



pharmacy & 2011 technology conference

August 27 - 30, 2011 ■ Boston Convention & Exhibition Center ■ Boston, MA

Date: Sunday, August 28, 2011

Time: 9:45 a.m. – 10:45 a.m.

Location: Boston Convention & Exhibition Center, Meeting Level 2, Room 253 AB

Title: **Existing and Emerging Opportunities for Pharmacy Patient Care Services**
ACPE # 0206-0000-11-507-L04-P (0.1 CEU)

Speaker: Catherine Graeff, Sonora Advisory Group

Learning Objectives:

At the conclusion of this knowledge-based program, participants will be better able to:

- Identify at least three opportunities to provide Patient Care Services in pharmacies
- List some of the barriers to adoption and scalability in the provision of patient care services in pharmacies
- Discuss the NCPDP standard under development for the communication of MTM service requests and clinical documentation between pharmacies, payers and other providers

Don't forget to obtain continuing education credit for your participation in this session. Instructions for processing your statement of credit online are included in your registration bag.

EXISTING AND EMERGING OPPORTUNITIES IN PHARMACY PATIENT CARE SERVICES

Catherine C Graeff, RPh, MBA
Consulting Principal, Sonora Advisory Group
August 28, 2011

OVERVIEW

- ✘ Overview of Pharmacy Patient Care Services
 - + Pharmacist's Role in the Healthcare Delivery System
- ✘ Opportunities in Public Programs
 - + Expansion of MTM Services
 - + Emerging Opportunities
- ✘ Barriers to Adoption and Enablers
 - + Standardization Activities

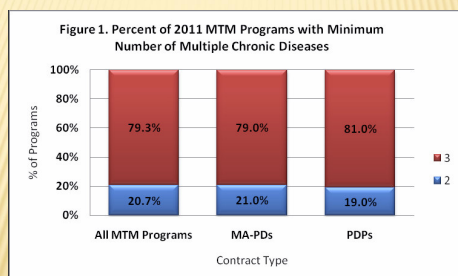
PHARMACY PATIENT CARE SERVICES

- ✘ Comprehensive Medication Management
 - + Transition of Care
 - + Medication Reconciliation
 - + Medication Adherence
 - + CMS MTM Program
- ✘ Immunizations
- ✘ Disease State Monitoring
- ✘ Screenings
- ✘ Health Education

EXPANSION OF MEDICARE PART D MTMP

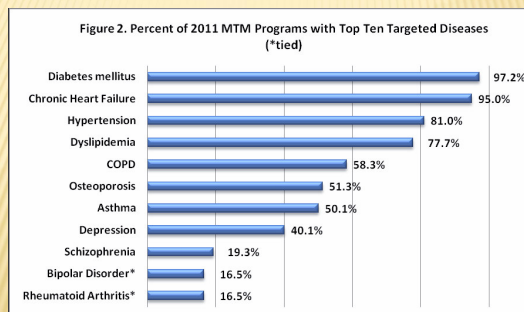
- ✘ 2011 Builds Upon 2010 Requirements
- ✘ Universe of MTMPs
- ✘ Eligibility Criteria
 - + Multiple chronic diseases
 - + Taking multiple Part D drugs
 - + Cost threshold of \$3000 will be revised in 2012
- ✘ Refined targeting criteria

TARGETED NUMBER OF CHRONIC CONDITIONS



CMS MTM Fact Sheet 20110630

TARGETED DISEASES

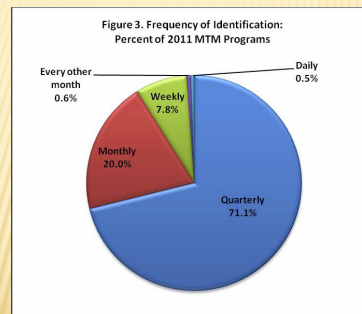


CMS MTM Fact Sheet 20110630

PERCENT OF MTMP WITH MINIMUM # DRUGS

# Part D Drugs	Percent of All MTM Programs
2	5.8%
3	0.8%
4	2.8%
5	8.7%
6	6.7%
7	14.7%
8	60.5%

MTM ENROLLMENT IDENTIFICATION

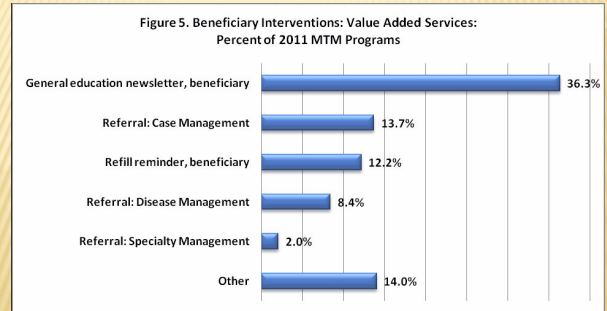


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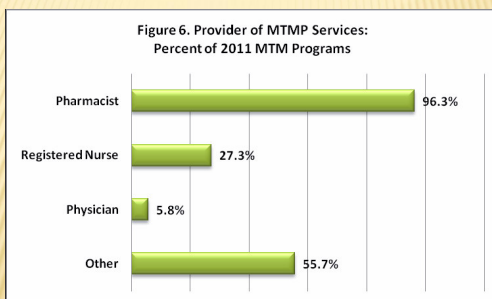
BENEFICIARY INTERVENTIONS

- ✘ Annual CMR
 - + Rx, OTC, Herbal therapies & Supplements
 - + Interactive person-to-person
 - + Individualized Written Summary to Beneficiary
- ✘ Quarterly Targeted Medication Reviews
- ✘ CMS MTMP Data Reporting
 - + MTMP Quality Measures

ADDITIONAL VALUE ADDED SERVICES



PROVIDER OF MTMP SERVICES



AFFORDABLE CARE ACT & MTM

- ✘ Section 10328 Requires Standardization of Beneficiary Cover Letter, Medication Action Plan and Personal Medication List after CMR
 - + Effective January 1, 2013
- ✘ CMS Analysis of Impact of MTMP on Beneficiaries
- ✘ Medicare and You Handbook – Increase Beneficiary Awareness
- ✘ Transitions of Care

MTM BEYOND PART D

- ✘ Opportunities Under ACA
 - + Medicaid
 - + Accountable Care Organizations (ACOs)
 - + Medical and Health Homes
 - + Collaborative Practice Agreements
- ✘ Other Opportunities
 - + Expansion to Commercial Payers & States

MTM BARRIERS

- ✘ Reimbursement
 - + ROI Challenges
 - + Additional Administrative Requirements
- ✘ Workflow
- ✘ Standards & System Barriers
 - + Billing
 - + Systems
 - + Documentation Standards

VACCINATIONS AND IMMUNIZATIONS

- ✘ Opportunities
 - + Medicare Part B
 - + TRICARE
 - + Medicaid
- ✘ Reimbursement Barriers
 - + Pharmacy Status as Provider
 - + State Regulations
 - + Administration Fees
- ✘ Standards & System Barriers
 - + Billing Standard Used
 - + Requirements Such as Registries, Physician Notification

SCREENINGS

- ✘ Opportunities
 - + May See as Part of Other Federal Initiatives (e.g. ACOs)
- ✘ Reimbursement Barriers
 - + No Standard Methodologies to Date
- ✘ Standards and System Barriers
 - + No Standard Methodologies
 - + Issues Similar to All Service Billings

DISEASE MONITORING

- ✘ Opportunities
 - + ACA
- ✘ Reimbursement Barriers
 - + Reimbursement Methods TBD
- ✘ Standards and System Barriers
 - + Billing, Documentation Standards Do Not Exist or TBD

HEALTH EDUCATION

- ✘ Opportunities
 - + ACA
- ✘ Reimbursement Barriers
 - + Reimbursement Methods TBD
- ✘ Standards and System Barriers
 - + Billing, Documentation Standards Do Not Exist or TBD

COMMON BARRIERS

- ✘ Reimbursement Methodologies
- ✘ Provider Status
- ✘ Workflow and Staffing Issues
- ✘ Systems and Standards

ACTIVITIES TO OVERCOME BARRIERS

- ✘ Demonstrate Value of Comprehensive Medication Management Services
 - + Documentation
 - + Studies
 - + Pharmacy Quality Alliance
 - + Medicare Part D Star Ratings
- ✘ Insure resources, technology and provider knowledge are aligned with the growing need for pharmacy patient care services.

ACTIVITIES TO OVERCOME BARRIERS

- ✦ Standardize Flow of Information Between Payers and Providers
 - + National Council for Prescription Drug Programs (NCPDP) – Communication Standards
 - + Pharmacist Services Technical Advisory Coalition (PSTAC) – Identify CPT and SNOMED Procedures & Clinical Documentation Code Sets
 - + HL7 and NCPDP - Pharmacist/Pharmacy Provider Electronic Health Record (PP-EHR)

QUESTIONS AND DISCUSSION

Thank You!
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SELF-ASSESSMENT QUESTIONS