



May 7, 2018

Rep. Kelly Fenton
525 State Office Building
100 Rev. Dr. Martin Luther King, Jr. Blvd
St. Paul, MN 55155

Rep. Fenton,

The Medical Alley Association thanks you for your leadership in reinforcing Minnesota's unique position as the global epicenter of health innovation and care. We are writing today in support of House File 3196, establishing a process for step therapy protocol and override for prescription drug coverage.

Minnesota is "The Great State of Health" and "Medical Alley" is enshrined in the Smithsonian as one of America's "Great Places of Invention." Medical Alley is home to the most densely concentrated health technology cluster in the world, ranks as the #1 region in the world for health technology and is leading the digital health revolution. Medical Alley Association represents over 650 members in the medical device, digital health, diagnostics, biopharmaceutical, health provider, and health insurance sectors. Our members employ more than 500,000 people with an economic impact of greater than \$60 billion.

Medical innovation saves and extends lives and improves patient outcomes. Medical Alley Association members are innovating every day to accomplish this in a variety of ways. From new medical devices, personalized medicine, and advances in digital health, our members are constantly working to cure disease and get patients better in less invasive ways.

Through this language the patient and their health care provider can override a step therapy protocol in certain circumstances. This allows the patient to take the drug originally prescribed by the health care provider who considers a host of factors when determining a course of treatment, including the patient's medical history and individual characteristics.

This can help achieve better outcomes for the patient by avoiding drugs the patient has already tried and failed or that could have serious adverse effects. It also aids in avoiding higher system costs, including expensive and avoidable physician visits, and multiple hospital readmissions. Furthermore, this provision will ensure a transparent and timely process for step therapy exception requests and appeals.

By keeping utilization management measures while still providing flexibility to adapt a course of treatment to a specific patient, outcomes can be improved without significantly increasing the cost of care.

Thank you again for your leadership on this important issue.

A handwritten signature in blue ink that reads 'Bobby Patrick, VI'.

Bobby Patrick, VI
Director, Government Relations
Medical Alley Association