

*Curriculum Vitae*  
*June 2019*

## **Gloria P. Sachdev**

### **CONTACT INFORMATION**

#### **Purdue University College of Pharmacy**

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#### **Employer's Forum of Indiana**

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Carmel, Indiana 46032  
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### **EDUCATION**

July 1994 to June 1996

Doctor of Pharmacy  
University of Oklahoma Health  
Sciences Center  
College of Pharmacy  
Oklahoma City, Oklahoma

September 1992 to December 1995

Bachelor of Science in Pharmacy  
University of Oklahoma Health  
Sciences Center  
College of Pharmacy  
Oklahoma City, Oklahoma

September 1987 to May 1991

Bachelor of Arts program in Biology  
University of Texas at Austin  
Austin, Texas

### **POSTDOCTORATE TRAINING**

July 1996 to June 1997

Primary Care Residency  
William S. Middleton Memorial  
Veterans Hospital  
Madison, Wisconsin

### **WORK EXPERIENCE**

**April 2015 – Present**

**Sachdev Clinical Pharmacy dba Employers'  
Forum or Indiana**  
President and CEO  
Indianapolis, Indiana

*Experience:*

- Responsibilities include all aspects of strategy and operations of the Employers' Forum of Indiana (EFI). EFI, founded in 2001, is an employer-led health care coalition of employers, physician groups, hospitals, health plans, health officials, and other interested parties. The goal is to improve the value payers and patients receive for the health care expenditures. EFI members, all-stakeholder meeting agendas, presentations, initiatives, etc. can be found at [www.employersforumindiana.org](http://www.employersforumindiana.org)
- EFI has led numerous initiatives to improve the value of health care. These initiatives are focused on improving health care quality, price, and efficiency. Recent educational topics and initiatives include hospital price transparency, hospital quality measures, value-based payment models and benefit design for health care services, employer population health, value-based pharmacy benefits, tobacco cessation, food insecurity, opioid use disorder, diabetes, and mental health.
- EFI commissioned the first hospital price transparency study in the country to note prices at the hospital level. EFI partnered with RAND Corporation to conduct the study. This first study (RAND 1.0) was published in September 2017 and notes what Indiana employers paid as a percent of what Medicare would have paid for 120 hospital in Indiana, thus it reports relative prices. In May 2019, an update of this study (RAND 2.0) was commissioned. States from across the country were invited to participate to permit national price benchmarking. RAND 2.0 provides hospital price transparency in 25 states. Enrollment for RAND 3.0 is ongoing. All information related to this project can be found at [www.employerPTP.org](http://www.employerPTP.org).
- EFI developed a resource to assist employers learn about and address the opioid crisis in the workplace. Information can be found at [www.employeropioidtoolkit.org](http://www.employeropioidtoolkit.org). Employers can sign up for take-back programs at no charge. EFI is partnering with Overdose Lifeline to develop a first of its kind certificate program to train health professionals to provide supportive community care for persons with opioid use disorder.

**April 2019 – Present**

**Purdue University**

College of Pharmacy  
Department of Pharmacy Practice  
Clinical Associate Professor  
Position (0.5 FTE)

*Experience:*

- Health Policy to Support Pharmacy Practice Advance: At Purdue College of Pharmacy I teach in and am the course director for Health Policy Applications, a core required course. I precept fourth year professional pharmacy on a Legislative Policy clerkship rotation which involves students spending most of their time at the Indiana State House working directly with legislators.
- Administrative: I co-chair the admissions committee at the College.

**October 2005 – Present**

**Indiana University**

School of Medicine  
Department of Medicine  
Indianapolis campus, Indiana  
Adjunct Assistant Professor of Medicine

**January 2008 – March 2019**

**Purdue University**

College of Pharmacy

Department of Pharmacy Practice  
Clinical Assistant Professor  
Position (0.5 FTE)

*Experience:*

- **Health Policy to Support Pharmacy Practice Advance:** At Purdue College of Pharmacy I taught in and was the course director for Health Policy Applications. I precepted pharmacy students on a Legislative Policy clerkship rotation which involves fourth year professional students spending most of their time at the Indiana State House. From 2010-2018, I served as chair of the Legislative and Regulatory Council for Indiana Pharmacists Alliance. In this role, as a subject matter expert, I led strategic planning which led to 21 new statutes. On a national level, I was Chair of American Society of Health-System Pharmacists (ASHP) Council of Public Policy from 2016-2017 and a member of the ASHP national provider status coalition. From 2014-2016, ASHP, American Pharmaceutical Association, and the American College of Clinical Pharmacy sought my input regarding comments to provide to the Center of Medicare and Medicaid Services on various policy issues.
- **Sustainable Business Models Engagement:** Having expertise in developing sustainable business models for ambulatory care pharmacist services, I have had the pleasure of assisting numerous hospital administrators, payers, provider groups, pharmacy associations, academic administrators, and pharmacists across the country with strategic guidance in this space. Such stakeholders include San Diego Health System, Hawaii College of Pharmacy, Ferris State University, Mayo Clinic, and Indiana University Health, among others. I teach these concepts at Purdue College of Pharmacy in in the Practice Management & Marketing for Professional Services and Population Health courses. I have been invited to present nationally on financial sustainability of ambulatory care services provided by pharmacists over 100 times.

**October 2005 – December 2007**

**Purdue University**  
College of Pharmacy  
Department of Pharmacy Practice  
Indianapolis campus, Indiana  
Visiting Assistant Professor  
Position (0.4-0.5 FTE)

*Experience:* Initially, this position was primarily administrative with a focus on developing new clinical opportunities and expanding existing ambulatory care clinical pharmacy services. I worked with an attorney group clarifying Indiana legislation that supports collaborative drug therapy management agreements between physicians and pharmacists. In January 2007, I started the first pharmacist-managed Diabetes Medication Management Clinic in Indianapolis located at Indiana University Medical Group/Wishard North Arlington Clinic, currently known as Eskenazi Health. The clinic focus was management of diabetes, hypertension, hyperlipidemia, and tobacco cessation per physician-approved protocol. Clinical privileges included initiating/adjusting medications, ordering labs, documenting in patient medical record, and writing consults to subspecialists/ancillary services. I served as a preceptor for pharmacy students on clerkship rotation and taught how to bill for professional pharmacist services at the Purdue College of Pharmacy.

**April 2003 – October 2003**

**Wishard Health Services (renamed, Eskenazi Health)**

Indianapolis, Indiana  
Position: Ambulatory Care Clinical  
Pharmacy Specialist  
and  
Purdue University  
College of Pharmacy  
Indianapolis campus, Indiana  
Position: Assistant Professor

*Experience:* Clinical responsibilities involved assessing the outpatient clinics for development of clinical pharmacy services and assisting in management of patients in a pharmacist-managed Anticoagulation Clinic. Administrative responsibilities included successfully developing a reimbursement schema for the existing pharmacist-managed Anticoagulation Clinic and developing disease-state management protocols.

**August 2000 – August 2002**

**Scott & White Hospital**

Temple, Texas  
Position: Ambulatory Care Clinical  
Pharmacy Specialist

*Experience:* This position was designated as 50% clinical practice and 50% clinical research/administration. Administrative responsibilities included program and staff development. Program development encompassed development of a Medication Management Clinic (MMC), a primary care referral clinic for diabetes, hypertension, and hyperlipidemia management; restructuring of the Anticoagulation Clinic to point-of-care; and assistance with development of an outpatient DVT program. Further activities included improving efficiencies/reimbursement opportunities in the MMC, Anticoagulation Clinic, Lipid Clinic, and Diabetes Care Clinic. Clinical responsibilities included managing patients in the aforementioned clinics. Clinical privileges included prescriptive authority per protocol, ordering labs, consulting subspecialists, and documenting in the patient medical record. I participated in preceptorship of doctor of pharmacy students, doctor of pharmacy residents, medical students, and medical residents.

**July 1997 to June 2000**

**William S. Middleton Memorial  
Veterans Hospital – Rockford VA**  
Primary Care Clinic  
Rockford, Illinois  
Position: Primary Care Clinical  
Pharmacy Specialist

*Experience:* I developed clinical pharmacy services at an outpatient primary care clinic. Specifically, developing and managing an Anticoagulation Clinic (including providing outpatient treatment for deep vein thrombosis), and managing a Medication Management Clinic in which I primarily treated patients with diabetes mellitus, hypertension, and hyperlipidemia. Privileges included independent prescriptive authority, ordering laboratory tests, consulting ancillary medical services, and documenting in the patient medical record. I also acted as a preceptor for the VA Madison primary care residents and served as a clinical instructor for University of Wisconsin, College of Pharmacy.

**July 1996 to June 2000**

**University of Wisconsin  
College of Pharmacy**  
Department of Pharmacy Practice  
Madison, Wisconsin  
Position: Clinical Instructor

**December 1992 to June 1994**

**Integrated Pharmacy Systems**  
Prucare Pharmacy  
Oklahoma City, Oklahoma  
Position: Pharmacy Intern

**September 1992 to December 1992**

**University of Oklahoma Health  
Sciences Center**  
Department of Biochemistry  
Oklahoma City, Oklahoma  
Position: Research Assistant

*Experience:* Research project involved the molecular analysis of protein configuration alterations upon exposure to heavy metals. Techniques utilized include protein footprinting, plasmid transformations, tissue culture, and protocol development.

**September 1991 to August 1992**

**University of Texas Health  
Sciences Center at San Antonio**  
Department of Pathology  
San Antonio, Texas  
Position: Research Assistant

*Experience:* Areas of research included the Human Genome Project and breast cancer. Techniques utilized include tissue culture, DNA sequencing using polymerase chain reaction (PCR), electrophoresis, autoradiography, and duplication of a yeast artificial chromosome (YAC) library.

**TEACHING EXPERIENCE: Student Education at Purdue University College of Pharmacy**

**Course Director, Health Policy Applications.** Developed a 1.0 hour core course in 2014, PHRM 870, for third professional year pharmacy students. 2014-concurrent.

**Health Policy Drivers.** Lecture for third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2014-concurrent.

**Hot Pharmacy Policy Topics.** Lecture for third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2015-concurrent.

**Health Policy Debates.** Lecture for third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2015-concurrent.

**Facilitator of numerous live class debates.** Third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2015-concurrent.

**Health Policy Application Project.** Lecture for third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2014-concurrent.

**Policies on Pharmacist Provider Status.** Lecture for third professional year pharmacy students in Health Policy Applications, PHRM 870. West Lafayette, Indiana. 2014-concurrent.

**Health Policy Applications: Game Day!** Lecture for third professional year pharmacy students in Health Policy Applications, PHPR 870. West Lafayette, Indiana. 2014-concurrent.

**Billing for Professional Pharmacist Services.** Lecture for third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869 West Lafayette, Indiana. 2007-concurrent.

**Collaborative Drug Therapy Management.** Lecture for third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869. West Lafayette, Indiana. 2009-concurrent.

**Facilitating live group business plan presentations.** Third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869. West Lafayette, Indiana. 2009-concurrent.

**Public Health Policy and Public Health Institutions/Organizations.** Lecture for first professional year pharmacy students in Public Health, PHRM 827. 2014-oncurrent.

**Tobacco Cessation Lab,** facilitate sessions for second professional year pharmacy students, PHRM 402. 2013-concurrent.

**Tobacco Cessation Lab,** facilitate sessions for first professional year pharmacy students, PHRM 821. 2013-concurrent.

**Preceptor for a Policy and Legislation clerkship rotation.** I developed this new rotation elective in 2010. Fourth year pharmacy students spend one month with the Indiana Pharmacists Alliance (IPA) executive director, IPA lobbyist, and State Senators/Representatives at the Indiana State House. 2010 - concurrent.

**Preceptor for the Indiana State Employee Personnel Department patient counseling day.** I developed this new opportunity for fourth professional year pharmacy students to spend an entire day counseling state employees at an annual health fair. 2013-2016.

**Conducting a Needs Assessment: The First Step to Sustainability.** Lecture for second professional year pharmacy students in Population Health Management, PHRM 849. West Lafayette, Indiana. 2013-2015.

**Preceptor for the School Health Coach elective clerkship rotation.** I developed this new rotation in 2013. Fourth year pharmacy students spend one month within the Indiana Public School system providing education to high school students regarding chronic disease management. 2012-2013.

**How to Develop Business Proposals and Business Plans.** Lecture for third professional year pharmacy students in Business Marketing and Management, PHRM 863. West Lafayette, Indiana. 2008-2012.

**Marketing and Management, PHRM 863.** Course Director. 2010.

**Preceptor for Ambulatory Care clerkship rotation.** I developed the first primary care clinical services at Eskenazi, the Indiana County Hospital in 2002. Student rotations began 2006-2008.

### **SERVICE/COMMITTEE ENGAGEMENT**

Member (elected), Board of Governors, National Alliance of Healthcare Purchaser Coalitions, 2019-concurrent.

Chair, Hospital Price Transparency Task Force, National Alliance of Healthcare Purchaser Coalitions, 2019-concurrent.

Co-Chair, Admissions Committee, Purdue College of Pharmacy, 2019-concurrent.

Member, National Alliance of Healthcare Purchasers Coalition, Committee of High Drug Costs. 2018-concurrent.

Member, Institute for Clinical and Economic Review, Midwest Advisory Board. 2017-concurrent.

Member, Admissions Committee, Purdue College of Pharmacy, 2018-2019.

Member, Alliance for Healthier Indiana. 2018-2019.

Chair, Indiana Pharmacist Alliance, State Health Commissioner Immunization and Tobacco Development Committee. 2018.

Member (invited), Medication Therapy Management Rules Committee, Indiana Board of Pharmacy, 2017-2018.

Member, American Lung Association, Women's Lung Force Cabinet. 2017.

Chair (appointed), Legislative and Regulatory Affairs, Indiana Pharmacists Alliance (state pharmacist association). 2009-2018.

Editorial Advisory Board Member (appointed), American Journal of Health-System Pharmacists. Three year term, 2015-2018.

Health Policy Advisor, Indiana State Senator Ron Grooms and State Representative Steve Davisson, 2011-2018.

Manuscript reviewer, *American Journal of Health-System Pharmacists*. 2006 – 2009, 2016-2018.

Chair (appointed), American Society of Health-System Pharmacists (ASHP) Council of Public Policy. 2016-2017.

Member, ASHP Executive Committee. 2009-2017.

Member (invited), ASHP National Provider Status Advisory Committee. 2014-2016.

Board Member-at-Large (Elected), Indiana Society of Health-System Pharmacists. Two year term, 2016-2017.

Member (invited), ASHP Ambulatory Care Track Planning Committee for Summer Meeting. 2015 and 2017.

Member, Assessment of Tobacco Free Campus Initiative, Purdue University, 2016-2017.

Member, Evaluation of Teaching Committee, Purdue College of Pharmacy, 2016-2017.

Vice Chair (appointed), ASHP Council of Public Policy. 2015-2016.

LHD Population Health Advisory Board Member (Invited). 2015-2016.

Member (invited), Indiana Pharmacists Alliance Council on Practice Advancement. 2015.

Member (appointed), ASHP Council of Public Policy. 2014-2015.

Member (invited), ASHP Ambulatory Care Conference and Summit Planning Committee. 2014.

Member (invited), ASHP Foundation Ambulatory Care Pharmacy Practice Model Initiative (PPMI) Assessment Expert Panel. 2014-2015.

Chair and Member, Jump IN Employer Committee (multi-stakeholder organization with aim to reduce pediatric obesity in Indiana). 2014-2015.

Population Health Management Advisory Board member, LHD, (LHD provides health benefit advisement for 200 employers in Indiana). 2014-2015.

Member, Purdue College of Pharmacy portfolio committee. 2014-2015.

Member, Purdue College of Pharmacy department chair search committee. 2013-2014.

Member, Purdue College of Pharmacy readmissions committee. 2013-2014.

Invited member, American Pharmacists Association. Building Business Case for Pharmacist Integration Expert Panel. 2014.

Appointed member, ASHP Council of Public Policy. 2014.



Invited member, ASHP Inaugural Ambulatory Care Conference & Summit Planning Committee. 2014

ASHP Section of Ambulatory Care Practitioners, the following positions have been held: Director-at-Large (elected position 2012-2014); Director-at-Large Elect (elected position 2011-2012); Chair of Clinical Business Development section advisory group (invited position for 2009-2011); Vice Chair of Clinical Business Development section advisory group (invited position for 2008-2009); member of Clinical Business Development section advisory group (2007-2008).

Member, Indiana Society of Health-System Pharmacists (ASHP state affiliate), Reimbursement Task Force committee. 2014.

Chair, Employers' Forum of Indiana, Team-Based Care Task Force. 2014.

Member, INSPECT bill legislative summer study session committee. 2014.

Chair, Tobacco Free Pharmacy initiative. Multi-stakeholder coalition including the state pharmacist association, Indiana University Simon Cancer Center, Indiana State Department of Health, Franciscan Alliance, and Purdue University College of Pharmacy. 2012-2014.

Director, School Health Coach initiative: a novel medical neighborhood model utilizing health professional students to expand healthcare services provided to vulnerable pediatric populations from the vantage point of high school-based nurse clinics. Key partners are Indiana Medicaid MCE, MDwise; Indianapolis Public Schools system; and Learning Well. 2011-2013.

Invited to co-chair ASHP Ambulatory Care Pharmacy Practice Model Initiative Advisory Group (Advisory Group) to develop the Ambulatory Care Pharmacy Practice Model Initiative. 2013-2014.

Invited thought leader to Joint Commission of Pharmacy Practitioners strategic planning retreat. This JCCP strategic planning meeting comprised on 11 national pharmacy associations' CEO's, President's, and other upper admin. I was among 20 invited guests to assist in developing a new strategic plan. Alexandria, VA. 2013.

Member, Curriculum subcommittee for health policy course development. Purdue College of Pharmacy. 2012.

Board member, Indiana Medication Management Partnership: development of a State-wide clinical pharmacist network. 2011-2012.

Chair, Chronic Care Management Committee (a collaboration between IU Hospital, Methodist Hospital and Wishard Health Services pharmacy administrators). 2009.

Member, Pharmacy Services Technical Advisory Coalition (PSTAC) committee representing American College of Clinical Pharmacy (ACCP). 2009 - 2010.

Member, Indiana Health Informatics Corporation (IHIC) Medication List workgroup committee. 2009.

Reviewer, American Society of Health-System Pharmacists Pharmprep: Interactive case-based board review. Editor, Diana Ginsberg. 3<sup>rd</sup> edition. 2007.

Member, Indiana Healthcare Reform Quality subcommittee, appointed by Indiana Governor. 2007.

Manuscript reviewer, *Pharmacotherapy*. 1998 - 2006.

Program Chair, Charter Chapter Mother of Twins Club. 2004 - 2005.

Texas Department of Health/Texas Diabetes Council Health Professions Subcommittee – 2001 to 2002. Chair of hyperlipidemia treatment algorithm and participant in development of hypertension, diabetes, exercise, and nutrition algorithms.

Scott & White Health Plan Diabetes Team member. 2001 - 2002.

Chairperson of Legislative Affairs, Bluebonnet Chapter of the American Association of Diabetes Educators. 2000-2002.

Member of the American College of Clinical Pharmacy task force on Communicating the Value of Clinical Pharmacy Services. 2000-2002.

Chairperson of Veterans Affairs VISN 12 pharmacy communication group. 1999.

Member of American College of Clinical Pharmacy task force on “Compensation for Clinical Pharmacy Services”. 1999.

## **STATE LEGISLATIVE ENGAGEMENT**

I pursued advancing the profession of pharmacy; combining engagement efforts based on my appointment at Purdue with appointments as the chair/co-chair of the Indiana Pharmacists Alliance Legislative and Regulatory Council. From 2010-2018, I led state pharmacist legislative efforts. Under my leadership, the following legislation have become law.

2018

- Add new language that enables pharmacists to disclose and recommend more cost-effective medication options which may lower patient’s medication expenditures. This statute prohibits a pharmacy benefit manager from including anti-gag clauses in their pharmacy network contracts which are common practice and preclude pharmacists from disclosing less expensive medication alternatives.
- Add new language which ensures that a patient will not pay a full co-pay if the cost of the medication in the pharmacy- insurance plan agreement is lower. This statute addresses a common detrimental tactic used by pharmacy benefit managers to “claw back” revenue from pharmacies and patients.

2017

- Add new language allowing the State Health Commissioner to develop a statewide standing order, prescription, or protocol that allows pharmacists to administer or dispense

immunization and smoking cessation products. Draft protocols have been written and will be discussed with the State Health Commissioner in 2018.

- Remove statute requirement for a prescriber to be notified when there is a prescription change regarding quantity filled.
- Add a new statute section to define telepharmacy and establishes a registration for pharmacy remote dispensing facilities.
- Add language requirement that for any commercial health insurance policy or a health maintenance organization contract, that provide coverage for prescription medications, must also provide payment for synchronized refill schedule coordination for chronic prescription medications, known commonly as medication synchronization
- Expand language regarding collaborative practice agreements to include physician groups to facilitate population health management, particularly in health-systems.
- Expand language to permit pharmacists to be able to provide immunizations per protocol from 7 to 12 types of immunizations, specifically adding MMR, varicella, Hepatitis A, Hepatitis B, Hib
- Add language to permit the State Health Commissioner the option to develop a statewide standing order, prescription, or protocol to permit pharmacists to administer or dispense immunizations.
- Add language that any entity may be given access to immunization data if it meets certain criteria. This facilitates state immunization registries and state emergency preparedness.
- Add language that requires certain health plans to accept and respond to electronic prior authorization requests according to a transaction standard. The aim is to develop the technological infrastructure to expedite electronic prior authorizations for prescriptions so patients get their medications sooner.
- Add new language to define that “emergency medications” includes epinephrine, albuterol and naloxone. Allows a school corporation to fill a prescription for an emergency medication and store the emergency medication. It also requires that no less than a 12 month expiration date is permitted to be dispensed by a pharmacy.

#### 2016

- Add new language that permits over-the-counter pseudoephedrine requests to be assessed and legitimized by a pharmacist. This law was in reaction to, and has been instrumental in decreasing, methamphetamine use/abuse.

#### 2014-2015

- Expand Medicaid required coverage to include coverage of pharmacist services. Prior statute just noted pharmacy services were covered by Medicaid. This is helpful as the aim was for them to pay for pharmacist-provided medication therapy management services.
- Add new language to define medication therapy management provided by a pharmacist. This provided a foundation for payers to pay for such services.
- Expand collaborative practice agreement protocol statute to permit supervision requirement to be met by physician assistants or nurse practitioners. The pharmacist CPA must be with physicians, but this change was warranted as occasionally physicians are unavailable to provide pharmacist supervision.
- Add new language for minimum education requirements for pharmacy technicians.

#### 2012-2013

- Expand the scope of practice for pharmacist-administered immunizations to include Tetanus, Diphtheria, Tdap, HPV, Pneumonia, and Meningitis. Prior to this pharmacists could only administer influenza vaccine.
- Add language to permit pharmacy interns to administer immunizations under pharmacist supervision. This provided a more robust learning opportunity for student pharmacists who are working as interns and created greater efficiency for patients and pharmacists.

2011

- Expand pharmacist collaborative practice agreements (CPA), referenced as Drug Protocols in statute. CPAs were limited to be implemented only in hospitals and facilities and the expansion permitted CPAs to also be with physicians. Thus, it opened new opportunities for pharmacists in ambulatory care practice settings. It also expanded pharmacists' scope of practice and delineated CPA requirements.

### **NATIONAL AND STATE ORGANIZATION ENGAGEMENT**

#### **Organizations which I have assisted in developing financially sustainable ambulatory care clinical pharmacist services (for which I was financially compensated):**

- Indiana University Health, Indiana, 2018  
IU Simon Cancer Center on research project titled: NCI Cancer Moonshot – provided recommendations for billing opportunities to financially sustain offering tobacco cessation services to patients with cancer.
- WeStat Inc., Maryland, 2017  
Serves as a consultant to Westat, a research organization which was awarded a subcontract by the Center for Medicare and Medicaid Services Innovation Center to evaluate the Enhanced Medication Therapy Management model. Dr. Sachdev assists with the identification and selection of industry experts that Westat interviews, advises on and reviews primary data collection instruments, consults on the analysis of qualitative information, and provides general information about MTM as needed.
- University of Hawaii College of Pharmacy, Hawaii, 2016  
Served as a consultant to the Director of Continuing Education and Strategic Planning. Visited six practice sites on the Big Island and Maui to advise College faculty, community pharmacists, and physicians on strategies to develop financially sustainable pharmacist services. Some services are successfully receiving payment for services.
- Ferris State University College of Pharmacy, Michigan, 2016  
Served as a consultant to the Dean and Assistant Dean of Pharmacy Practice. Provided a faculty seminar on billing for professional pharmacy services. Along with administration, met with and formally assessed individual opportunities for ambulatory care practice faculty to begin billing for pharmacist services. Some services are successfully receiving payment for services.
- Columbus Regional Hospital, Indiana, 2016

- Served as a consultant to the Director of Pharmacy. Wrote a five year business plan to create a profitable pharmacist-managed anticoagulation clinic. Advised on all aspects of service development. Successfully receiving payment for services.
- American Pharmacists Association, Washington D.C., 2015  
Served as a consultant to the Vice President of Professional Affairs. Reviewed and provided comment on a proposed APhA white paper on billing for ambulatory care pharmacist services.
  - Virginia Commonwealth University College of Pharmacy, Virginia, 2015  
Served as a consultant to the Vice Chair of Clinical Services. Met with and informally assessed individual opportunities for ambulatory care practice faculty to begin billing for professional pharmacist services.
  - University of California San Diego Health System, California, 2014  
Served as a consultant the Pharmacist-in-Chief and Associate Dean of Clinical Affairs at Skaggs School of Pharmacy. Along with administration and faculty from University of California at San Francisco, Dr. Sachdev met with and formally assessed individual opportunities for ambulatory care pharmacists to begin billing for professional pharmacist services in 9 clinics. All services are successfully receiving payment.
  - Northeast Ohio Medical University College of Pharmacy, Ohio, 2013-2014  
Served as a consultant the Dean. Developed a formal business plan to include 7 lines of business of advanced ambulatory care pharmacist services in which faculty, residents, and students would provide care. This resulted in approval of \$1 million start-up funds from the University to develop this innovative program.
  - Parkview Hospital, Indiana 2014.  
Served as a consultant to the Chief Compliance Officer. Formally advised her and educated the pharmacists who managed their anticoagulation clinic regarding Medicare rules and regulations regarding incident to physician billing. Service is successfully receiving payment for services.
  - American Society of Health-System Pharmacists, Maryland, 2013-2014  
Served as a consultant to Director of Educational Programing to assist in developing the Inaugural Ambulatory Care Conference and Summit.
  - Cummins, Inc., Indiana, 2013-2014  
Served as a consultant to the U.S. Director of Benefits to develop the concept, position description, and selection of the first pharmacist-managed onsite employer service to be paid by one of the 3 largest pharmacy benefits managers in the country.
  - Bloomington Hospital, Indiana, 2014  
Served as a consultant to the Director of Pharmacy. Advised on how to optimize pharmacist services to support a transitions of care service.
  - Indiana Family Social Services Administration, Health Information Technology, Indiana, 2013

- Served as a consultant to the Director of Health Strategies and Technology. Provided support for approximately 80 data programmers who were individually challenged to develop computer software which could provide an active medication list.
- St. Louis College of Pharmacy, Missouri, 2013  
Served as a consultant to the President. Provided a faculty seminar on billing for professional pharmacy services. Then met with and formally assessed individual opportunities for ambulatory care pharmacists to begin billing for professional pharmacist services.
  - Indiana Health Information Exchange, Indiana, 2009-2013  
Served as a consultant to the President and CEO who received a \$16 million award from the CMS Innovation Center. I managed three projects, namely determining which diabetes model of care (of which one was a pharmacist-managed group) produces a positive return-on-investment, active medication list to follow the patient in any practice setting, and value-based insurance design.
  - Center for Medicare and Medicaid Services Innovation Center, Washington D.C., 2012  
Served in a consulting capacity to be the conference program coordinator for all pharmacy related presentations associated with the 17 Beacon community awards provided across the country. Beacon awards per provided by the CMS Innovation Center.
  - VHA in Michigan, Ohio and Indiana, 2012  
Served as a consultant to the Director for Pharmacy and Performance Improvement Central Region and Pacific Northwest. Provided presentations on developing financially sustainable ambulatory care pharmacist services. Offered extended time for questions and discussion. Attendees represent 35 hospitals directors of pharmacy across the country along with their clinical administrators.
  - Employers' Forum of Indiana/Healthcare Options Inc., Indiana, 2009-2012  
Served as a consultant to the President and CEO. Chaired a successful state-wide electronic prescribing initiative which resulted in Indiana being #33 in the country to #9 in 18 months regarding the volume of electronic-prescripts processed. Also, presented on management of diabetes and tobacco cessation to an esteemed group of 60 healthcare leaders in the state to include employers, health plan, providers, and other interested parties.
  - American Pharmacists Association Foundation, Washington D.C., 2011  
Served as a consultant to the Senior Vice President for Research and Innovation. Advised on sustainability strategy for implementation of national diabetes study.
  - Community Health Network, Indiana, 2010-2011  
Served as a consultant to the Director of Pharmacy. Supported ambulatory care clinical pharmacists to develop collaborative practice agreements and worked with her compliance officer and billing staff to permit billing for pharmacist services. Service successfully received payment for services and has substantially expanded to now having over 30 FTE ambulatory care pharmacists.

- Indiana University Health, Indiana, 2010-2011  
Served as a consultant to the Clinical Pharmacy Coordinator. Supported development of ambulatory care pharmacist collaborative practice agreements and worked with her compliance officer and billing staff to permit billing for pharmacist services. Services are successfully receiving payment and have expanded to now have 25 FTE ambulatory care pharmacists.
- Indiana Pharmacists Alliance, Indiana, 2011  
Served as a consultant to the Executive Director. Served as a program coordinator for a workshop to educate pharmacists across the state how to develop collaborative practice agreements per a recent Indiana law, which Dr. Sachdev led the development of, went into effect in 2011.
- Hawaii College of Pharmacy, Hawaii, 2011  
Served as a consultant to the Director of Continuing Education and Strategic Planning. Provided a faculty seminar and advised individual faculty who had ambulatory care practice sites on opportunities to bill for their services.
- LHD Benefits LLC, Indiana, 2011  
Served as a consultant to the Principle of an employer benefits consultant which services over 200 Indiana employers. Formally advised on evidence-based population health strategies. This resulted in purchase of a data-base and hiring of a population health director. Based on this engagement, they began providing evidence-based recommendations to assist employers in managing their populations more effectively.
- University of Toledo College of Pharmacy, Ohio, 2009  
Served as a consultant to Department Head of Pharmacy Practice. Provided a faculty seminar on billing for professional pharmacy services. Then met with and formally assessed individual opportunities for ambulatory care pharmacist faculty to begin billing for professional pharmacist services. Services are successfully receiving payment.
- Pfizer, Indiana, 2009  
Served as a consultant to a regional client representative. Educated approximately 200 Pfizer consultants nationally on the emerging impact of electronic prescribing.
- Walgreens, Illinois and Florida, 2009  
Served as a consultant to the Corporate Director of Clinical Services. Along with a colleague at Purdue College of Pharmacy, we developed a train-the-trainer program for community pharmacists to provide medication therapy management services. Trained over 100 pharmacists at their pilot location in Orlando, Florida.

**Organizations which I have assisted in developing financially sustainable ambulatory care clinical pharmacist services (for which I was NOT financially compensated):**

- Franciscan Alliance, Indiana, 2018
- Riverview Hospital, Indiana 2014, 2018
- University of Pittsburgh Medical Center, Pennsylvania, 2017

- Dearborn County Hospital, Indiana, 2017
- Deaconess Hospital, Indiana, 2015, 2016, 2017
- Riverside Health System, Virginia, 2016
- University of Charleston School of Pharmacy, West Virginia, 2016
- Utah Navajo Health System Inc, Utah, 2016
- KentuckyOne Health, Kentucky, 2016
- Indiana University-Arnett, Indiana, 2016
- University of Tennessee, Tennessee, 2016
- Essentia Health, Michigan, 2016
- Regional Health, South Dakota, 2016
- University of New Mexico College of Pharmacy, New Mexico, 2015
- Cardinal Health, Illinois, 2015
- Beaumont Family Medicine Center, Michigan, 2015
- Notre Dame of Maryland University, Maryland, 2015
- St. Thomas Medical Center Partners Family Health Center-West, Tennessee, 2015
- University of Toledo, Ohio, 2015
- Boston Medical Center, Massachusetts, 2015
- University of Florida Health, Florida, 2015
- Praetorian Rx LLC, Florida, 2015
- Texas Tech University Health Sciences Center School of Pharmacy, Texas, 2014
- Campbell University College of Pharmacy and Health Sciences, North Carolina, 2014
- Eskenazi Health, Indiana, 2014
- Virginia Commonwealth University, Virginia, 2014
- Southern Illinois University Edwardsville, Illinois, 2014
- OSF Saint Francis Medical Center, Illinois, 2014
- South Carolina College of Pharmacy, South Carolina, 2014
- University of Michigan College of Pharmacy, 2014
- HealthSpan, Ohio, 2014
- Cerephex Corporation, Indiana, 2014
- GoldStar Pharmacy, Texas, 2014
- Edumedics, Kentucky, 2014
- Martin Health System, Florida, 2014
- University Medical Center of Southern Nevada, Nevada, 2014
- Canton-Potsdam Hospital, New York, 2014
- Spartanburg Regional Health System, South Carolina, 2014
- Bluffton Regional Medical Center, Indiana, 2014
- Greenville Health System, South Carolina, 2014
- Memorial Hermann Health System, Texas, 2014
- Fort Wayne Community Pharmacy, Indiana, 2014
- University of Illinois at Chicago College of Pharmacy, Illinois, 2013, 2014
- University of California Davis, California, 2013
- New York Council for Health-System Pharmacists, New York, 2013
- Chain Drug Consortium LLC, New Jersey, 2013



- New Jersey Pharmacist Association, New Jersey, 2013
- Tampa General Hospital, Florida, 2013
- Mathes Pharmacy, Indiana, 2013
- Red Cross Pharmacy Inc., Missouri, 2013
- University of Cincinnati College of Pharmacy, 2013
- Floyd Memorial Hospital, Indiana, 2013
- Maine Medical Center, Maine, 2013
- Lake Erie College of Osteopathic Medicine School of Pharmacy, Pennsylvania, 2013
- East Alabama Medical Center, Alabama, 2013
- Medi Center Pharmacy, Indiana, 2013
- St. Vincents Health, Indiana, 2013
- University of Arkansas for Medical Sciences, Arkansas, 2013
- Tallahassee Memorial Healthcare, Florida, 2013
- Fagen Pharmacy, Indiana, 2013
- Williams Brothers Pharmacy, Indiana, 2013
- University of Texas at Austin College of Pharmacy, Texas, 2012
- Providence Medical Group, Oregon, 2012
- Schneck Medical Center, Indiana, 2012
- St. Mary's Warrick Hospital, Indiana, 2012
- University of Charleston School of Pharmacy, West Virginia, 2012

## **INVITED NATIONAL PRESENTATIONS**

### **National Hospital Price Transparency Study: Overview of Findings**

Kentuckiana Health Collaborative Annual Meeting. Louisville, Kentucky. June 4, 2019.

Pittsburgh Business Group on Health-Executive Employer Committee. Webinar. May 30, 2019.

Economic Alliance of Michigan Annual Meeting. Detroit, Michigan. May 15, 2019.

### **Employer-Led National Hospital Price Transparency Initiative.**

Kentuckiana Business Group on Health-All Stakeholder Meeting. Webinar. December 4, 2018.

Bay City Council-Controlling Business Healthcare Costs Through Regional Partnership. Oakland, California. October 5, 2018.

Kentuckiana Business Group on Health-Board of Directors. Webinar. August 23, 2018.

Minnesota Health Action Group. Webinar. August 14, 2018.

South Carolina Business Coalition on Health. Webinar. August 14, 2018.

National Alliance of Health Care Purchasers Coalition. Washington, D.C. June 18, 2018.

**Determining Price Reasonableness.** Colorado Business Group on Health. Denver, Colorado. June 14, 2018.

**A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.**

Economic Alliance of Michigan. June 1, 2018.

Fiat Chrysler Automobiles. May 31, 2018.

National Alliance of Health Care Purchasers Coalition. Webinar. May 30, 2018.

**Achieving Accountability with Health Systems: Strategies from a Sister Coalition.** Midwest Business Group on Health Annual Conference. Chicago, Illinois. May 2, 2018.

**National Hospital Price Transparency Study.** National Alliance of Health Care Purchasers Coalition. Webinar. April 26, 2018.

**Strategy to Improve Hospital Value.** Colorado Business Group on Health. Denver, Colorado. January 11, 2018.

**Financial Sustainability Strategies for Today and Tomorrow.** Program coordinator and invited co-presenter at American Society of Health-System Pharmacy Summer Meeting. Minneapolis, Minnesota. June 5, 2017.

**Billing Opportunities for Ambulatory Care Services Provided by Pharmacists.** Invited presentation at Albany College of Pharmacy. Albany, New York. May 18, 2017.

**Ambulatory Practice Advancement Initiative: Strategy and Financing.** Invited presenter for Tristate Pharmacy Program representing Connecticut Society of Health-System Pharmacists, New Jersey Society of Health-System Pharmacists, New York Council of Health-System Pharmacists. Tarrytown, New York. September 30, 2016.

**What You Need to Know to Get Started: Revenue Opportunities for Ambulatory Care Pharmacist Services.** Program chair and invited presenter at the American Society of Health-System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.

**The Command Center: Building Blocks to Engage the C-Suite.** Invited presentation at the American Society of Health-System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.

**Great Ideas: Indiana Legislative Successes.** Invited presentation at the American Society of Health-System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.

**Opportunities for Senior Care Pharmacists: Billable Pharmacy Services in New Models of Care.**

Invited national webinar presentation for the American Society of Consultant Pharmacists. April 20, 2016.

**Billing Boot Camp I: Billing CMS Incident to Physician and Medication Therapy Management.**

Invited presentation at the American Pharmacists Association Annual Meeting and Exposition. Baltimore, Maryland. March 6, 2016.

**Billing Boot Camp II: Value Proposition Considerations.** Invited presenter at the American Pharmacists Association Annual Meeting, March 6, 2016.

**Billing Opportunities for Ambulatory Care Services Provided by Pharmacists.** Invited presenter for Ambulatory Care Community, Hawaii College of Pharmacy. February 22, 2016.

**Best Practices: Billing for Hematopoietic Cell Transplant Pharmacy Services.** Invited presenter at the American Society of Blood and Marrow Transplantation. Honolulu, Hawaii. February 21, 2016.

**Building Sustainable Business Models for Ambulatory Care Pharmacist Services.** Invited presentation at Ferris State University College of Pharmacy to present faculty seminar. Grand Rapids, Michigan. November 17, 2015.

**Sustainability Strategies for Pharmacist Services in PCMH's.** Invited Keynote presenter to the University of Arkansas Medical Sciences Patient Centered Medical Home (PCMH) and the Pharmacist, to launch PCMH model to integrate pharmacists for a Blue Cross Blue Shield Pay for Performance initiative. Little Rock, Arkansas. November 13, 2015.

**Financial Sustainability Strategies for Ambulatory Care Pharmacist Services.** Invited presentation to VHA Pacific Northwest-Novation which consists of health-system administrators. Renton, Washington. October 14, 2015.

**Billing Opportunities for Services Provided by Pharmacists in an Ambulatory Care Setting.** Invited presentation at JCPP Annual Meeting (Joint Commission of Pharmacy Practitioners) which consists of the CEO's and Presidents of 11 national pharmacy associations (including AACP, ASHP, APhA, ACCP, among others). Arlington, Virginia. January 29, 2015.

**CPT for TOC, Easy as 1, 2, and 3.** Invited presentation at American Society of Health-System Pharmacists Midyear Clinical Meeting. Anaheim, California. December 8, 2014.

**Business Payer Perspective on Pharmacy Performance.** Invited presentation at National Community Pharmacists Association Annual Meeting. Austin, Texas. October 22, 2014.

**Ambulatory Care Pharmacist Services: Sustainable Business Model Considerations.** Invited faculty seminar, Virginia Commonwealth University, College of Pharmacy. Richmond, Virginia. August 27, 2014.

**Ambulatory Care Summit Recommendations: Current Status and Future Implications.** Invited American Society of Health-System Pharmacists Live National Webinar. July 2014.

**Sustainability of Ambulatory Care Clinical Pharmacist Services: A Choice.** Invited Keynote Speaker at Ohio College of Clinical Pharmacy. Cleveland, Ohio. May 2014.

**Sustainable Business Models: Systematic Approach toward Successful Ambulatory Care Pharmacy Practice.** Invited Plenary Presenter at the American Society of Health-System Pharmacists Ambulatory Care Conference and Summit. Dallas, Texas. March 2014.

**Breathing Life into the Ambulatory Care Practice Medical Home Model: Planning your Ambulatory Services in the New Model of Care.** Invited presentation at the American Society of Health-System Pharmacists Mid-Year Clinical Meeting. Orlando, Florida. December 2013.

**Health-Care Billing Opportunities for Ambulatory Care Pharmacist Services.** Invited presentation at the Novation Executive Pharmacy Council, VHA representing executive directors of pharmacy of large health-systems from across the country. Dallas, Texas. October 2013.

**Hit the Jackpot with MTM Services: How to Get Started.** Invited presentation at the Illinois Pharmacist Association. Normal, Illinois. September 2013.

**Pharmacy Reimbursement Opportunities for MTM.** Invited presentation at the Missouri Pharmacy Association. Branson, Missouri. June 2013.

**Ambulatory Care Practitioners - You CAN be reimbursed for your services!** Invited presenter and facilitator for the Section of Ambulatory Care Practitioners networking session. American Society of Health-System Pharmacists Summer Meeting. Minneapolis, Minnesota. June 2013.

**Billing Opportunities for Ambulatory Care Pharmacist Services.** Invited presentation at the National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.

**Affordable Care Act and Quality Measures.** Invited presentation at the National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.

**A New Neighborhood for Community Pharmacy: Opportunities in Emerging Models of Care.** Program Moderator for CE program. National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.

**Billing Opportunities for Ambulatory Care Pharmacist Services.** Invited presentation at the St. Louis College of Pharmacy faculty seminar and community continuing education programming. St. Louis, Missouri. January 2013.

**Medicaid Billing Opportunities.** Invited presentation and facilitator at the Clinical Business Development SAG networking session. American Society of Health-System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2012.

**Setting Up Outpatient Hospital-Based and Physician-Based Clinical Pharmacy Services.** Invited presentation for a national webinar on behalf of American Society of Health-System Pharmacists. May 2012.

**Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Invited presentation for a webinar for VHA hospital directors in Ohio. November 2012.

**Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Invited presentation for a webinar for VHA hospital directors in Michigan. November 2012.

**Clinical Pharmacist Services Supporting Accountable Care Organizations.** Invited presentation for a webinar for CMS Innovation Center - Pioneer ACO Pharmacy Care Coordination Action Group. October 2012.

**Billing Opportunities for Ambulatory Care Pharmacist Services.** Invited presentation and Keynote speaker at Illinois Pharmacists Association meeting. Springfield, Illinois. September 2012.

**Beacon Update.** Invited presentation at the Pharmacy e-Health Information Technology Initiative. Washington D.C. August 2012.

**Designing Sustainable Ambulatory Pharmacist Patient Care Services.** Invited presentation at the American Society of Health-System Pharmacists Live National Webinar. May 2012.

**Indiana Collaborative Practice Legislative Success.** Invited panelist presenter at State Affiliate Leaders Program. American Society of Health-System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.

**Safe Medication Practices.** Invited program facilitator at Health and Human Services-Office of the National Coordinator Care Transitions Meeting. Washington, D.C. October 2011.

**Beacon Pharmacy Interventions.** National webinar presenter for Health and Human Services-Office of the National Coordinator Care and Health Resources and Services Administration-PSPC. September 2011.

**Beacon Pharmacy Interventions across the Country.** Presenter and program coordinator. Health and Human Services-Office of the National Coordinator Beacon Affinity Conference, Clinical Transformation-Achieving Acceleration. Denver, Colorado. June 2011.

**Clinical Pharmacy Service Opportunities in the Realm of Health Information Technology.** University of Hawaii at Hilo College of Pharmacy. Hilo, Hawaii. April 2011.

**The Changing Role of the Pharmacist in Health Reform.** World Congress 5th Annual Executive Forum on Pharmacy Benefit Management Strategies to Maximize Value & Control Costs. Philadelphia, Pennsylvania. July 2010.

**Ambulatory Clinic Billing Compliance and Revenue Generation.** Presenter and facilitator, American Society of Health-System Pharmacists Summer Meeting Networking Session hosted by the Section Ambulatory Care Practitioners Section Advisory Group on Clinical Business Development. Orlando, Florida. June 2010.

**Trends in State and Regional HIT Initiatives: Managing Collaborative Programs in the Face of ARRA.** National Webinar sponsored e-Health Initiative and Surescripts. November 2009.

**Billing Options for Outpatient Pharmacy Services.** Part of CE program titled Approaching Medication Therapy Management (MTM) in 2010: Where We've Been, and Where We're Going. University of Toledo School of Pharmacy. Toledo, Ohio. October 2009.

**Walgreens POWER Patient Counseling Continuing Education Program.** Co-develop patient counseling program for Walgreens Corporate for national implementation. Presented and piloted in Orlando, Florida. July-September 2008.

**A New Model of Health Care Delivery: Community Pharmacists Can Provide Anticoagulation Management in Collaboration with Physicians.** SUPERVALU Corporate Office. Franklin Park, Illinois. August 2008.

**Anticoagulation Management Tools for Out Patient and Transition Care Settings.** National webinar presentation. Institute for Healthcare Improvement based in Cambridge, Massachusetts. June 2008.

**Pharmacist Reimbursement and Collaborative Practice Agreements.** Key Note speaker for University of Toledo faculty and community pharmacists. Toledo, Ohio. May 2008.

#### **INVITED STATE PRESENTATIONS**

**National Hospital Price Transparency Study: Overview of Findings.** Invited presenter at: Employer-Legislative Round Table. Indianapolis, Indiana. June 4, 2019.

Anthem National Benefit Consultant Conference. Indianapolis, Indiana, June 3, 2019.

Indiana Manufacturers Association Board of Directors. Indianapolis, Indiana. June 3, 2019.

Healthcare Financial Management Association- Indiana Chapter Annual Meeting. Indianapolis, Indiana. May 21, 2019.

**Online Pharmacies: What You Need to Know to Keep Hoosiers Safe.** Invited presenter at Indianapolis Association of Health Underwriters. Indianapolis, Indiana. April 10, 2019.

**Employer-Led National Hospital Price Transparency Initiative.** Invited presenter at International Society of Certified Employee Benefit Specialists-Central Indiana Chapter. Indianapolis, Indiana. December 4, 2018.

**Service Opportunities to support the Profession.** Invited presenter at Day of Service Keynote Speaker. Manchester College of Pharmacy. Fort Wayne, Indiana. October 24, 2018.

**Indiana Business Journal Power Breakfast.** Invited panelist at Health Care and Benefits Conference. Indianapolis, Indiana. September 28, 2018.

**Helping Workplaces Become Tobacco-Free: Challenges and Opportunities.** Invited panelist at Indiana State Department of Health PX18 Summit. Indianapolis, Indiana. August 7, 2018.

**Pharmacist Position Roundtable Discussion.** Invited presenter at Indiana Pharmacists Alliance New Practitioners Conference. Indianapolis. Indiana. July 20, 2018.

**A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** Invited presenter at Patoka Valley Health Care Collaborative. Webinar. June 18, 2018.

**Employers' Forum of Indiana Strategy to Improve Hospital Value.** Invited presenter at American Health Network Annual Physician Conference. Indianapolis, Indiana. April 28, 2018.

**Employers' Forum of Indiana Strategy to Improve Hospital Value.** Invited presenter at Anthem Workplace Wellness Conference. Indianapolis, Indiana. April 13, 2018.

**Online Pharmacies: What You Need to Know to Keep Hoosiers Safe.** Invited presenter at Gregory and Appel Insurance. Indianapolis, Indiana. February 21, 2018.

**IPA Indiana Legislative Wins!** Invited presenter at Indiana Pharmacists Alliance Spring Conference. Indianapolis, Indiana. April 12, 2017.

**IPA Bill Update & the Legislative Process.** Invited presenter at Indiana Pharmacists Alliance Legislative Day. Indianapolis, Indiana. February 22, 2017.

**Legislative Update.** Invited presenter at Indiana Pharmacists Alliance Annual Meeting. Indianapolis, Indiana. September 23, 2016.

**How to Market Yourself.** Invited presenter at Indiana Pharmacists Alliance, Indiana Future Pharmacists Conference. Indianapolis, Indiana. July 22, 2016.

**Legislative Update.** Invited presentation to the Indiana Pharmacist Alliance board meeting. Presented on IPA-written/sponsored bills and non-IPA sponsored bills which may impact the profession of pharmacy. Indianapolis, Indiana. December 9, 2015.

**Community Medication Management: Business Proposition to Support Quality Measures.** Invited presenter at HealthLink Health Information Exchange and Bloomington Hospital. Bloomington, Indiana. April 2014.

**Discussion of Diabetes.** Invited presentation at the Employers' Forum of Indiana. Indianapolis, Indiana. March 11, 2014.

**Hoosier Health Care Innovation: Medication Reconciliation.** Invited presentation at the Indiana Family and Social Services Administration State Health IT Annual Conference. Indianapolis, Indiana. July 2013.

**Beacon Evaluation of Diabetes Programs: Final Report.** Invited presentation at the Employers' Forum of Indiana. Indianapolis, Indiana. July 2013.

**Beacon Evaluation of Diabetes Programs: Preliminary Report.** Invited presentation at the Indiana Health Information Exchange Award Ceremony. Indianapolis, Indiana. June 2013.

**Beacon Evaluation of Diabetes Programs: Preliminary Report.** Invited presentation at the Employers' Forum of Indiana. Indianapolis, Indiana. June 2013.

**Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Invited presentation for Indiana VHA hospital directors. Indianapolis, IN. November 2012.

**Value-Based Insurance Design.** Invited presentation at the Employers' Forum of Indiana. Indianapolis, Indiana. October 2012.

**Indiana Medication Management Partnership.** Invited presentation at the Lafayette/West Lafayette Employers' Health Forum. Lafayette, Indiana. May 2012.

**Community Resources to Support Health Wellness.** Invited presentation at the Employers' Forum of Indiana. Indianapolis, Indiana. April 2012.

**Developing a Collaborative Drug Therapy Management Pharmacy Service: Getting Started.** Program Chair and facilitator for 7.5 hours of CE. Keynote Speaker presentation titles, *Clinical Pharmacy Services in the Realm of Accountable Care Organizations and Patient Centered Medical Home and From Clinical Idea to Business Plan.* Indiana Pharmacists Alliance. Indianapolis, Indiana. October 2011.

**The Future of Pharmacy.** Invited panelist at Purdue University College of Pharmacy Advisory Boards Annual Meeting. West Lafayette, Indiana. October 2011.

**Beacon Value-Based Insurance Update.** Employers Forum of Indiana All Stakeholders Conference. Indianapolis, Indiana. September 2011.

**Beacon Value-Based Insurance Design.** Employers Forum of Indiana All Stakeholders Conference. Indianapolis, Indiana. May 2011.

**Update on Electronic-Prescribing in Indiana.** Round Table Discussion Presentation. Indiana Pharmacists Alliance annual meeting Indianapolis, Indiana. September 2010.

**Indiana Electronic-Prescribing Initiative.** Presentations to Pfizer sales staff and management. Indianapolis, Greenwood and Anderson, Indiana. July 2009.

**Bloomington Electronic-Prescribing Initiative.** Indiana University benefits staff and community stakeholders. Bloomington, Indiana. May 2009.



**Kokomo Electronic-Prescribing Initiative.** Chrysler benefit staff and community stakeholders. Kokomo, Indiana. March 2009.

**Indiana Electronic-Prescribing Initiative.** Indiana Pharmacists Alliance Annual Meeting. Fort Wayne, Indiana. April 2009.

**Indiana Electronic-Prescribing Initiative.** Presentation to electronic medical record physician department at Eli Lilly Inc. Indianapolis, Indiana. March 2009.

**Lafayette/West Lafayette Electronic-Prescribing Initiative.** Lafayette/West Lafayette Employers' Healthcare Forum. Lafayette, Indiana. February 2009.

**Indiana Electronic-Prescribing Initiative: An Update.** Medication Safety Partnership of Indiana. Indianapolis, Indiana. February 2009.

**Indiana Electronic-Prescribing Initiative.** Community Pharmacists of Indiana Board Meeting. Indianapolis, Indiana. December 2008.

**Indiana Electronic-Prescribing Initiative.** Medication Safety Partnership of Indiana. Indianapolis, Indiana. October 2008.

#### **Other PRESENTATIONS, Including Submitted Presentations**

**Drug Pricing and Value.** Employers' Forum of Indiana. Indianapolis, Indiana. November 15, 2016.

**Legislative Update.** American Pharmacists Association-Academy of Student Pharmacists. West Lafayette, Indiana. October 3, 2016.

**Building Ambulatory Pharmacy Services, Part 1: Caring for Patients Today.** Program Facilitator and presenter with title, *Exploring the Foundation*. American Society of Health System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.

**Hypertension Management in Patients with Diabetes.** American Association of Diabetes Educators - Bluebonnet Chapter. Austin, Texas. May 2002.

**Diabetes Education Day Program.** Develop and coordinate a multidisciplinary education program directed towards patients with diabetes and their families. Scott & White Hospital, Temple, Texas. January 2002.

**National Conference of State Legislatures.** Educate legislators regarding collaborative drug therapy management with clinical pharmacists as part of The Alliance for Pharmaceutical Care. Houston, Texas. August 2001.

**How to Build a Collaborative Practice: Billing for Outpatient Clinical Pharmacy Services.** Texas Pharmacy Association. Houston, Texas. July 2001.

**How to Set-up Profitable Outpatient Clinical Pharmacy Services.** Pharmacy Rounds. Scott & White Hospital. Temple, Texas. June 2001.

**New Frontiers in Type 1 DM.** Pharmacy Rounds. Scott & White Hospital. Temple, Texas. December 2000.

**Anticoagulation Point-of-Care versus Central Lab Testing.** Scott & White Hospital. Temple, Texas. September 2000.

**How to Bill for Clinical Pharmacy Services: Billing Nuances for Clinical Pharmacy Services within the VA.** American College of Clinical Pharmacy. Monterey, California. April 2000.

**Diabetes Education Conference.** Assist in coordination of and participate in didactic teaching of this multidisciplinary conference directed towards patients with diabetes, their families, and healthcare providers. William S. Middleton Memorial Veterans Hospital, Madison, Wisconsin. May, October 1997-2000.

**How to Bill for Clinical Pharmacy Services: Billing Nuances for Clinical Pharmacy Services within the VA.** American College of Clinical Pharmacy. Kansas City, Missouri. October 1999.

**Management of Hypoglycemia.** Rockford VA Primary Care Clinic. Rockford, Illinois. July 1999.

**ASHP accredited Anticoagulation Clinic Traineeship.** Assist in presentation and preceptorship of trainees. William S. Middleton Memorial Veterans Hospital, Madison, Wisconsin. October 1996-1999.

**Point-of-Care Monitoring for Anticoagulation.** University of Wisconsin College of Pharmacy Anticoagulation Clinic Traineeship program. Madison, Wisconsin. October 1998.

**Evaluation of Clinical Pharmacists Achieving Optimum Patient Management within a General Medicine Clinic.** Great Lakes Residency Conference. Ann Arbor, Michigan. April 1997.

**Treatment of Dyslipidemia: An Overview.** William S. Middleton Memorial Veterans Hospital, Madison, Wisconsin. August 1996.

**Evaluation of the Follow-Up Care Provided to Patients Discharged from a Specialized Lipid Management Program.** University of Oklahoma College of Pharmacy. Oklahoma City, Oklahoma. April 1996.

## **PUBLISHED WORKS**

### *Books*

**Sachdev, Gloria.** "G-Code 2014: Hospital-Based Outpatient Clinic Facility Fee Payment". E-Book <http://ebooks.ashp.org/product/gcode-2014-hospitalbased-outpatient-clinic-facility-fee-payment>. American Society of Health-System Pharmacists, Inc. 2014. (Invited publication).

### *Book Chapters*

Kliethermes, Mary Ann and Brown, Tim R. *Building a Successful Ambulatory Care Practice: A Complete Guide for Pharmacists*. **Sachdev, Gloria** "Creating the Ambulatory Patient Care Model" pp 125-150. American Society of Health-System Pharmacists, Inc. 2012.

**Sachdev, Gloria**. *Ambulatory Care Survival Guide*. **Sachdev, Gloria** "Primary Care Clinics in the VA: How to Bill for Clinical Pharmacy Services". Pp 141-155. 2<sup>nd</sup> ed. Kansas City: American College of Clinical Pharmacy. 2000.

#### *Refereed articles*

**Sachdev, G.** Ambulatory care pharmacist services: the value proposition. *Am J Health-Syst Pharm*. 2018; 75:1688-9.

Weber, ZA.; Skelley, J; **Sachdev, G.** et al. Integration of pharmacists into team-based ambulatory care practiced models. *Am J Health Syst Pharm*. May 1, 2015 72:745-751.

**Sachdev, G.** Sustainable Business Models: Systematic Approach toward Successful Ambulatory Care Pharmacy Practice. *Am J Health Syst Pharm*. August 15, 2014. 71:1366-1374. Invited publication.

**Sachdev, Gloria.** "Billing for Pharmacists' Services Provided to Ambulatory Care Patients". *Am J Health Syst Pharm*. January 15, 2012; 69:105.

Dyer N, **Sachdev GP.** Treating Diabetes/Foot Pain. *Drug Topics*. Jul 26, 2004;148.

Snella KA, **Sachdev GP.** A Primer for Developing Pharmacist-Managed Clinics in the Outpatient Setting. *Pharmacotherapy*. 2003 Sep;23(9):1153-66.

Sachdev GP, Ohlrogge KD, Johnson CL. Review of the Fifth American College of Chest Physicians Consensus Conference on Antithrombotic Therapy: Outpatient Management for Adults. *Am J Health-Syst Pharm*. 1999. 56:1505-14.

#### *Abstracts*

S. Chen, C. Koh-Knox, A. Chen, **G. Sachdev.** "Physicians towards collaboration with health care professionals in Indiana. American College of Pharmacy. May 2012.

#### *Bulletins*

**Sachdev, G.** Payment Models: Matching Patient Needs. *Pharmacy Times*. Published Online: Wednesday, December 10, 2014. [www.pharmacytimes.com/publications/Directions-in-Pharmacy/2014/December2014/Payment-Models-Matching-Patient-Needs](http://www.pharmacytimes.com/publications/Directions-in-Pharmacy/2014/December2014/Payment-Models-Matching-Patient-Needs)

**Gloria Sachdev.** "Despite the Odds - We did it!" *Indiana Pharmacist*. 2011(92) No. 2, pp. 14-15.

#### *Conference Reports*

Kliethermes, MA; Parrott, AM; **Sachdev G.** Pharmacist Billing for Ambulatory Pharmacy Patient Care Services in a Physician-Based Clinic and other Non-Hospital-Based Environments – FAQ. American Society of Health-System Pharmacists. Pub on-line May

2014. <http://www.ashp.org/DocLibrary/Policy/Ambulatory-Care/Pharmacist-Billing-in-Physician-Based-Clinic-FAQ.pdf>

Contributor to discussion paper for the Institute of Medicine. From Pilots to Practice: Speeding the Movement of Successful Pilots to Effective Practice. P. Hussey, R. Bankowitz, M. Dinneen, et al. April 23, 2013. Downloaded April 23, 2013 from <http://www.iom.edu/Global/Perspectives/2013/PilotstoPractice.aspx>.

*Pharmacist Billing for Medicare Patients at Hospital Based Clinics – Frequently Asked Questions*. Developed by the Section of Ambulatory Care Practitioners' Clinical Business Development Section Advisory Group, chaired by G. Sachdev. On-line publication, American Society of Health System Pharmacist. Accessed 12-31-11 at [www.ashp.org/DocLibrary/MemberCenter/SACP/Billing-for-Medicare-Patients.aspx](http://www.ashp.org/DocLibrary/MemberCenter/SACP/Billing-for-Medicare-Patients.aspx). 2011.

**G.P. Sachdev**, K. Shoemaker, D. Kelleher. *Indiana Electronic-Prescribing Initiative Overview*. Hosted on the National Council for Prescription Drug Programs website, 2009. Assessed on 12-31-11 at [www.ncdpd.org/news/Editorial/e\\_rx\\_draft4.doc](http://www.ncdpd.org/news/Editorial/e_rx_draft4.doc)

Sachdev GP. Veterans Affairs Primary Care Clinics. In: How to Bill for Clinical Pharmacy Services. 1<sup>st</sup> ed. Kansas City: American College of Clinical Pharmacy, 1999:225-30.

#### *Other Contributions*

Gloria Sachdev: Hoosier Hospitals Owe Us Greater Price Transparency. Indianapolis Business Journal-Opinion. April 26, 2019. Accessed June 2, 2019 at <https://www.ibj.com/articles/73470-gloria-sachdev-hoosier-hospitals-owe-us-greater-price-transparency>

*Anticoagulation Toolkit: Reducing Adverse Drug Events & Potential Adverse Drug Events with Unfractionated Heparin, Low Molecular Weight Heparins and Warfarin*. Developed by Purdue University PharmaTAP in collaboration with the Indiana Patient Safety Center (IPSC), Indiana Hospital Association (IHA) and VHA Central. **GP Sachdev** is primary contributor to development of this web-based resource, Copyright 2008. <http://www.purdue.edu/dp/rche/pharmatap/resource.php>

#### **PUBLICATIONS/REPORTS CONTAINING PERSONAL INTERVIEWS (authored by others)**

Hospital Prices for Private Payers 241% Higher than Medicare Rates. *RevCycle Intelligence*. May 13, 2019. Accessed June 2, 2019 at <https://revcycleintelligence.com/news/hospital-prices-for-private-payers-241-higher-than-medicare-rates>

Many Hospitals Charge Double or Even Triple What Medicare Would Pay. *New York Times*. May, 9, 2019. Accessed June 2, 2019 at <https://www.nytimes.com/2019/05/09/health/hospitals-prices-medicare.html>

What Employers Pay Hospitals Varies Widely, Study Finds. *Wall Street Journal*. May, 9, 2019. Accessed June 2, 2019 at [https://www.wsj.com/articles/what-employers-pay-hospitals-varies-widely-study-finds-11557438128?shareToken=st5ba8dee4d7eb40f2bf95359687a0f37e&reflink=share\\_mobilewebshare](https://www.wsj.com/articles/what-employers-pay-hospitals-varies-widely-study-finds-11557438128?shareToken=st5ba8dee4d7eb40f2bf95359687a0f37e&reflink=share_mobilewebshare)

Study: Employers Pay 240% More Than Medicare For Hospital Care. *Forbes*. May 9, 2019. Accessed June 2, 2019 at <https://www.forbes.com/sites/brucejapsen/2019/05/09/study-employers-paid-240-more-for-hospital-care-than-medicare/#1495c8131bcf>

Private Insurers Paid Hospitals 241% Of What Medicare Would Have. *Health Leaders*. May 9, 2019. Accessed June 2, 2019 at <https://www.healthleadersmedia.com/finance/private-insurers-paid-hospitals-241-what-medicare-would-have>

Employer-Health-Plans-Pay-Hospitals-241-Medicare. *Modern Healthcare*. May 9, 2019. Accessed June 2, 2019 at <https://www.modernhealthcare.com/payment/employer-health-plans-pay-hospitals-241-medicare>

Private Health Plans Pay Hospitals 2.4 Times What Medicare Would Pay. *Medical Xpress*. May 9, 2019. Accessed June 2, 2019 at <https://m.medicalxpress.com/news/2019-05-private-health-hospitals-medicare.html>

Private Plans Pay Hospital Prices 241% Higher Than Medicare, RAND Finds. *American Journal of Managed Care-In Focus Blog*. May 9, 2019. Accessed June 2, 2019 at <https://www.ajmc.com/focus-of-the-week/private-plans-pay-hospital-prices-241-higher-than-medicare-rand-finds>

Study: Indiana hospitals charge private health plans 311% of what Medicare would pay. *Indianapolis Business Journal*. May 9, 2019. Accessed June 2, 2019 at <https://www.ibj.com/articles/73727-study-indiana-hospitals-charge-private-health-plans-311-of-what-medicare-would-pay>

Many Hospitals Charge Double or Even Triple What Medicare Would Pay: The New York Times. *Clear Health Costs*. May 9, 2019. Accessed June 2, 2019 at <https://clearhealthcosts.com/blog/2019/05/many-hospitals-charge-double-or-even-triple-what-medicare-would-pay-the-new-york-times/>

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## **POSTER PRESENTATIONS**

R. Seymour, J. Heffren, B. Dunaway, A. Satterblom, B. Wilder; G. Sachdev. "Patient Centered Medical Neighborhood: Extending the Reach of Primary Care Physicians into School Based Health Clinics in Urban High Schools Using School Health Coaches". American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2012.

S. Chen, C. Koh-Knox, A. Chen, G. Sachdev. "Physicians' Attitudes towards collaboration with health care professionals in Indiana". American Society of Health System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.

M. Kiersma, K. Plake, and G. Sachdev. "Assessment of Pharmacist Confidence in Patient Counseling Upon Completion of a Continuing Education Program." American Pharmacists Association Annual Meeting. San Antonio, Texas. April 2009.

D. Cruse, A. Logan, G. Sachdev. Survey of Outpatient Clinical Pharmacy Services in Indiana. American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.

A. Wleklinski, G. Sachdev. A Financially Sustainable Model for Primary Care Clinical Pharmacy Services in a Physician-Directed Clinic. Poster presentation at American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.

J. Bailey, K. Ringwald, M. Alsaraf, G. Sachdev. Electronic-Prescribing: The Pharmacists' Perspective. Poster presentation at American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.

G. Sachdev. "Evaluation of Major Hemorrhagic and Thromboembolic Complications in Nursing Home Patients". The American Society of Health-System Pharmacy Midyear Clinical Meeting and Exhibits. New Orleans, Louisiana. December 2001.

"Implementing a Pharmacist-Managed Diabetes Clinic". Poster presentation at the American College of Clinical Pharmacy. Salt Lake City, Utah. April 2001.

"Implementing a Pharmacist-Managed Diabetes Clinic". The American Society of Health-System Pharmacy Midyear Clinical Meeting and Exhibits. Las Vegas, Nevada. December 2000.

"Evaluation of the Major Hemorrhagic and Thromboembolic Complications in Patients Followed in a Pharmacist-Managed Anticoagulation Clinic". The American Society of Health-System Pharmacists Midyear Clinical Meeting and Exhibits. Las Vegas, Nevada. December 2000.

"Establishment of a Medication Management Service within a Multidisciplinary General Medicine Clinic". The American Society of Health-System Pharmacists Midyear Clinical Meeting and Exhibits. New Orleans, Louisiana. December 1996.

## **AWARDS**

2019      *Jefferson Award* for public service by Purdue University

2018      *Presidents' Award*, Indiana Pharmacists Alliance

2017      Among 4 finalists considered for election to the *Board of Directors* at the American Society of Health-System Pharmacists

- 2016 *Distinguished Service Award* by the American Society of Health System Pharmacists
- 2016 *Pharmacist of the Year Award* by Indiana Pharmacists Alliance
- 2016 *Fellowship* status awarded for the American Society of Health-System Pharmacists
- 2013 *Excellence in Innovation Award* by Indiana Pharmacists Alliance
- 2013 Central Indiana Beacon Community *Award for Exceptional Accomplishments* by Indiana Health Information Exchange
- 2011 *President's Award* by Indiana Pharmacists Alliance
- 2010 *Safe-Rx Awarded* by Surescripts. Surescripts issues this award to the top 10 states in the nation that have shown outstanding progress and leadership in advancing the use of electronic-prescribing technology. Dr. Sachdev was Indiana State Chair for electronic-prescribing and increased Indiana's national ranking from #33 to #9. Presented in Washington DC.
- 2002 Best Research Poster for Texas Society of Health-System Pharmacist. Darling B, Sachdev GP. "Evaluation of Major Hemorrhagic and Thromboembolic Complications in Nursing Home Patients". Presented in Austin, TX.

### **CERTIFICATIONS**

- |                             |  |
|-----------------------------|--|
| June 2008 – concurrent      | Certified Immunizer<br>American Pharmacists Association National Certificate Training Program for Pharmacy-Based Immunization Delivery |
| October 1999 – October 2004 | Certified Diabetes Educator (CDE)<br>The National Certification Board for Diabetes Educators   |
| May 1998                    | Tobacco Cessation Counselor Certificate<br>Mayo Clinic<br>Rochester, MN.   |

### **LICENSE/CERTIFICATION NUMBERS**

- Pharmacy License Number (inactive), Indiana 26021087A  
Pharmacy License Number (inactive), Oklahoma 12044



Pharmacy License Number (inactive), Texas 39506

Certified Diabetes Educator (inactive), certification number 0992-0618

Certified Immunizer, certification number 202-0014