

FISCAL IMPACT OF PROPOSED LEGISLATION

Measure: SB 763 A

81st Oregon Legislative Assembly – 2021 Regular Session
Legislative Fiscal Office

*Only Impacts on Original or Engrossed
Versions are Considered Official*

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Measure Description:

Provides that person may not engage in business as pharmaceutical representative without obtaining license from Director of Department of Consumer and Business Services.

Government Unit(s) Affected:

Department of Consumer and Business Services (DCBS)

Summary of Expenditure Impact:

	2021-23 Biennium	2023-25 Biennium
Other Funds	912,143	603,990
Total Funds	\$912,143	\$603,990
Positions	3	3
FTE	3.00	3.00

Analysis: This measure establishes a regulatory program for pharmaceutical representatives and requires representatives to obtain a license from the Department of Consumer and Business Services (DCBS) if they engage in certain activities with a health care provider for compensation. The bill defines “Health Care Provider” (HCP) and “compensation” for purposes of the bill.

Specified activities that would require a pharmaceutical representative to obtain a license include:

- Marketing or sales presentations;
- Negotiating pricing and terms and conditions for the sale of pharmaceutical product;
- Selling or offering pharmaceutical product for sale;
- Acting as a consultant or providing a service regarding a pharmaceutical product;
- Giving advice or opinion about pharmaceutical product;
- Providing information about pharmaceutical product; or
- Other activities DCBS specifies by administrative rule.

The measure directs DCBS to set application and renewal fees by administrative rule. The bill caps the application fee at \$750. IN addition, the measure requires licensees to submit an annual report by November 1 of each year to DCBS and the report should include:

- the number of HCP’s contacted or interact with for marketing and selling;
- The specialties or areas of practice of the HCP’s;
- The method, location, and duration of the contact or interaction;
- The specific pharmaceutical products marketed, sold, or offered; and
- The value of provided samples, gifts, consideration, or inducements.

DCBS will need to adopt rules to establish qualifications for licensure and other requirements for a pharmaceutical sale representative.

The measure would also require substantive information technology (IT) work to modify existing systems to track enforcement actions, capture complaints, accept annual reports, and develop reports and analyze data. It is estimated that project implementation costs would be \$348,250 Other Funds and ongoing software licenses and maintenance would cost \$10,650 per year.

DCBS would need one Program Analyst 2 (1.00 FTE) for program oversight, assist with rulemaking, outreach and consumer education, complaint resolution, and analysis of annual licensee reports. One Information Systems Specialist 6 (1.00 FTE) to manage, develop reports, training, and troubleshoot the IT environment. One Office Specialist 2 (2.00 FTE) to process new applications and annual renewals, coordinate continuing education courses, customer service, and assist pharmaceutical representatives with annual report submissions.

This measure requires a subsequent referral to the Joint Committee on Ways and Means for the establishment of a new Other Funds program and position establishment.