National Landscape of Pharmacist Medication Management

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For Every Pharmacist. For All of Pharmacy.
The Truth About the Business Model for Medications

Coverage for Medications

$335 billion for retail prescription drugs in 2018

Coverage for the Services to Ensure they Work

Estimated $582 billion for nonoptimized therapy

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://jcpcp.net/patient-care-process/
Support for Greater Use of Pharmacists in the Health Care System

Cardiovascular Disease: Pharmacy-based Medication Adherence Interventions

Reforming America's Healthcare System Through Choice and Competition

Modern Healthcare

Pharmacists move to the center of a ‘care revolution’

The Expanding Role of Pharmacists in a Transformed Health Care System

CDC's 6|18 Initiative

https://www.thecommunityguide.org/content/pharmacy-based-interventions-improve-medication-adherence-cardiovascular-disease-prevention
https://www.cdc.gov/sixeighteen/index.html
Leveraging Pharmacists in Indiana

Indiana's Pharmacists: Improving People's Health

By 2032, the U.S. could see a shortage of as many as 55,200 primary care physicians. Even if nurse practitioners and physician assistants are fully utilized, patient needs will not fully be met.

Indiana has 126 designated HPSAs and only 78% of the primary care needs in those areas are currently being met. There are 6,020 highly trained pharmacists in IN, who are ready to provide valuable healthcare services.

Meeting Patients' Needs in Indiana

6.7 Million people

149 more primary care providers are needed

6,020 Pharmacists ready to help

Leveraging Pharmacists in Indiana

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.7

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.8

Prevalence of chronic disease in Indiana 9

48% of Indiana residents were vaccinated for the flu10

Smoking causes nearly 1 of every 5 deaths in the U.S. each year.11 Pharmacists are qualified and capable of providing smoking cessation counseling.

22% of people in Indiana smoke cigarettes12

50% of people with chronic diseases do not take their medicines correctly.14

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. 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. On average, $1,000 per patient per year is saved with pharmacist interventions for patients with chronic conditions. Pharmacists' counseling and adherence programs can save the healthcare system $164 per patient in the 6 months following the start of a new prescription medication.

Pharmacists: Advancing Public Health

Opportunities for public health to leverage pharmacies to advance community-based priorities:

- **Opioid Crisis**: reduce new addictions, facilitate treatment and provide access to life-saving medication
- **Antimicrobial Stewardship**: educate the public about the appropriate use of antibiotics
- **Emergency Preparedness and Response**: fully integrate as part of the overall health response

Role in COVID-19 Vaccination

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)

https://actioncenter.pharmacist.com/campaign/provider-status-for-pharmacists/
Payment Parity for Pharmacists’ Services

Regence BCBS
Premera BCBS

Wellmark BCBS

Tennessee BCBS
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!

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