for all PDRS delivered to the State as he is responsible for all FFS Medicaid rebate operations within Optum Rx. Rob's involvement with the State's rebate programs begins on Day 1 of implementation with continued involvement during operations.

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PDRS Account Team – Operations



PDRS Account Manager Key Staff

The PDRS Account Manager is a key staff member on the PDRS Account Team who is dedicated to the State's account. This position reports to Rob Earnest, Vice President, Industry Relations, and is responsible for ensuring that all contract requirements are met within the State's specified timelines. While the State's staff are free to directly contact any of the PDRS Account Team members, the PDRS Account Manager serves as the State's primary point of contact for all matters related to the delivery of PDRS.

This position is responsible for ensuring that day-to-day PDRS activities are being executed by the PDRS Account Team and any applicable internal Optum Rx operational groups. In addition, the PDRS Account Manager acts as a liaison to the PBA and PCMS Account Teams regardless of whether Optum Rx is the State's PBA vendor and/or PCMS vendor. The PDRS Account Manager is responsible for documenting contract compliance by ensuring that our performance is documented and aligns with the service level agreements (SLAs) outlined in Attachment E of the RFP. This individual's involvement with the State's rebate programs begins on Day 1 of implementation and continues throughout operations.

Specific duties of the PDRS Account Manager include, but are not limited to:

- Serve as the "first line of communication" with the State and any applicable State vendors.
- Participate in all implementation activities, including requirements meetings. Advise internal teams on State-specific PDRS requirements.
- Facilitate, conduct and where applicable, present at all meetings with the State related to PDRS.
- Report and track unscheduled outages of the Optum Rx Rebate System to the PDRS Account Team leadership and the State.
- Triage PDRS issues internally with the PDRS Account Team and externally with the applicable State vendors.
- For PDRS issues, investigate internally and create root cause analysis (RCA) documentation for presentation to the State.
- Work with applicable internal operational groups and if applicable, externally with State vendors to ensure PDRS issues are resolved.

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- Report to the State on rebate-related CMS communications and U.S. Department of Health and Human Services, Office of Inspector General (OIG) activities.
- Manage contract compliance through requirements traceability.
- Coordinate with internal business partners to measure and report on contract performance.
- Provide contract performance evidence to the State's compliance and pharmacy teams.
- Work with the State on any issues or questions related to contract compliance.
- Support the contract amendment process for any scope changes requiring an amendment.
- Assist with rebate-related problem resolution and special issues as requested by the State.
- Provide support to PDRS Account Team leadership in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the PDRS Account Manager include, but are not limited to:

- Bachelor's degree in pharmacy, business, finance, accounting or healthcare administration.
- PharmD and/or Masters (business administration, accounting or healthcare administration) degree preferred.
- Minimum of three years of account management or contract management experience. Progressive Medicaid rebate, Medicaid program, PBA or rebate contracting experience will be considered in lieu of account management or contract management experience.
- Medicaid rebate experience in public or private sector preferred.
- Project implementation experience preferred.
- Public speaking and presentation experience.
- Client-facing experience.
- Advanced-level computer skills in Microsoft (MS) Office products and discipline related software (as appropriate).
- Preferred location is the Atlanta, GA area.

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Rebate Operations Manager Key Staff

The Rebate Operations Manager is a key staff member on the PDRS Account Team who is dedicated to the State's account. This position reports to Steve Smith, Senior Director, Industry Relations, and is responsible for overseeing rebate management activities. The Rebate Operations Manager is a supervisory role whose direct reports include two Senior Rebate Analysts, three Rebate Analysts and a Dispute/340B Rebate Analyst.

This position is responsible for ensuring that day-to-day rebate management activities are being executed by the position's direct reports. Rebate management activities include: invoicing, payment receipt and reconciliation, collection efforts directed to slow and non-paying manufacturers, dispute resolution and reporting. This individual's involvement with the State's rebate programs begins on Day 1 of implementation and continues throughout operations.

Specific duties of the Rebate Operations Manager include, but are not limited to:

- Serve as a subject matter expert for rebate management to the PDRS Account Team and the State.
- Responsible for manufacturer oversight, including any NDRA compliance concerns and any issues relating to resolution of any disputed claims and substantial outstanding balances.
- Responsible for educating manufacturers on the State's rebate policy.
- Supervise training of all State Authorized Solution Users and internal rebate staff on the Optum Rx Rebate System.
- Supervise development and maintenance of a State-specific rebate policy and procedure manual for use by internal rebate staff.
- Supervise adding, updating and maintaining labeler/manufacturer contact information in the Optum Rx Rebate System's contact management application, Rebate Admin.
- Supervise pre-invoice review for all invoicing cycles including: commonly disputed NDC review; Federal, Supplemental and DME rebate contract updates; 340B claim and provider exclusion review; registration and termination of authorized manufacturer users of the Optum Rx Rebate System web enabled portal application, RSP; medical to pharmacy crosswalk and unit conversion factor updates.

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- Supervise entry of T-Bill rates into the Optum Rx Rebate System's electronic rebate management application, eREBS for use in interest calculations for late rebate payments.
- Supervise creation and distribution of quarterly invoices to manufacturers.
- Supervise the entry and reconciliation of rebate payments into eREBS.
- Supervise maintenance of weekly payment log and accuracy validation with the State.
- Review and approve Dunning Notices (collection notices) notice preparation and release to slow-paying and non-responding assigned manufacturers at State-defined intervals.
- Responsible for notifying the State of CMS communications related to manufacturers entering and leaving the MDRP, and the effective dates thereof.
- Responsible for notifying the State of manufacturer bankruptcies and providing documentation for the State to file a proof of claim.
- Identify, track and resolve disputes with assigned manufacturers following CMS and State-specified guidelines.
- Review and approve dispute resolution proposals from direct reports. Present dispute resolution proposals to the State for approval.
- Assist in creating standard and ad-hoc reporting. Transmit reporting to the State or State-designated vendors at State-defined intervals.
- Review and transmit quarterly CMS reports (e.g., 64.9R, Rebate Offset Amount) to the State or State-designated vendors at State-defined intervals.
- Review and approve claim adjustments proposals from direct reports where Optum Rx is the State's PBA vendor. Present claim adjustments proposals to the State for approval.
- Supervise production of information on pharmacy claim billing issues to the State's PBA vendor for provider education and claim adjustments.
- Supervise production of information on pharmacy and physician-administered drug claim billing issues to the State's CMOs for provider education and claim adjustments.
- Supervise production of information on physician-administered drug claim billing issues to the State's MMIS vendor for provider education and claim adjustments.
- Provide support to PDRS Account Team leadership and the PDRS Account Manager in preparing for State meetings and reporting.
- Lead audit process for System and Organization Controls (SOC), CMS, OIG, and State audits. Ensure audit compliance for the State.

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The qualifications, skills, and credentials for the Rebate Operations Manager include, but are not limited to:

- Bachelor's or technical school degree in discipline preferred. Medicaid rebate, Medicaid program or PBA experience will be considered in lieu of a degree.
- Minimum of five years of previous, progressive, related experience with Medicaid rebates, Medicaid billings, Medicaid benefit design or rebate contracting.
- Personnel management experience preferred.
- Public speaking and presentation experience.
- Client-facing experience.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Georgia Registered Pharmacy Technician and/or nationally Certified Pharmacy Technician preferred.
- Preferred location is the Atlanta, GA area.

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Rebate Pharmacist Key Staff

The Rebate Pharmacist is a key staff member on the PDRS Account Team who is dedicated to the State's account. This position reports to Kevin Whittington, Senior Director, Industry Relations, and provides pharmaceutical expertise to the PDRS Account Team and the State. In addition, the Rebate Pharmacist is part of the team that is responsible for rebate solicitation, negotiation and contracting. That team also includes Kevin, Rob Earnest, Vice President, Industry Relations, the Senior Rebate Negotiator, the Senior Supplemental Rebate Analyst and the Rebate Business/Data Analyst. This individual's involvement with the State's rebate programs begins on Day 1 of implementation and continues throughout operations.

The Rebate Pharmacist provides support to the Rebate Operations Manager's team for rebate management activities. In addition, the Rebate Pharmacist is responsible for specific activities in the pre-invoicing process which include 340B provider identification and tracking and maintenance of crosswalks (medical to pharmacy and pharmacy unit to CMS unit). In addition, this position serves in a support role to Senior Rebate Negotiator in the rebate solicitation, negotiation and contracting process.

Specific duties of the Rebate Pharmacist include, but are not limited to:

- Serve as the clinical subject matter expert for the PDRS Account Team in general and specifically, for the Rebate Operations Manager's team for rebate management activities including dispute resolution.
- Monitor, access and report to the PDRS Account Manager on rebate-related CMS communications and OIG activities.
- Create and maintain UCFs for the pharmacy claim billing unit to CMS rebate unit (NDC to CMS rebate unit) crosswalk to address UOM discrepancies.
- Research and resolve drug file discrepancies between the claims processing system and the CMS quarterly drug file.
- Create and maintain UCFs for the medical claim billing unit to pharmacy claim billing unit (HCPCS to NDC) crosswalk to address UOM discrepancies.
- Provide support to the Senior Rebate Negotiator and the Senior Supplemental Rebate Analyst in activities related to rebate solicitation, negotiation and contracting.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.

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- Assist in development and maintenance of a State-specific rebate policy and procedure manual for use by internal rebate staff.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Rebate Pharmacist include, but are not limited to:

- Bachelor's degree in pharmacy.
- PharmD and/or Masters (business administration, accounting or healthcare administration) degree preferred.
- Current and unrestricted state Pharmacist license. Georgia Pharmacist license preferred.
- Minimum of one year experience working in a least one of the following pharmacy settings: retail, hospital, specialty, mail order, long-term care or managed care.
- Medicaid rebate experience in public or private sector preferred.
- PBA experience preferred.
- Public speaking and presentation experience.
- Client-facing experience.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Preferred location is the Atlanta, GA area.

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Senior Supplemental Rebate Analyst Key Staff

The Senior Supplemental Rebate Analyst is a key staff member on the PDRS Account Team who is dedicated to the State's account. This position is a Senior Supplemental Rebate Analyst that reports to Kevin Whittington, Senior Director, Industry Relations and is part of the team that is responsible for rebate solicitation, negotiation and contracting. That team also includes Kevin, Rob Earnest, Vice President, Industry Relations, the Senior Rebate Negotiator, the Rebate Pharmacist and the Rebate Business/Data Analyst. This individual's involvement with the State's rebate programs begins on Day 1 of implementation and continues throughout operations.

Specific duties of the Senior Supplemental Rebate Analyst include, but are not limited to:

- Serve as the subject matter expert and train new internal rebate staff and the State on the rebate solicitation, offer review, negotiation and contracting process.
- Maintain State-specific manufacturer rebate offer group email, respond to manufacturer rebate-offer related questions and ensure any request requiring State review is expedited.
- Responsible for training all State Authorized Solution Users and internal rebate staff on the Optum Rx Rebate System's electronic rebate offer management application, eROMS.
- Responsible for training all authorized manufacturer users on eROMS.
- Assist the Senior Rebate Negotiator in the creation and management of rebate solicitations to manufacturers.
- Assist manufacturers in submitting offers through eROMS.
- Add, update and maintain labeler/manufacturer contact information in Rebate Admin.
- Assist the State in accessing, reviewing and accepting offers through eROMS.
- Assist the Senior Rebate Negotiator's review of submitted offers and follow-up negotiations with manufacturers.
- Assist the Senior Rebate Negotiator with rebate modeling and financial analysis.

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- Assist the Senior Rebate Negotiator in the preparation and distribution of rebate-related materials for meetings with the State and the State's State Advisory Board.
- Assist the Senior Rebate Negotiator in ensuring that all rebate offers accepted by the State are contracted.
- Assist the State and manufacturers in the contract execution process.
- Responsible for contract management ensuring that all rebate contracts are fully executed by the State and manufacturers in a timely manner.
- Ensure that the State and manufacturers receive fully executed rebate contracts.
- Ensure that the applicable accepted contract information from eROMS loads into the Optum Rx Rebate System's contract management application, Rebate Admin, for use by eREBS in invoicing.
- Assist in the creation of quarterly pricing files needed for invoicing.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Senior Supplemental Rebate Analyst include, but are not limited to:

- Bachelor's or technical school degree in discipline preferred. Medicaid rebate, Medicaid program, PBA or rebate contracting experience will be considered in lieu of a degree.
- Minimum of five years of previous, progressive, related experience.
- Familiarity with rebate solicitation, negotiation and contract management experience preferred.
- Public speaking and presentation experience preferred.
- Client-facing experience preferred.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Georgia Registered Pharmacy Technician and/or nationally Certified Pharmacy Technician preferred.
- Preferred location is the Atlanta, GA area.

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Rebate Analyst

The Rebate Analyst is a member of the PDRS Account Team and reports to the Rebate Operations Manager. This position is responsible for performing all rebate management activities including accounting, collection, dispute resolution and reporting utilizing the Optum Rx Rebate System. The Rebate Analyst is responsible for performing rebate management activities for a group of manufacturer accounts. This individual's involvement with the State's rebate programs begins later in the implementation process and continues throughout operations.

Specific duties of the Rebate Analyst include, but are not limited to:

- Complete pre-invoice review for all invoicing cycles including: commonly disputed NDC review; Federal, Supplemental and DME rebate contract updates; 340B claim and provider exclusion review; registration and termination of authorized manufacturer users of RSP; medical to pharmacy crosswalk and unit conversion factor updates.
- Add, update and maintain assigned labeler/manufacturer contact information in Rebate Admin.
- Create and distribute quarterly invoices to assigned manufacturers.
- Enter and reconcile rebate payments from assigned manufacturers in eREBS.
- Identify, track and send Dunning Notices (collection notices) to slow-paying and non-responding assigned manufacturers at State-defined intervals.
- Identify, track and resolve disputes with assigned manufacturers following CMS and State-specified guidelines.
- Create and present dispute resolution proposals to the Rebate Operations Manager for approval.
- Conduct quarterly review of commonly disputed NDCs and established Medicaid Rebate Best Practices to mitigate disputes for reviewed products.
- Identify UOM discrepancies between pharmacy claim billing units and CMS rebate units and report findings to the Rebate Pharmacist.
- Create standard and ad-hoc reporting. Transmit reporting to the State or State-designated vendors at State-defined intervals.
- If Optum Rx is the State's PBA vendor, contact and educate providers on FFS Medicaid pharmacy claim billing issues and if applicable, request adjustments be

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made. If provider adjustments are not possible, compile and present claim adjustments proposal to the Rebate Operations Manager for approval.

- If Optum Rx is not the State's PBA vendor, compile and provide information on pharmacy claim billing issues to the State's PBA vendor for provider education and claim adjustments.
- Compile and provide information on pharmacy and physician-administered drug claim billing issues to the State's CMOs for provider education and claim adjustments.
- Compile and provide information on physician-administered drug claim billing issues to the State's MMIS vendor for provider education and claim adjustments.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Rebate Analyst include, but are not limited to:

- Bachelor's or technical school degree in discipline preferred. Medicaid rebate, Medicaid program or PBA experience will be considered in lieu of a degree.
- Minimum of two years of previous, progressive, related experience preferred.
- Intermediate-level computer skills in MS Office products and discipline related software (as appropriate).
- Georgia Registered Pharmacy Technician and/or nationally Certified Pharmacy Technician preferred.
- Preferred location is the Atlanta, GA area.

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Senior Rebate Analyst

The Senior Rebate Analyst is a member of the PDRS Account Team and reports to the Rebate Operations Manager. This position is responsible for performing all rebate management activities including accounting, collection, dispute resolution and reporting utilizing the Optum Rx Rebate System. The Senior Rebate Analyst is responsible for performing rebate management activities for the more complex manufacturer accounts and are responsible for particular tasks associated with quarterly invoicing such as quality assurance (QA) activities and distributing invoices to manufacturers. This individual's involvement with the State's rebate programs begins later in the implementation process and continues throughout operations.

Specific duties of the Senior Rebate Analyst include, but are not limited to:

- Train and mentor new Rebate Analysts and serve as a team lead for two to three Rebate Analysts.
- Maintain State-specific rebate group email, assign emails to Rebate Analysts based on manufacturer assignment, follow-up on time-sensitive requests and ensure any request requiring State review is expedited.
- Responsible for training all State Authorized Solution Users and internal rebate staff on the Optum Rx Rebate System.
- Develop and maintain a State-specific rebate policy and procedure manual for use by internal rebate staff.
- Lead QA activities for invoicing and understand nuances associated with each rebate type.
- Add, update and maintain assigned labeler/manufacturer contact information in Rebate Admin.
- Complete pre-invoice review for all invoicing cycles including: commonly disputed National Drug Code (NDC) review; Federal, Supplemental and DME rebate contract updates; 340B claim and provider exclusion review; registration and termination of authorized manufacturer users of RSP; medical to pharmacy crosswalk and unit conversion factor updates.
- Create and distribute quarterly invoices to assigned manufacturers.
- Enter and reconcile rebate payments from assigned manufacturers in eREBS.
- Maintain weekly payment log and validate accuracy with the State.

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- Entry of T-Bill rates into eREBS for use in interest calculations for late rebate payments.
- Identify, track and send Dunning Notices (collection notices) to slow-paying and non-responding assigned manufacturers at State-defined intervals.
- Identify, track and resolve disputes with assigned manufacturers following CMS and State-specified guidelines.
- Create and present dispute resolution proposals to the Rebate Operations Manager for approval.
- Conduct quarterly review of commonly disputed NDCs and established Medicaid Rebate Best Practices to mitigate disputes for reviewed products.
- Identify UOM discrepancies between pharmacy claim billing units and CMS rebate units and report findings to the Rebate Pharmacist.
- Create standard and ad-hoc reporting. Transmit reporting to the State or State-designated vendors at State-defined intervals.
- If Optum Rx is the State's PBA vendor, contact and educate providers on FFS Medicaid pharmacy claim billing issues and if applicable, request adjustments be made. If provider adjustments are not possible, compile and present claim adjustments proposal to the Rebate Operations Manager for approval.
- If Optum Rx is not the State's PBA vendor, compile and provide information on pharmacy claim billing issues to the State's PBA vendor for provider education and claim adjustments.
- Compile and provide information on pharmacy and physician-administered drug claim billing issues to the State's CMOs for provider education and claim adjustments.
- Compile and provide information on physician-administered drug claim billing issues to the State's MMIS vendor for provider education and claim adjustments.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Senior Rebate Analyst include, but are not limited to:

- Bachelor's or technical school degree in discipline preferred. Medicaid rebate, Medicaid program or PBA experience will be considered in lieu of a degree.
- Minimum of five years of previous, progressive, related experience.
- Public speaking and presentation experience preferred.

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- Client-facing experience preferred.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Georgia Registered Pharmacy Technician and/or nationally Certified Pharmacy Technician preferred.
- Preferred location is the Atlanta, GA area.

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Dispute/340B Rebate Analyst

The Dispute/340B Rebate Analyst is a member of the PDRS Account Team and reports to the Rebate Operations Manager. This position is a Senior Rebate Analyst that is a subject matter expert on the 340B DPP and the Medicaid Drug Rebate Dispute Resolution Program (DRP). In addition to being responsible for performing all rebate management activities including accounting, collection, dispute resolution and reporting utilizing the Optum Rx Rebate System, the Dispute/340B Rebate Analyst ensures eREBS correctly excludes 340B claims and coordinates dispute resolution activities, provides direction to rebate staff and resolves complex disputes. This individual's involvement with the State's rebate programs begins later in the implementation process and continues throughout operations.

Specific duties of the Dispute/340B Rebate Analyst include, but are not limited to:

- Train and mentor new Rebate Analysts on issues related to 340B utilization and providers and dispute resolutions.
- Responsible for training all State Authorized Solution Users and internal rebate staff on the Optum Rx Rebate System.
- Contribute 340B and dispute resolution content to the State-specific rebate policy and procedure manual for use by internal rebate staff.
- Monitor HRSA and CMS activity and guidance around 340B.
- Conduct quarterly review of the HRSA, OPA MEF.
- Conduct quarterly review of the State's 340B policy with the State and internal rebate staff.
- Create and maintain 340B provider exclusion list to be utilized by the Optum Rx Rebate System.
- Ensure eREBS excludes 340B claims per the State's 340B policy.
- Add, update and maintain assigned labeler/manufacture contact information in Rebate Admin.
- Complete pre-invoice review for all invoicing cycles including: commonly disputed NDC review; Federal, Supplemental and DME rebate contract updates; 340B claim and provider exclusion review; registration and termination of authorized manufacturer users of RSP; medical to pharmacy crosswalk and unit conversion factor updates.
- Create and distribute quarterly invoices to assigned manufacturers.

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- Enter and reconcile rebate payments from assigned manufacturers in eREBS.
- Maintain weekly payment log and validate accuracy with the State.
- Identify, track and send Dunning Notices (collection notices) to slow-paying and non-responding assigned manufacturers at State-defined intervals.
- Identify, track and resolve disputes with assigned manufacturers following CMS and State-specified guidelines.
- Create and present dispute resolution proposals to the Rebate Operations Manager for approval.
- Conduct quarterly review of commonly disputed NDCs and established Medicaid Rebate Best Practices to mitigate disputes for reviewed products.
- Identify UOM discrepancies between pharmacy claim billing units and CMS rebate units and report findings to the Rebate Pharmacist.
- Create standard and ad-hoc reporting. Transmit reporting to the State or State-designated vendors at State-defined intervals.
- If Optum Rx is the State's PBA vendor, contact and educate providers on FFS Medicaid pharmacy claim billing issues and if applicable, request adjustments be made. If provider adjustments are not possible, compile and present claim adjustments proposal to the Rebate Operations Manager for approval.
- If Optum Rx is not the State's PBA vendor, compile and provide information on pharmacy claim billing issues to the State's PBA vendor for provider education and claim adjustments.
- Compile and provide information on pharmacy and physician-administered drug claim billing issues to the State's CMOs for provider education and claim adjustments.
- Compile and provide information on physician-administered drug claim billing issues to the State's MMIS vendor for provider education and claim adjustments.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Dispute/340B Rebate Analyst include, but are not limited to:

- Bachelor's or technical school degree in discipline preferred. Medicaid rebate, Medicaid program or PBA experience will be considered in lieu of a degree.
- Minimum of five years of previous, progressive, related experience.
- Public speaking and presentation experience preferred.

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- Client-facing experience preferred.
- Familiarity with the Medicaid Drug Rebate DRP and the 340B DPP.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Georgia Registered Pharmacy Technician and/or nationally Certified Pharmacy Technician preferred.
- Preferred location is the Atlanta, GA area.

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Senior Rebate Negotiator

The Senior Rebate Negotiator is a member of the PDRS Account Team and reports to Kevin Whittington, Senior Director, Industry Relations. This position is part of the team that is responsible for rebate solicitation, negotiation and contracting. That team also includes Kevin, Rob Earnest, Vice President, Industry Relations, the Rebate Pharmacist, the Senior Supplemental Rebate Analyst and Rebate Business/Data Analyst. The Senior Rebate Negotiator is “on point” for negotiating Supplemental, DME and value-based rebates. This individual works closely the State’s PBA and PCMS vendors, regardless of whether Optum Rx serves as either of those vendors, as well as with the State’s MMIS vendor. Strong collaboration with these vendors is essential to ensure the State’s utilization management policies are taken into account when negotiating rebates with manufacturers. The Senior Rebate Negotiator pursues the State’s best interest even if that means forgoing a rebate. This individual’s involvement with the State’s rebate programs begins later in the implementation process and continues throughout operations.

Specific duties of the Senior Rebate Negotiator include, but are not limited to:

- Establish, maintain and enhance relationships with manufacturers.
- At the State’s discretion, serve as the State’s single point of contact with manufacturers regarding rebates.
- At the State’s discretion, coordinate all meetings between the State and manufacturers regarding rebates.
- For rebate solicitations, collaborate with the State and the State’s PCMS vendor on products and therapeutic classes that will be reviewed by the State’s State Advisory Board.
- Collaborate with the State, the State’s vendors, the Optum Rx Innovative Contracting team and manufacturers in pursuing value-based rebate opportunities.
- Coordinate all rebate solicitations on behalf of the State.
- Review all rebate offers and conduct follow-up negotiations with manufacturers.
- Escalate to PDRS Account Team leadership any unresolved issues related to manufacturer relationships, rebate offers or rebate negotiations.
- Coordinate and lead internal review and discussion of all rebate offers.
- Coordinate creation of rebate modeling and financial analysis

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- Present rebate modeling and financial analysis to State staff.
- Present rebate modeling and financial analysis at the State's State Advisory Board meetings.
- Ensure all rebate offers accepted by the State are contracted.
- Oversee rebate contract management ensuring that all rebate contracts are fully executed by the State and manufacturers in a timely manner.
- Assist the State in Supplemental, DME and value-based rebate contract template review and revision.
- Assist the State in State Plan Amendment (SPA) changes related to rebates.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Monitor other state Medicaid program PDLs as well as commercial and other government programs for trends and rebate opportunities.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Senior Rebate Negotiator include, but are not limited to:

- Bachelor's degree in pharmacy, business, finance, accounting or healthcare administration.
- PharmD and/or Masters (business administration, accounting or healthcare administration) degree preferred.
- Minimum of three years' experience in managed health care or PBA, with a focus on pharmaceutical contracting negotiations and strategy development.
- Minimum of three years' experience performing financial analyses and economic models across medical and pharmacy claims, clinical data, and benchmarks.
- Minimum of three years' experience in pharmaceutical rebate designs, arrangements, and contract executions.
- High level of clinical and therapeutic class knowledge.
- Medicaid rebate experience in public or private sector preferred.
- Public speaking and presentation experience.
- Client-facing experience.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Preferred location is the Atlanta, GA area.

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Rebate Business/Data Analyst

The Rebate Business/Data Analyst is a member of the PDRS Account Team and reports to Kevin Whittington, Senior Director, Industry Relations. This position is a subject matter expert on the Optum Rx Rebate System and manages all rebate data input files ensuring the files are received, complete, free of errors and timely loaded. In addition, the Rebate Business/Data Analyst supports training and operations of the Optum Rx Rebate System and ensures the State's business rules are accurately set up in the Optum Rx Rebate System. This position is the lead for generating standard reports, producing ad-hoc reports and development of new standard reports and supports the team that is responsible for rebate solicitation, negotiation and contracting. This individual's involvement with the State's rebate programs begins later in the implementation process and continues throughout operations.

Specific duties of the Rebate Business/Data Analyst include, but are not limited to:

- Responsible for overall management of all rebate data input files for the Optum Rx Rebate System from the State, the State's vendors and CMS.
- Serve as business point-of-contact for all rebate data input file issues and resolutions.
- Translate and ensure that the State's rebate program policy is accurately set up in the Optum Rx Rebate System.
- Serve as liaison to Optum Rx Rebate System design and development teams.
- Assist in pre-invoicing process to ensure utilization accuracy prior to invoice creation.
- Assist in dispute tracking and communication to the State.
- Assist in development and maintenance of State-specific policy and procedure manual for use by the PDRS Account Team members.
- Assist in creating rebate modeling and financial analysis of rebate offers.
- Train all State Authorized Solution Users and internal rebate staff on the Optum Rebate System.
- Support internal rebate staff in rebate data analytics.
- Mentor and train internal rebate staff on rebate data analytics.
- Design and monitor the development of standard and ad-hoc reporting.

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- Provide input in the development and enhancement of the Optum Rx Rebate System.
- Provide support to PDRS Account Team leadership, the PDRS Account Manager and the Rebate Operations Manager in preparing for State meetings and reporting.
- Assist in rebate audits as required by CMS, OIG or the State.

The qualifications, skills, and credentials for the Rebate Business/Data Analyst include, but are not limited to:

- Bachelor's degree in business, finance, accounting, information technology or healthcare administration.
- Minimum of two years' experience in writing business and/or system requirements and business/finance analysis and data mining.
- Advanced-level computer skills in MS Office products and discipline related software (as appropriate).
- Proficiency in SQL.
- Public speaking and presentation experience.
- Client-facing experience.
- PBA experience preferred.
- Medicaid rebate experience in public or private sector preferred.
- Preferred location is the Atlanta, GA area.

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