



## Weekly Bulletin – April 25, 2025

This Weekly Bulletin is a benefit of your organization's Employer Membership in the Florida Alliance and is meant to **ONLY** be shared within Employer Member organizations unless approval has been given by the Florida Alliance CEO.



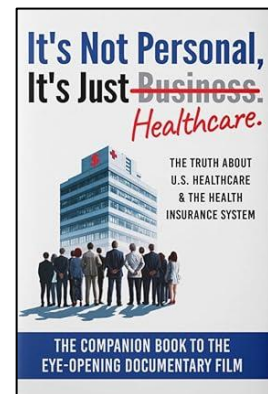
**LAST CALL TO REGISTER!**

**Last Chance to Register for Our Annual Conference!** Florida Alliance 32<sup>nd</sup> Annual Conference – Thursday, May 1 at the Rosen Centre Hotel, Orlando

Don't wait! Time is running out to secure your spot at our 32nd Annual Conference! This is your chance to join industry leaders, innovators, and peers for an unforgettable experience packed with insights, networking, and inspiration. Seats are filling fast, and registration will close soon — register today!

Early arriving attendees will receive a complimentary copy of the book *It's Not Personal, It's Just ~~Business~~ Healthcare: The Truth About U.S. Healthcare and the Health Insurance System*. At the All-Employer Member Meeting held last August, members viewed the documentary of the same name. The screening was followed by a distinguished panel discussion featuring Christin Deacon and Renzo Luzzatti, both of whom are featured in the film and have served as speakers at previous conferences, along with our Board Chair Rosa Novo, and Vice Chair Stephanie Koch. To view the documentary, click [HERE](#).

**Please Note:** There are a limited number of books available, and they will be distributed on a first-come, first-served basis. We encourage you to arrive early to ensure you receive a copy, as the number of registrants exceeds the number of books available.



Thank you to Rosen Hotels & Resorts for their generous support of the Florida Alliance in making the Rosen Centre Hotel venue possible for us.

### Details of the conference:

- **Date:** Thursday, May 1, 2025
- **Registration and Breakfast:** 8:00AM – 9:00AM EDT
- **Program Time:** 9:00AM – 5:00PM EDT
- **Location:** Rosen Centre Hotel, 9840 International Dr., Orlando, FL 32819
- **Your Member Promo Code:** 2025EMPLOYERAC (Please do not share this code outside your organization. If you have a colleague at an organization that is not a member of the Florida Alliance, please reach out to [Karen@flhealthvalue.org](mailto:Karen@flhealthvalue.org) for a guest code that you can share with them.)
- **Register** [HERE](#)

The updated agenda can be found [HERE](#).

Please contact Lisa Hain at [lisa@flhealthvalue.org](mailto:lisa@flhealthvalue.org) if you have any questions about logistics and registration.

If you have any questions about the sessions or speakers, please reach out to Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org).



## EMPLOYER MEMBER EDUCATIONAL PROGRAMS, REPORTS, RESOURCES AND EMPLOYER LEARNING COLLABORATIVES (ELC)

### Employer Member Benefit: Employer Guide and Insights for Oncology Management - Wednesday, May 21, 1:00PM – 2:00PM EDT

The National Comprehensive Cancer Network (NCCN) has asked Karen van Caulil of the Florida Alliance and Cheryl Larson of the Midwest Business Group on Health to present our [\*Employer Guide and Insights for Oncology Management\*](#) to a national audience on Wednesday, May 21 from 1:00PM – 2:00PM EDT.

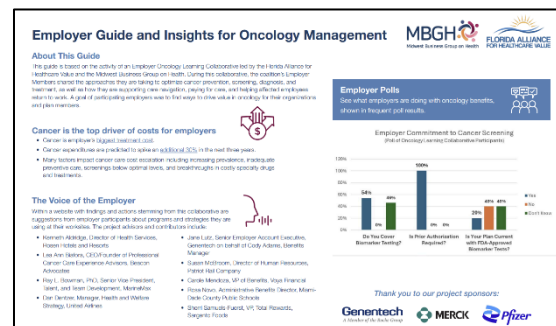
This webinar will highlight our comprehensive resource designed to help employers navigate the complex landscape of cancer care and benefits. Attendees will gain valuable knowledge on how to implement effective strategies that support employees through their cancer journey while managing costs and improving outcomes. We encourage you to join us and take advantage of this opportunity to enhance your organization's role in supporting quality cancer care.

**Special thanks to Kenneth Aldridge (Rosen Hotels & Resorts), Susan McBroom (Patriot Rail), Rosa Novo (Miami-Dade County Public Schools), and Ray Bowman (now retired from MarineMax) for their assistance in developing this guide and sharing their insights.**

This initiative was funded by Affiliate Members Merck, Genentech, and Pfizer. Without their support, this guide would not be possible.

A calendar invitation has been sent to you. If you need it re-sent, please contact Lisa Hain at [lisa@flhealthvalue.org](mailto:lisa@flhealthvalue.org)

Please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org) if you have any questions.



## National Alliance of Healthcare Purchasing Coalitions “Ending the HIV Epidemic” Project

The Florida Alliance has been selected by the National Alliance to participate in their “Ending the HIV Epidemic” project, which focuses on developing effective strategies to reduce HIV prevalence.

**Employers involved in the project will engage in four virtual workshops, develop a communication strategy, and create key activities that will enhance their organization’s health and wellness strategy for 2025 and 2026.** This initiative brings

together select National Alliance coalition members in regions with heightened HIV prevalence, mobilizing employer members to assess their current benefits and implement tangible changes to accelerate progress toward ending America’s HIV epidemic. No data will be collected or shared.

**We have 4 remaining spots to fill!** If you are interested in joining the project or have any questions, please contact Karen van Caulil at [karen@flhealthvalue.org](mailto:karen@flhealthvalue.org).



## Employer Member Benefit: Affordable Access to GLP-1 Obesity Medications: Strategies to Guide Market Action and Policy Solutions



The Institute for Clinical and Economic Review (ICER) has published a comprehensive assessment titled *Affordable Access to GLP-1 Obesity Medications: Strategies to Guide Market Action and Policy Solutions*. This report evaluates the clinical effectiveness, cost-effectiveness, and accessibility of GLP-1 receptor agonists such as semaglutide (Wegovy) and liraglutide (Saxenda) used for obesity management. Policy recommendations include pricing strategies, insurance coverage, and patient advocacy.

### Key Findings:

- **Clinical Effectiveness:** ICER concluded that semaglutide and liraglutide, when combined with lifestyle modifications, provide a net health benefit for adults with obesity. Semaglutide demonstrated the highest efficacy among the evaluated treatments.
- **Cost-Effectiveness:** At its current annual net price of \$13,618, semaglutide exceeds typical cost-effectiveness thresholds. ICER suggests a health-benefit price benchmark between \$7,500 and \$9,800 per year for semaglutide to be considered cost-effective. In contrast, phentermine/topiramate and bupropion/naltrexone meet common cost-effectiveness thresholds when prescribed generically.
- **Access and Affordability:** Due to its high cost, semaglutide's accessibility is limited. ICER estimates that only 0.1% of the 142 million U.S. adults eligible for obesity treatment could be treated with semaglutide over five years without surpassing the potential budget impact threshold of \$777 million annually. This finding has led ICER to issue an "Access and Affordability Alert" for semaglutide.

To read the full report, click [HERE](#).

Please contact Ashley Tait-Dinger at [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) if you have any questions.



## HEALTH POLICY

### What President Trump's Executive Order on Drug Pricing Means for Employers



On April 15, 2025, President Trump signed a far-reaching Executive Order focused on reducing prescription drug costs and increasing transparency across the pharmaceutical supply chain. While a significant portion of the order targets federal healthcare programs such as Medicaid and Medicare, several components are poised to impact employer-sponsored health plans directly.

**One of the most relevant elements for employers is the directive to enhance transparency in the operations of pharmacy benefit managers (PBMs). The order calls for new regulations requiring PBMs to disclose fees and rebates, particularly those paid to brokers and consultants that may influence which plans or services employers choose. This increased visibility is intended to help employers make more informed decisions and potentially uncover hidden costs that have historically driven up drug spending.**

Although the Executive Order's full impact will depend on how these policies are implemented and enforced, employers should begin evaluating their current pharmacy benefit structures, PBM agreements, and employee communication strategies. Staying proactive in response to these potential changes can help maximize savings and ensure compliance in a shifting regulatory environment.

To view the National Alliance's recently published Health Policy in Transit brief, *Key Takeaways on PBM Transparency, Cost Controls, & Policy Changes*, click [HERE](#).

Please contact Ashley Tait-Dinger at [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) if you have any questions.

### Stakeholder Perspectives on the Sustainability of the United States Biosimilars Market

The *Journal of Managed Care & Specialty Pharmacy (JMCP)* published an article titled "Stakeholder Perspectives on the Sustainability of the United States Biosimilars Market," **co-authored by Florida Alliance Vice President Ashley Tait-Dinger.**

The article explores how manufacturers, providers, payers, patients, and policymakers view the biosimilars market. It highlights key challenges such as **high development costs, patent barriers, pricing strategies, and limited provider and patient awareness.** The piece emphasizes that long-term sustainability will depend on stronger incentives, greater transparency, and broader education to ensure biosimilars can compete effectively and deliver cost savings.

The sustainability of the U.S. biosimilars market is shaped by the interests and challenges of key stakeholders. Biosimilar manufacturers face high development costs, regulatory hurdles, and intense price competition, which can limit investment and profitability. Originator biologic companies often



delay biosimilar entry through patent litigation and rebate strategies. Providers may be cautious about prescribing biosimilars due to limited familiarity and concerns about interchangeability, while health systems support them for cost savings but face payer restrictions. Payers generally favor biosimilars to reduce costs, but rebate traps and bundled pricing from brand-name drugs can discourage their use. Patients remain skeptical due to limited awareness and concerns about safety, though acceptance improves with lower costs and provider trust.

Regulators like the FDA support biosimilar uptake through streamlined approvals, and policymakers are exploring reforms to address patent barriers, improve market transparency, and boost education. Overall, the market's sustainability depends on aligning financial incentives, increasing awareness, and creating a more competitive and transparent system.

To read the article, click [HERE](#). **Congratulations to Ashley!**

Please contact Ashley Tait-Dinger at [ashley@flhealthvalue.org](mailto:ashley@flhealthvalue.org) if you have any questions.

**Due to our upcoming Annual Conference, the Bulletin will not be published on Friday, May 2. We will resume our regular schedule with the next edition arriving in your inbox on Friday, May 9.**

**Thank you for your understanding and continued engagement.**

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