



ADAP Crisis Task Force

The ADAP Crisis Task Force (ACTF) is charged with negotiating reduced drug prices for AIDS Drug Assistance Programs (ADAPs). ACTF membership is currently comprised of representatives from California, Florida, Michigan, New Jersey, New York, Texas and Utah state HIV/AIDS divisions. The ACTF was formed in December 2002 by a group of state AIDS/ADAP directors concerned about the nationwide fiscal crisis facing ADAPs. In March 2003, the NASTAD convened negotiation sessions between representatives from the ten (10) largest ADAP programs and the eight (8) companies that manufactured antiretroviral (ARV) drugs. The goal of the first meetings was to obtain significant and multi-year concessions on HIV/AIDS drug prices for all ADAPs.

Following the initial negotiations, agreements were reached with all eight (8) manufacturers. The Task Force has continued its work since 2003, extending the original agreements as well as, negotiating when new drugs have been approved by the Food and Drug Administration (FDA). Additional agreements with companies that manufacture medications for HIV-related conditions have also been secured. The Task Force currently has agreements with **14 manufacturers** and the negotiations produced an estimated savings of **\$222 million** to ADAPs in 2008 with a cumulative savings of **\$827 million since 2003**.

ACTF Negotiation Principles

- ADAPs fiscal condition: State members of the Task Force represent a critical mass for successful negotiations;
- Significant and multi-year concessions on prices of HIV/AIDS drugs;
- All ADAPs must benefit equally from the negotiations;
- No “quid pro quo” arrangements or “strings”;
- Minimize “paper” to expedite implementation (e.g., simple two page term sheet); and
- Minimize formulary restrictions, prior authorization, delays in adding new drugs.

Agreements

- Abbott, Auxillium, Boehringer Ingelheim, Bristol-Myers Squibb, Gilead Sciences, GlaxoSmithKline, Hoffman-LaRoche, Merck, PAR Pharmaceutical, Pfizer, Savient, Schering-Plough, Solvay, Tibotec

Future Steps

- Continue to coordinate pricing discussions with the Fair Pricing Coalition;
- Continue to target high cost drugs and manufacturers of all ADAP medications;
- Continue to seek other solutions to the ADAP fiscal crisis; and
- Extend existing agreements beyond current expiration dates.