



# National Landscape of Pharmacist Medication Management

Anne L. Burns, BS Pharm, RPh  
Vice President, Professional Affairs  
American Pharmacists Association  
[aburns@aphanet.org](mailto:aburns@aphanet.org)

*For Every Pharmacist. For All of Pharmacy.*

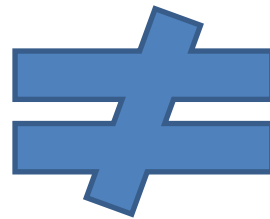
[pharmacist.com](http://pharmacist.com)

## The Truth About the Business Model for Medications



**Coverage for Medications**

**\$335 billion for retail prescription drugs in 2018<sup>1</sup>**



**Coverage for the Services to Ensure they Work**

**Estimated \$582 billion for nonoptimized therapy<sup>2</sup>**

<sup>1</sup><https://www.cms.gov/files/document/highlights.pdf>

<sup>2</sup> Watanabe, J., et.al. (2018). *Ann Pharmacother*, 52(9), 829-837.

## How Does this Impact Employees in the Workplace and Overall Health Coverage Costs?

- **Case 1: a 10 year-old female with asthma who uses two different asthma inhalers. Continual problems with asthma control including three visits to the emergency department in the past 9 months.**
  - **Impact: poor health outcomes; high annual health costs; parental missed workdays; diminished parental productivity**
- **Case 2: a 62 year-old male with chronic back pain, high blood pressure, high cholesterol, and depression currently sees 6 physician specialists and taking 10 chronic medications. Back pain is not well-controlled resulting in lack of sleep and worsening depression.**
  - **Impact: high risk for medication adverse events; poor health outcomes; high annual health costs; missed workdays; diminished productivity**

# Pharmacists' Medication Management Services

*EXPERTS TRAINED TO OPTIMIZE THE THERAPEUTIC VALUE OF THE PATIENT'S ENTIRE MEDICATION REGIMEN*

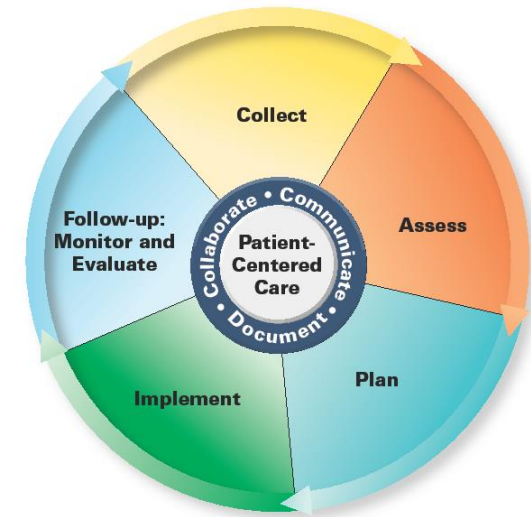
- Accessible
  - Individualized for the patient
  - Collaborative with other providers
- ❖ Various terms



# Pharmacists' Patient Care

## Professional activities include:

- Dispensing Medications and Devices
- Ensuring Appropriate Medication Therapy and Outcomes
- Health Promotion and Disease Prevention
- Health Systems Management



**Pharmacist Patient Care Process**  
<https://jcpc.net/patient-care-process/>

# Support for Greater Use of Pharmacists in the Health Care System



The  
Community  
Guide

Cardiovascular Disease: Pharmacy-based  
Medication Adherence Interventions

DEPARTMENT OF HEALTH AND HUMAN SERVICES  
Centers for Medicare & Medicaid Services  
7500 Security Boulevard, Mail Stop 62-26-12  
Baltimore, MD 21244-1810



CMCS Informational Bulletin

DATE: January 17, 2017

FROM: Vikki Wachino, Director  
Center for Medicaid and CHIP Services (CMCS)

SUBJECT: State Flexibility to Facilitate Timely Access to Drug Therapy by Expanding the Scope of Pharmacy Practice using Collaborative Practice Agreements, Standing Orders or Other Predetermined Protocols.

CDC's 6 | 18 Initiative



NGA PAPER

The Expanding Role of Pharmacists in a Transformed  
Health Care System

# Modern Healthcare

THE ONLY HEALTHCARE BUSINESS NEWS WEEKLY | SEPTEMBER 28, 2020 | \$5.50

Pharmacists move  
to the center of a  
'care revolution'

Reforming America's Healthcare  
System Through Choice and  
Competition

The Surgeon General's Call to Action to  
Control Hypertension



<https://www.thecommunityguide.org/content/pharmacy-based-interventions-improve-medication-adherence-cardiovascular-disease-prevention>

<https://www.medicaid.gov/federal-policy-guidance/downloads/cib011717.pdf>

<https://www.cdc.gov/sixeighteen/index.html>

<https://www.hhs.gov/sites/default/files/Reforming-Americas-Healthcare-System-Through-Choice-and-Competition.pdf>

<https://www.hhs.gov/sites/default/files/call-to-action-to-control-hypertension.pdf>

<https://www.modernhealthcare.com/providers/pharmacists-ohio-managing-care-providers-and-getting-paid-it-too>

<https://www.nga.org/wp-content/uploads/2020/08/1501TheExpandingRoleOfPharmacists.pdf>

## Leveraging Pharmacists in Indiana



# Leveraging Pharmacists in Indiana

Disease	Prevalence
Diabetes	10%
CVD	8%

## Diabetes

Diabetes is a complex condition that is often managed by multiple medications. Pharmacists can optimize care and help patients understand their medications and their condition in order to improve outcomes and avoid complications.<sup>7</sup>

---

## Cardiovascular Disease (CVD)

For patients with uncontrolled high blood pressure, waiting even two months to optimize medications increases the risk of complications, including hospitalizations. Pharmacists are highly accessible members of the care team who significantly improve blood pressure control and can provide timely follow-up and monitoring to improve outcomes.<sup>8</sup>

50% of people with chronic diseases do not take their medicines correctly.<sup>14</sup>

Medications are critical for the treatment of chronic conditions. Pharmacists can help patients use them safely and effectively to avoid medication related problems.

---

**48%**  
of Indiana residents were vaccinated for the flu<sup>10</sup>

Immunization rates across the U.S. have continued to increase since pharmacists began vaccinating.<sup>11</sup>

**22%**  
of people in Indiana smoke cigarettes<sup>12</sup>

---


Smoking causes nearly 1 of every 5 deaths in the U.S. each year.<sup>13</sup> Pharmacists are qualified and capable of providing smoking cessation counseling.

50% of people with chronic diseases do not take their medicines correctly.<sup>14</sup>

Medications are critical for the treatment of chronic conditions. Pharmacists can help patients use them safely and effectively to avoid medication related problems.



## Leveraging Pharmacists in Indiana

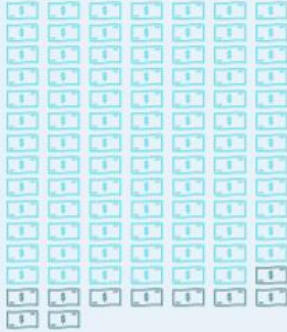


Indiana spends **\$9,263,917,975** annually on prescription medications.<sup>15</sup>

Investing in pharmacists' services optimizes the use of those prescription medications. Decades of research have proven the value of including pharmacists on healthcare teams. Improved health outcomes, lower costs, and increased access to care could be a reality for Indiana residents if pharmacists were fully empowered to serve as patient care providers.

---

**90% of the nation's \$3.5 trillion in annual health care expenditures are for people with chronic and mental health conditions.<sup>16</sup>**




On average

\$1,000

per patient per year is saved

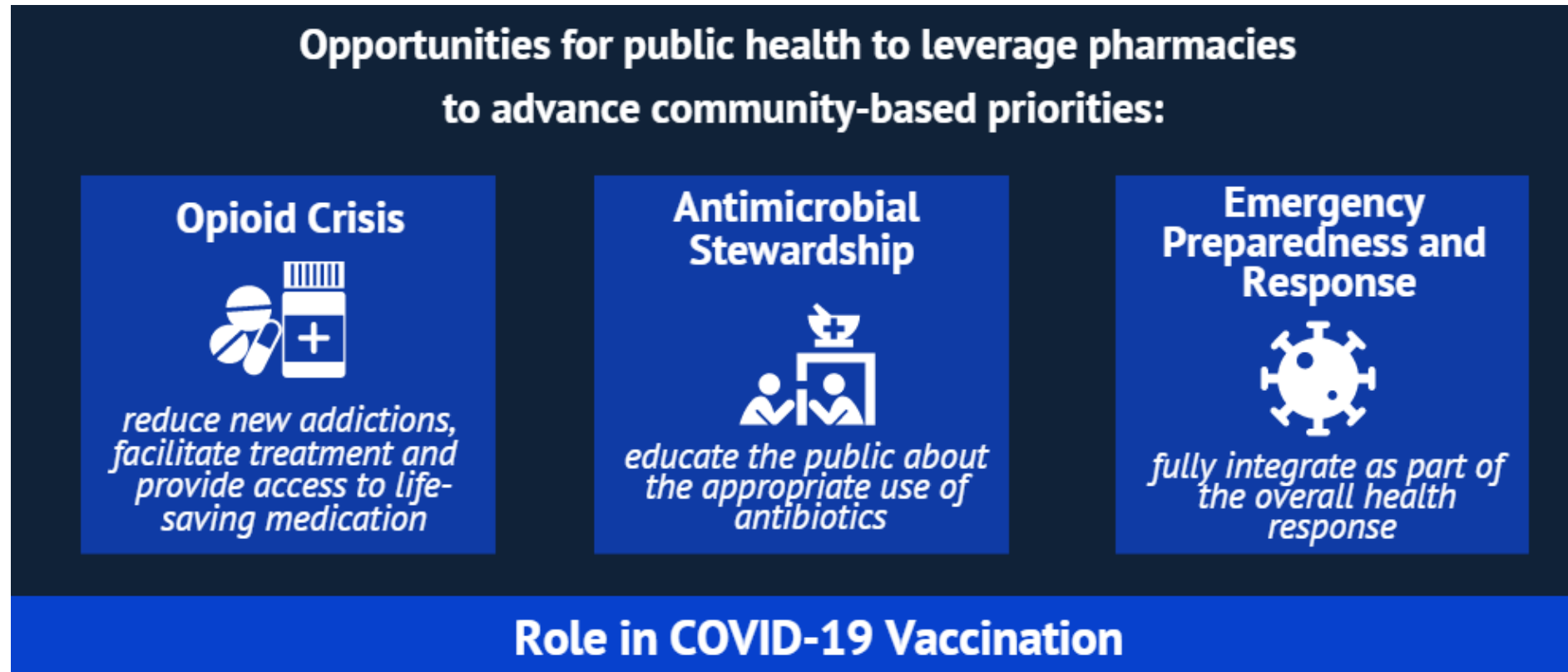
with pharmacist interventions for patients with chronic conditions.<sup>17</sup>

Pharmacists' counseling and adherence programs can save the healthcare system



in the 6 months following the start of a new prescription medication.<sup>18</sup>

# Pharmacists: Advancing Public Health



NIHCM Foundation. Pharmacists: Leveraging this Public Health Workforce. April 7, 2021.  
<https://nihcm.org/publications/pharmacist-infographic>

# Payment Journey for Pharmacists' Patient Care Services

- **Payers**
  - Medicaid programs (17 states)
  - Commercial payer requirements (7 states)
  - Commercial contracts and grants (various)
- **Payment models**
  - Fee for service
  - Value-based arrangements
- **Return on investment**
  - Decreased health care costs
  - Improved control of chronic conditions (e.g. diabetes, hypertension, asthma)
  - Decreased missed or nonproductive workdays
  - Savings on average of \$1 to \$4 for every \$1 spent on pharmacists' services



Lack of recognition of pharmacists' services for payment in Medicare Part B is a significant barrier to broader uptake in other payer markets.

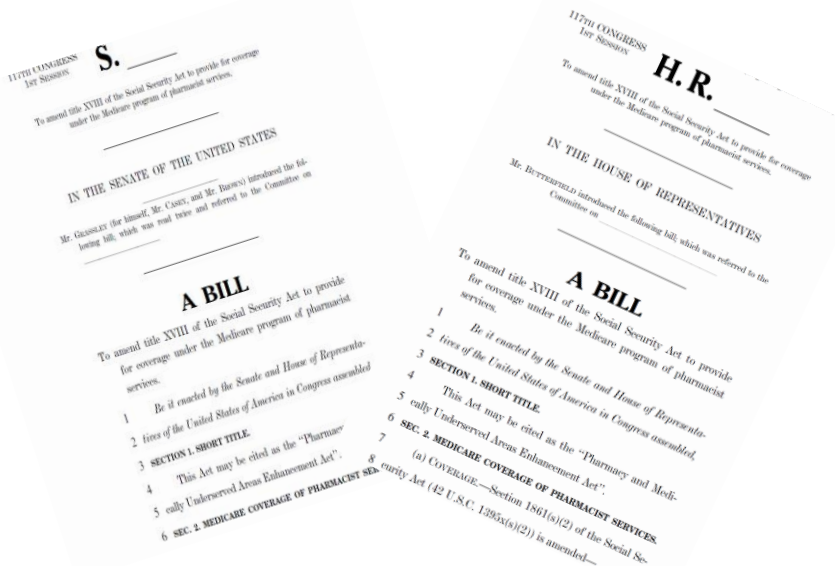
- Pharmacy profession advocacy efforts to gain recognition

# Federal Medicare Part B Legislation – H.R.2759/S.1362

**H.R.2759 - To amend title XVIII of the Social Security Act to provide for coverage under the Medicare program of pharmacist services.** 117th Congress (2021-2022)

**S.1362 - A bill to amend title XVIII of the Social Security Act to provide for coverage under the Medicare program of pharmacist services.** 117th Congress (2021-2022)

**Original Cosponsors:**  
 House Bill 2759 – Reps. G.K. Butterfield (D-NC) and David McKinley (R-WV)  
 Senate Bill 1362 – Sens. Chuck Grassley (R-IA) and Bob Casey (D-PA)



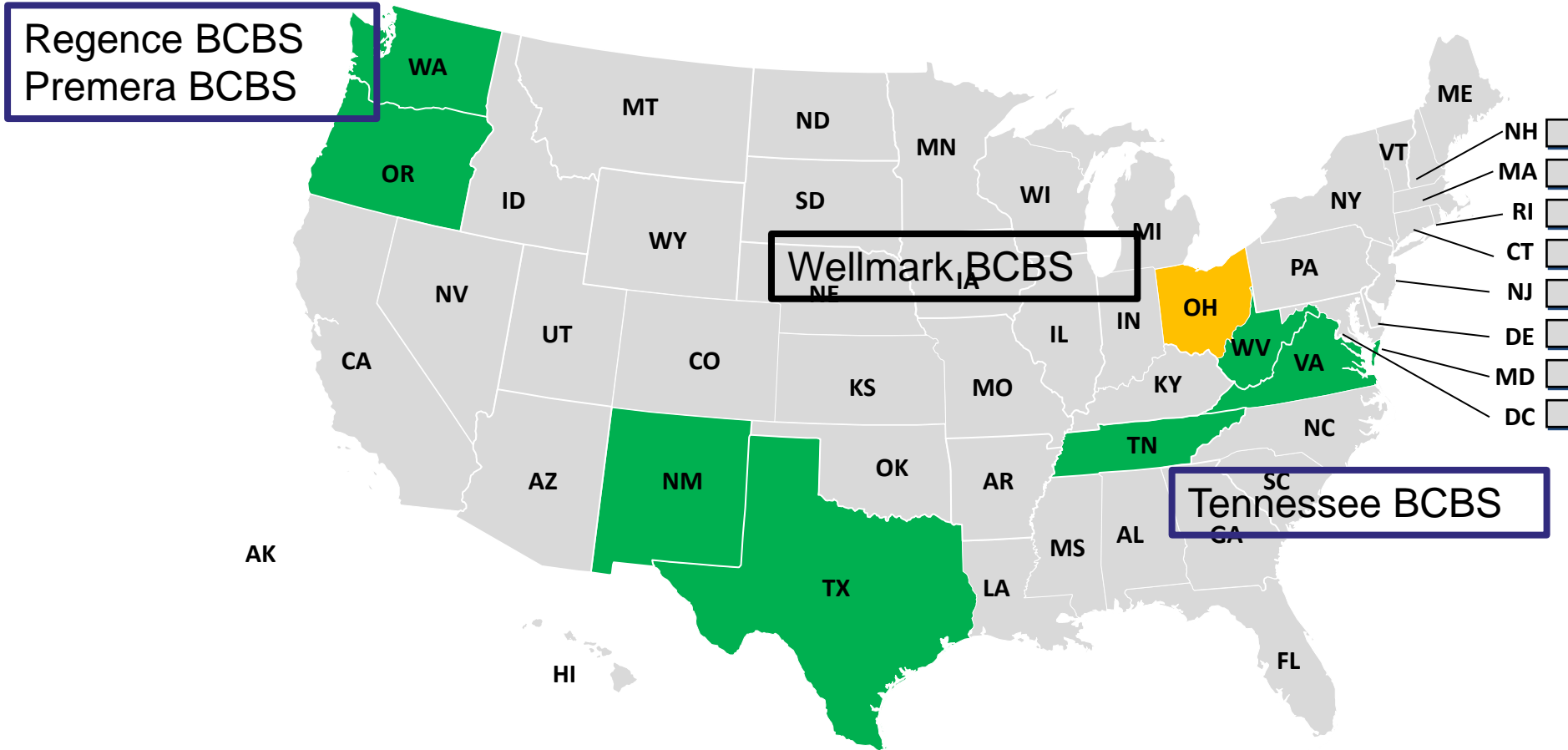
**Take Action Now!**

Effectively advocate for the pharmacy profession by reaching out to your Member of Congress and Senators today. Please ask them to remove barriers and recognize pharmacists as part of team-based care team for Medicare patients. Help APhA advocate today!

**Next**

<https://actioncenter.pharmacist.com/campaign/provider-status-for-pharmacists/>

# Payment Parity for Pharmacists' Services



## Requested Employer Policy Strategy to Facilitate Access to Pharmacists' Services

**Require health plans to recognize pharmacists as providers in their payer networks for a specific scope of work that fully uses their expertise**



# Thank You!

**Contact:**  
**Anne Burns**  
**[aburns@aphanet.org](mailto:aburns@aphanet.org)**

