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Pharmacist as Providers: Carrier Perspective

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**How many times
do patients see
their primary care
physicians?**



Annually, on average:

4

<https://www.drugtopics.com/view/pharmacists-want-more-time-patients>

**How many times
do patients see
their pharmacist?**



Annually, on average:

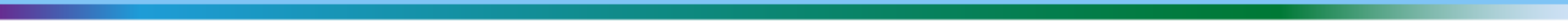
35

<https://www.drugtopics.com/view/pharmacists-want-more-time-patients>

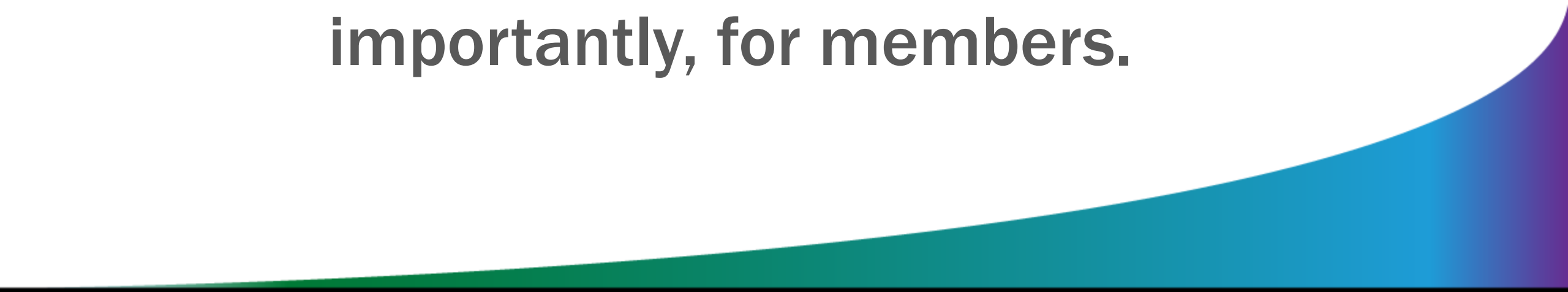
This increased patient interaction means:

- ▶ pharmacists are uniquely positioned to enhance one-on-one care delivery
- ▶ ensure compliance with medications and other physician-prescribed health regimens
- ▶ help in the management of chronic diseases
- ▶ and significantly lower healthcare costs in the process





“ We are all about delivering optimum healthcare in the most cost-effective manner possible for the benefit of our corporate partners and, most importantly, for members.”





We are working with

CPESN

(Community Pharmacy Enhanced Services Network)



Pharmacy Requirements

(Community Pharmacy Enhanced Services Network)

- ▶ Each pharmacy in this network is required to deliver enhanced patient services that include comprehensive medication management to help improve compliance and reduce costly and potentially life-threatening medication errors.

Pharmacy Requirements (continued)

- ▶ Other services include:
 - ▶ point-of-care testing for:
 - ▶ infections as COVID-19
 - ▶ strep
 - ▶ and influenza
 - ▶ vital signs collection
 - ▶ adult immunizations
 - ▶ childhood vaccines
 - ▶ help with opioid use disorder
 - ▶ tobacco cessation
 - ▶ nutritional counseling
 - ▶ and disease state care management for chronic illnesses such as hypertension



Pharmacists \$ave

One study found that when compared with traditional medical care alone, services run by pharmacists yielded savings of

\$647,024

...by preventing hospital admissions and emergency department visits.

<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5774321/>

<https://accpjournals.onlinelibrary.wiley.com/doi/abs/10.1592/phco.31.7.686>



Pharmacists *Can* Decrease Healthcare Costs

When a pharmacist leverages social determinants of health, it could save:

\$2,443

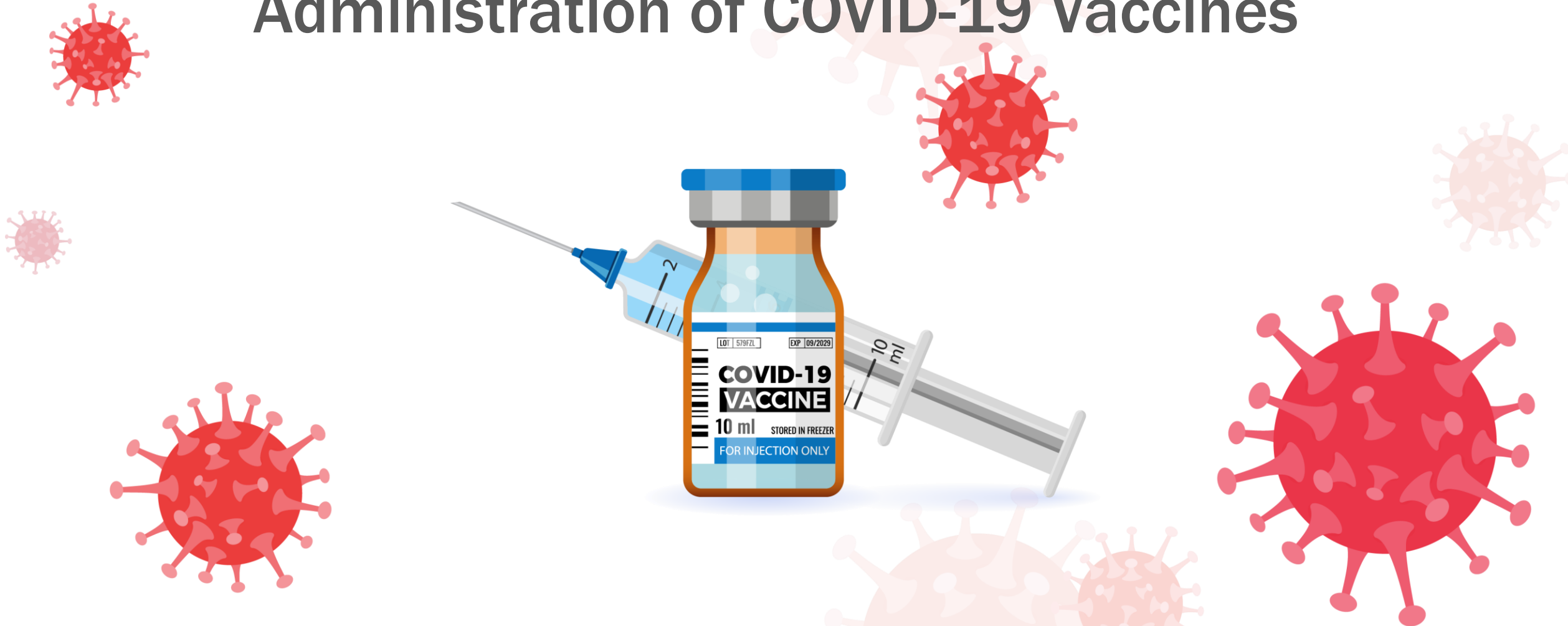
annually per plan member.



<https://hitconsultant.net/2018/10/03/social-determinants-of-health-phm-outcomes/>

PHARMACISTS EMPOWERED!

Administration of COVID-19 Vaccines



<https://www.rstreet.org/2020/11/23/states-must-expand-pharmacist-scope-of-practice-laws/>

The “Detached Pharmacy”





Independent
pharmacies already
have a hand on the
heartbeat of the
communities
they serve.

Encore's Goals

- ▶ Support the Physician's Care Plan through education
- ▶ Expand education using the Pharmacists to improve patient outcome
- ▶ Ensure that patients receive outstanding care to maintain and improve their health
- ▶ Reduce medical costs for employers by increased support of their employees
- ▶ Reduce costs arising from:
 - ▶ Absenteeism
 - ▶ Reduced productivity related to poor health



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Encore Health Network is always looking for new ways to enhance patient outcomes and the health of our communities.





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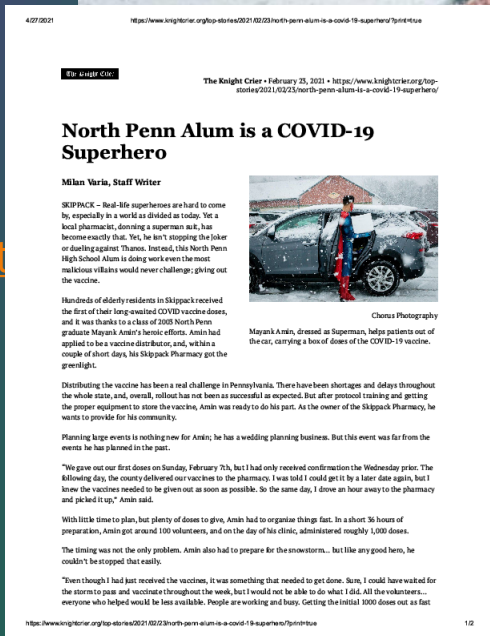
Let me introduce you to
my colleague, Shawn.

Operational Hurdles to Overcome

- ▶ Credentialing: CAQH submission, Liability Insurance
- ▶ Billing on Medical HCFA or UB forms
 - ▶ EDI submission
- ▶ Others
 - ▶ Contract for all service under “scope of practice”—all, not some
 - ▶ Directory; new federal guidelines for accuracy: provider submits roster—are all pharmacists in, or only some?
 - ▶ Timing: Fed Regulations
 - ▶ Member Education



Dr. Mak...*SUPERHERO*!



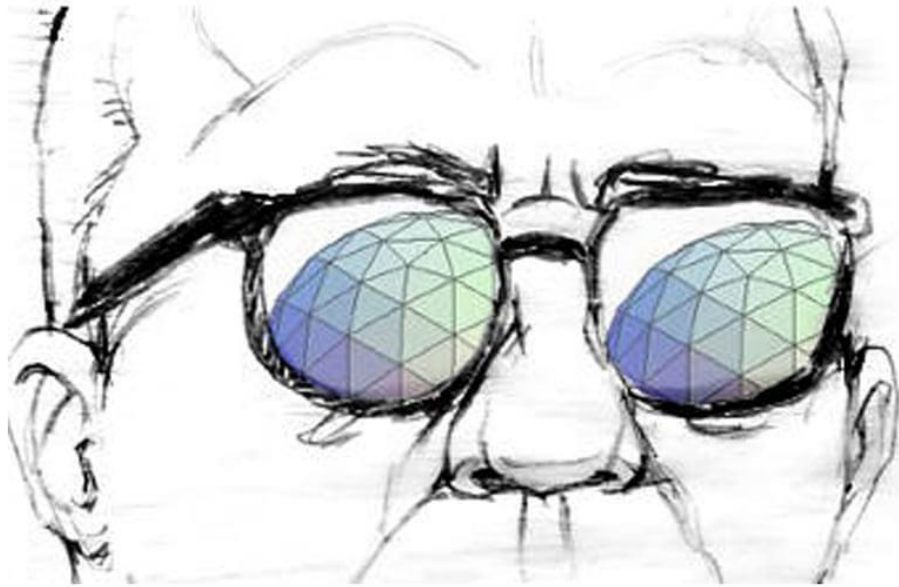
Chorus Photography

Mayank Amin, dressed as Superman, helps patients out of the car, carrying a box of doses of the COVID-19 vaccine.



<https://www.youtube.com/watch?v=pUDfeq9rCn8>

<https://6abc.com/pa-covid-vaccine-montgomery-county-skipack-pharmacy-pennsylvania/10464429/>



“ You never change things by fighting the existing reality.

To change something, build a new model that makes the existing model obsolete.

— Buckminster Fuller
www.BuckyFullerNow.com
from “A Fuller View, Buckminster Fuller’s Vision”



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Questions?