

## EVZIO<sup>®</sup> to NARCAN<sup>®</sup> Conversion

A survey of public health experts predicts deaths from opioid misuse in the U.S. could surge from 115 people per day to 250 within the next ten years.<sup>1</sup> Opioids represent the most-utilized drug class in workers' compensation, making first-line overdose treatment more critical for injured workers than ever. Based on studies of efficacy, ease of use, and cost comparison, Narcan<sup>®</sup> Nasal Spray provides a more cost-effective, first-line treatment for managing opioid overdose risk in comparison to its costly equivalent, Evzio<sup>®</sup> auto-injector.

### Countering The Effects of Overdose

Two Food and Drug Administration (FDA) approved "take home" naloxone opioid antagonist products are currently available for use by laypersons to reverse the toxic effects of opioids.

- Evzio: auto-injector containing naloxone for intramuscular or subcutaneous use
- Narcan Nasal Spray: applicator containing naloxone for intranasal use

All 50 states have enacted statutes that expand access to naloxone or provide "Good Samaritan" protections.

### Naloxone Cost Comparison

The cost of naloxone varies widely. The Average Wholesale Price (AWP) for Evzio is \$4,920, while Narcan costs only \$150 per package. Yet both contain two therapeutically equivalent, single-dose applications per package.



### More Reasons to Choose Narcan

- Very low risk of exposure to blood (no needle)
- Can be administered quickly and with little training
- Onset of action is quick and effective

### Conversion Through Prescriber Outreach

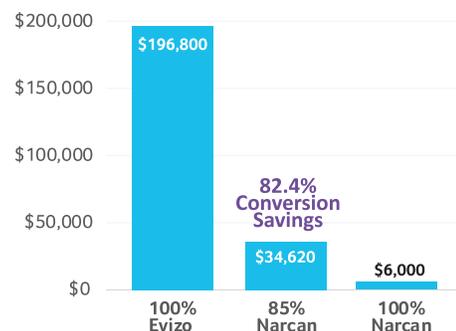
The First Script clinical team pro-actively intervenes each time an Evzio auto-injector script attempts to fill by reaching out to the prescriber to educate them on the exorbitant cost of Evzio and to request they fill with therapeutically-equivalent Narcan Nasal Spray.

Nurse Triage | Case Management  
Utilization Review | Networks  
Independent Medical Exams  
DME | Ancillary Services  
Pharmacy | Bill Review

### Narcan Conversion Results

In a six-month analysis, First Script was able to successfully stop 88% of Evzio scripts from filling and saved our clients \$64,080. In some cases where an initial Evzio script was filled, a refill was avoided and replaced with a Narcan prescription, demonstrating a change in prescribing behavior. In other cases, after intervention, it was determined neither Evzio nor Narcan were required.

Conversion Savings Example  
(40 Prescriptions at AWP)



### Additional Formulary Management

Pro-actively adding Narcan Nasal Spray to the approved drug list provides a cost-effective option for opioid overdose treatment and reduces the risk of incorrect medication denials. As an approved drug, it also assists in prompting the prescriber to choose Narcan first.

### Future Developments to Watch

Agencies and drug manufacturers are becoming more aware of the potential cost-prohibitive barriers naloxone products can represent. Two developments on the horizon include the FDA's efforts to encourage over-the-counter naloxone product innovation and Kaleo's announcement of an authorized Evzio generic (expected mid-year 2019). Coventry and First Script will continue to closely monitor this progress.