

46brooklyn Research is Fatally Flawed

UNCOVER^{ALL} THE FACTS

A Visante analysis of research produced by 46brooklyn, and their consulting arm 3 Axis Advisors, shows that the data and methodology used to produce their reports makes their conclusions wholly incredible.



WHAT DID VISANTE FIND?

Visante's analysis found that 46brooklyn's research selectively chose specific drugs to fit their preferred findings by "cherry picking" drug pricing data. Analysis based on cherry-picked data isn't a "limitation," it's a fatal flaw.

- For example, Visante looked at the same sample of drugs used in a recent 46brooklyn study of prescription drug spending in New York's Medicaid managed care program and found that 63 percent of all drugs exhibited "negative spread" in at least one quarter from 2016 to 2018. This suggests that often PBMs paid pharmacies more than they were paid by health plans. But 46brooklyn didn't include this in its study.
- 46brooklyn uses public data inappropriately. The National Average Drug Acquisition Cost (NADAC) data do not represent the actual net PBM payments for the specified drugs at retail pharmacies.



In addition to cherry picking which drugs it included in its "research," 46brooklyn picked less than 1 percent of pharmacies from which to obtain drug pricing data.

- In New York, only **11 of 4,886** pharmacies
- In Illinois, only **21 of 2,159** pharmacies



46brooklyn has a bad case of tunnel vision.

- 46brooklyn's methodology is based on evaluating the costs of an entire pharmacy benefit based on only one sliver of drug spending.
- In New York, the research only focused on generic oral solids, which, according to Visante, accounted for only 14% of total health plan drug reimbursement for MCOs.

Who is 46brooklyn?

46brooklyn is founded by a former independent pharmacist and a former lobbyist for independent pharmacies. The independent pharmacy lobby's agenda is designed to increase revenues and cut out PBMs, which are the only entity in the prescription drug supply chain reducing costs for health plan sponsors and consumers.