

Are ACOs Ready To Manage Medications?

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Take Home Messages

- We need to frame the issues
- Most ACOs were not ready to manage medications
- Tangible solutions can improve medication management and ACO success

Need To Frame The Issues (role of Rx in ACOs)

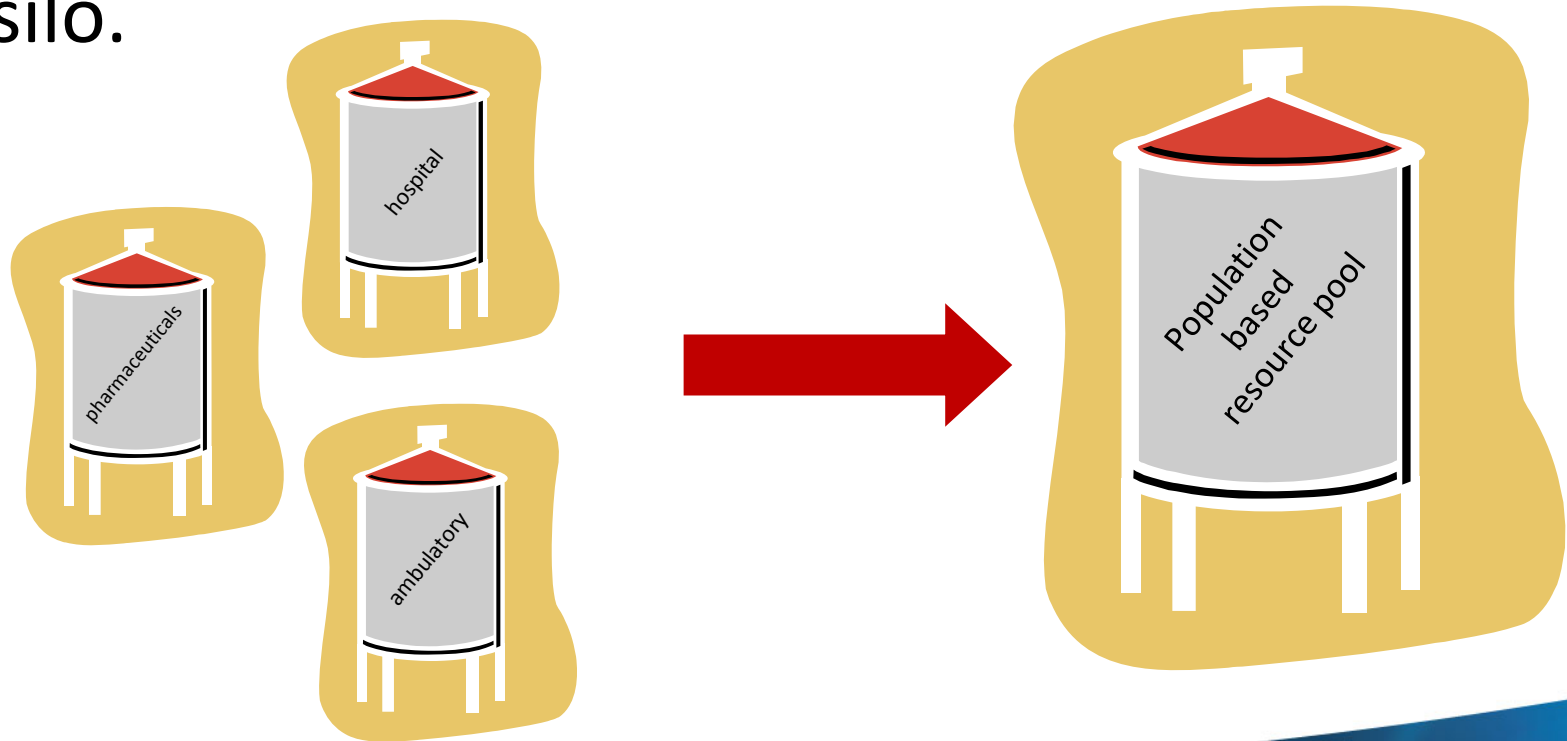


- Meet financial targets
- Meet quality benchmarks



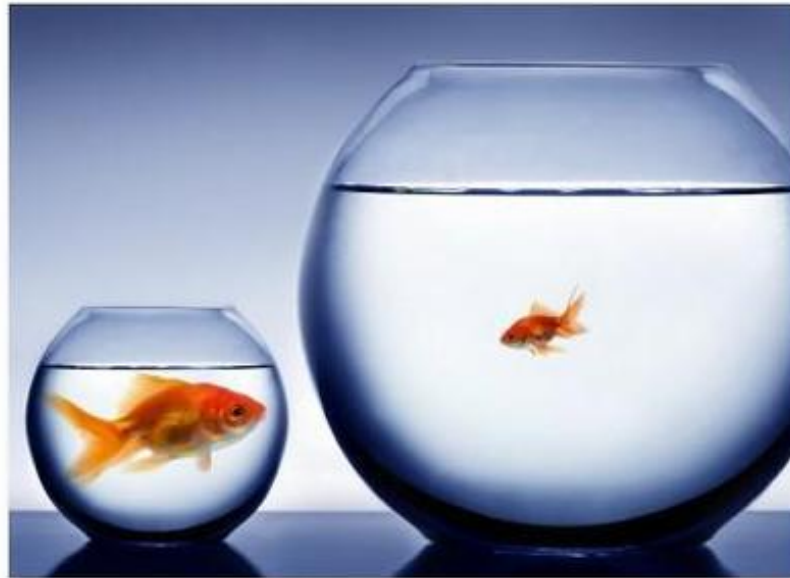
Recommendation #1

- Proactively consider medications an essential part of the full spectrum of condition management, and not just an expense or care silo.



Recommendation #2

- The role, impact, and characteristics of medication therapy management will vary by condition, and a “one size fits all” approach will not yield optimal clinical or economic outcomes



Recommendation #3

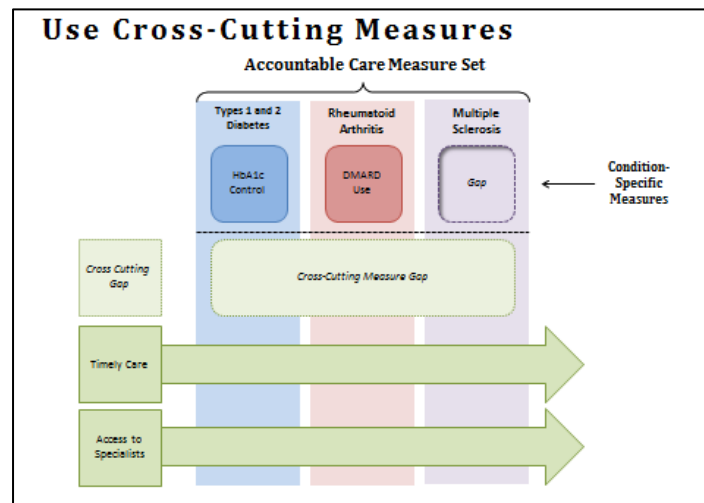
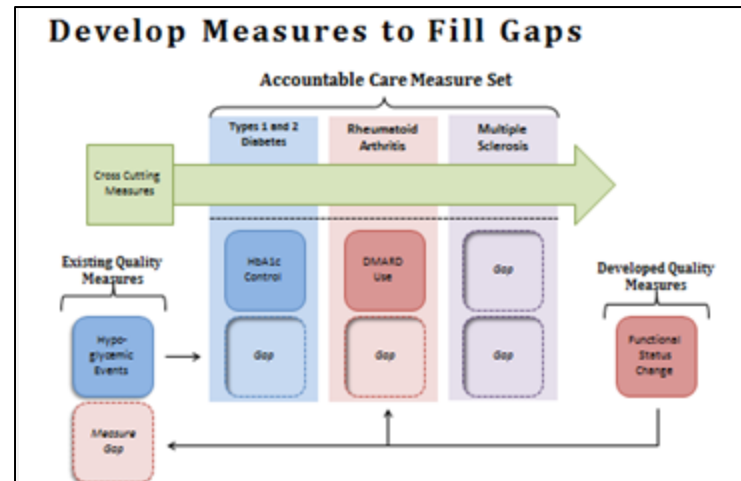
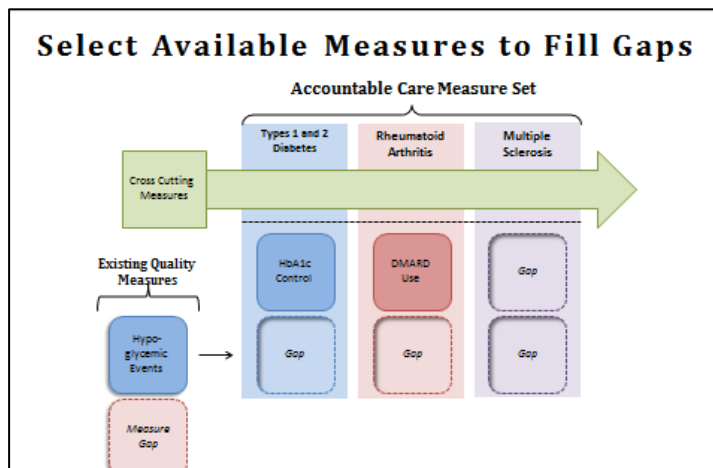
- In each circumstance where there are condition-specific incentives to achieve economic savings, there should also be a quality metric to detect underuse.



ACO and Pharmaceuticals Framework

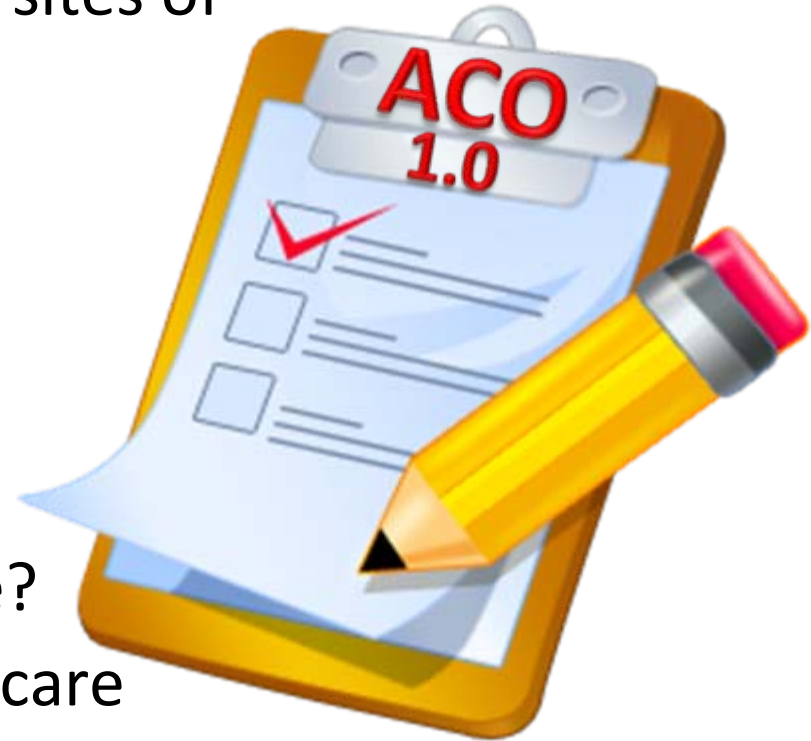
Condition	Quality Benchmarks		Cost
	Quality Measures Impacted by Pharmaceuticals	Quality Measure in CMS MSSP?	Cost Offsets from Rx
Congestive Heart Failure	Receiving Rx therapy; % of patients requiring re-hospitalization	Yes	Impact on re-hospitalization
Rheumatoid Arthritis	Receiving Rx therapy; Functional Status	No	Not in near term

ACO Quality Measures Are Deficient

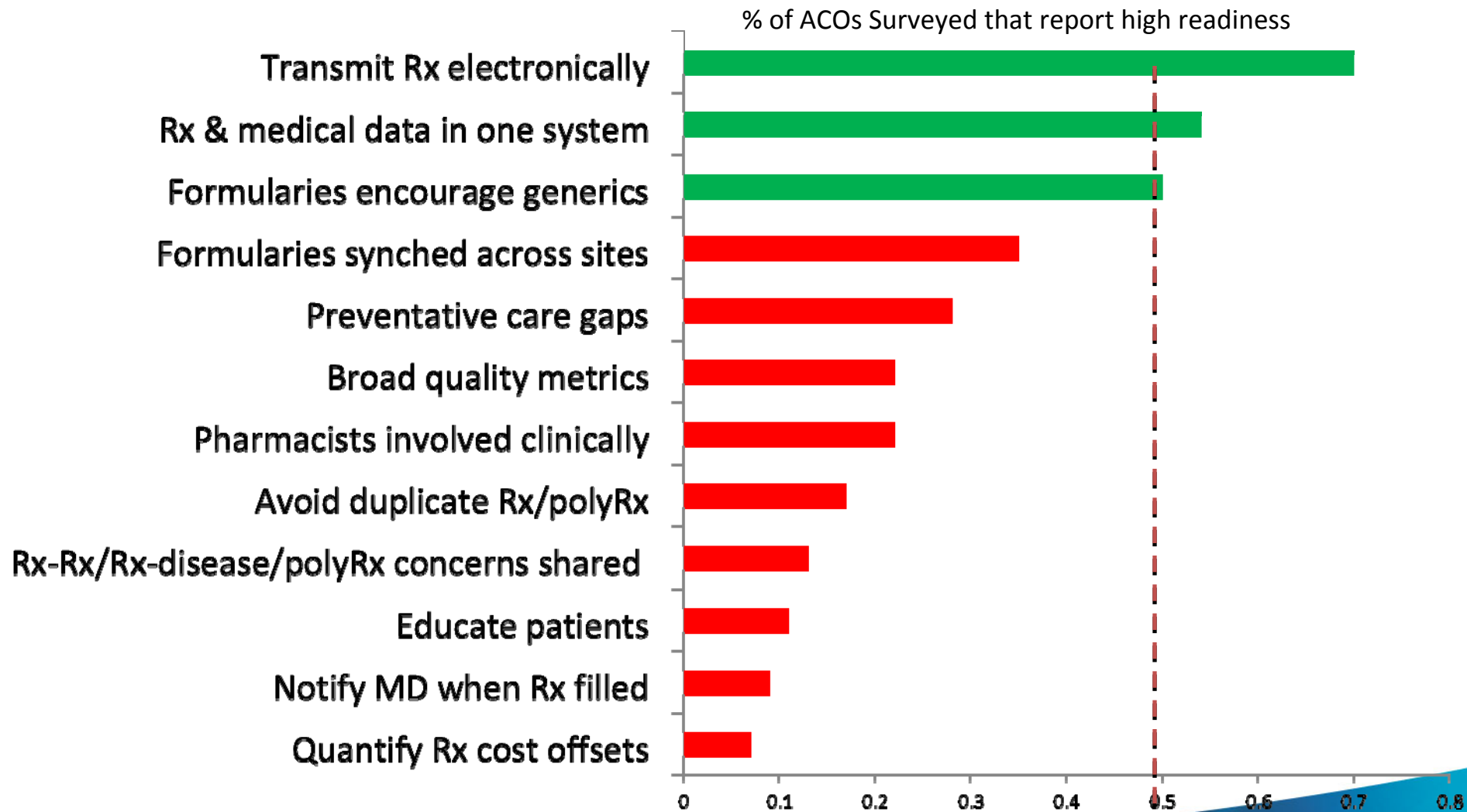


ACO Readiness Assessment (1.0)

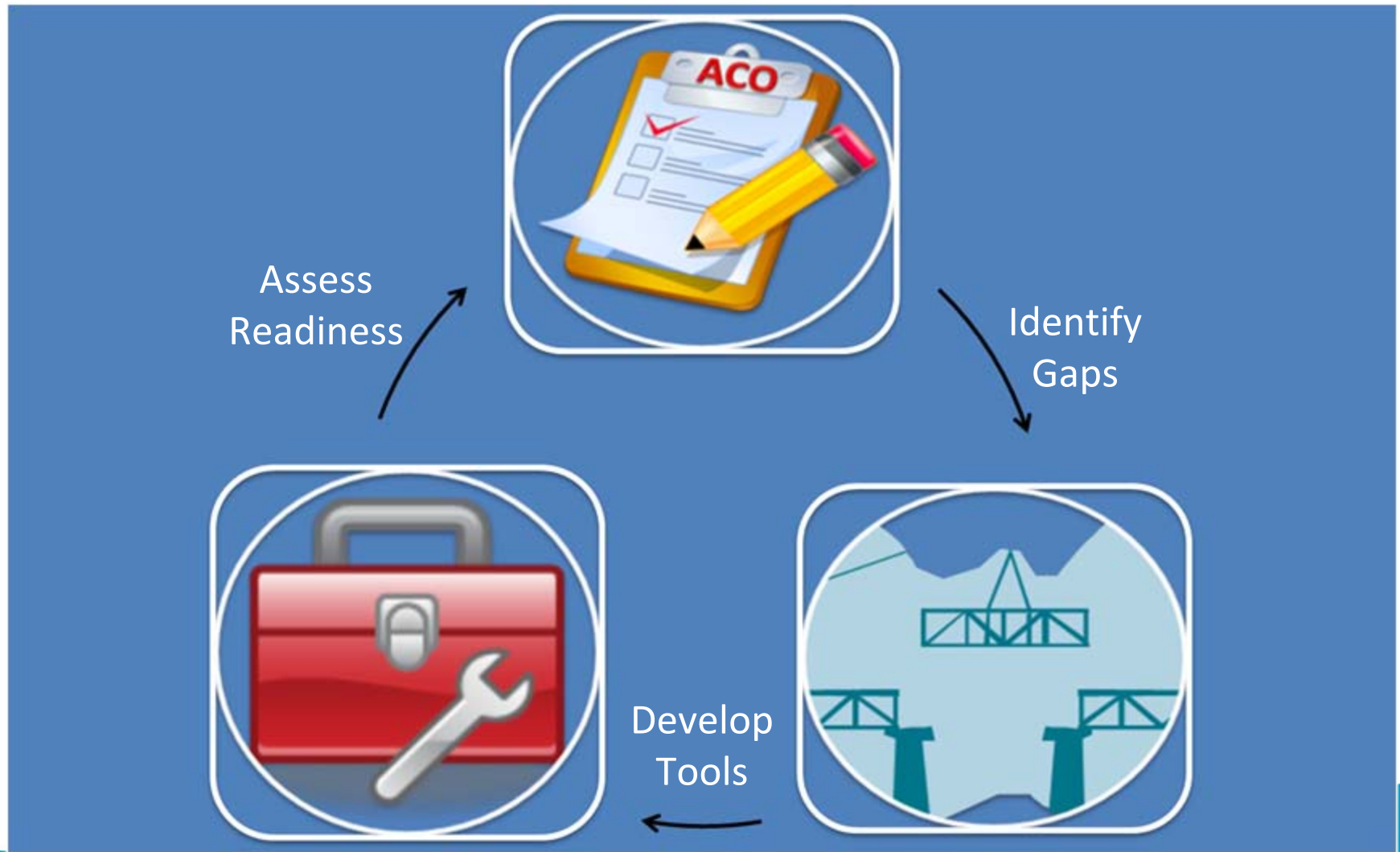
- Formularies synchronized across sites of care?
- Ability to transmit prescriptions electronically to pharmacies?
- Providers access patient data electronically?
- Providers alerted to gaps in recommended preventative care?
- Ability to capture full episode of care costs?
- Medication reconciliation performed?



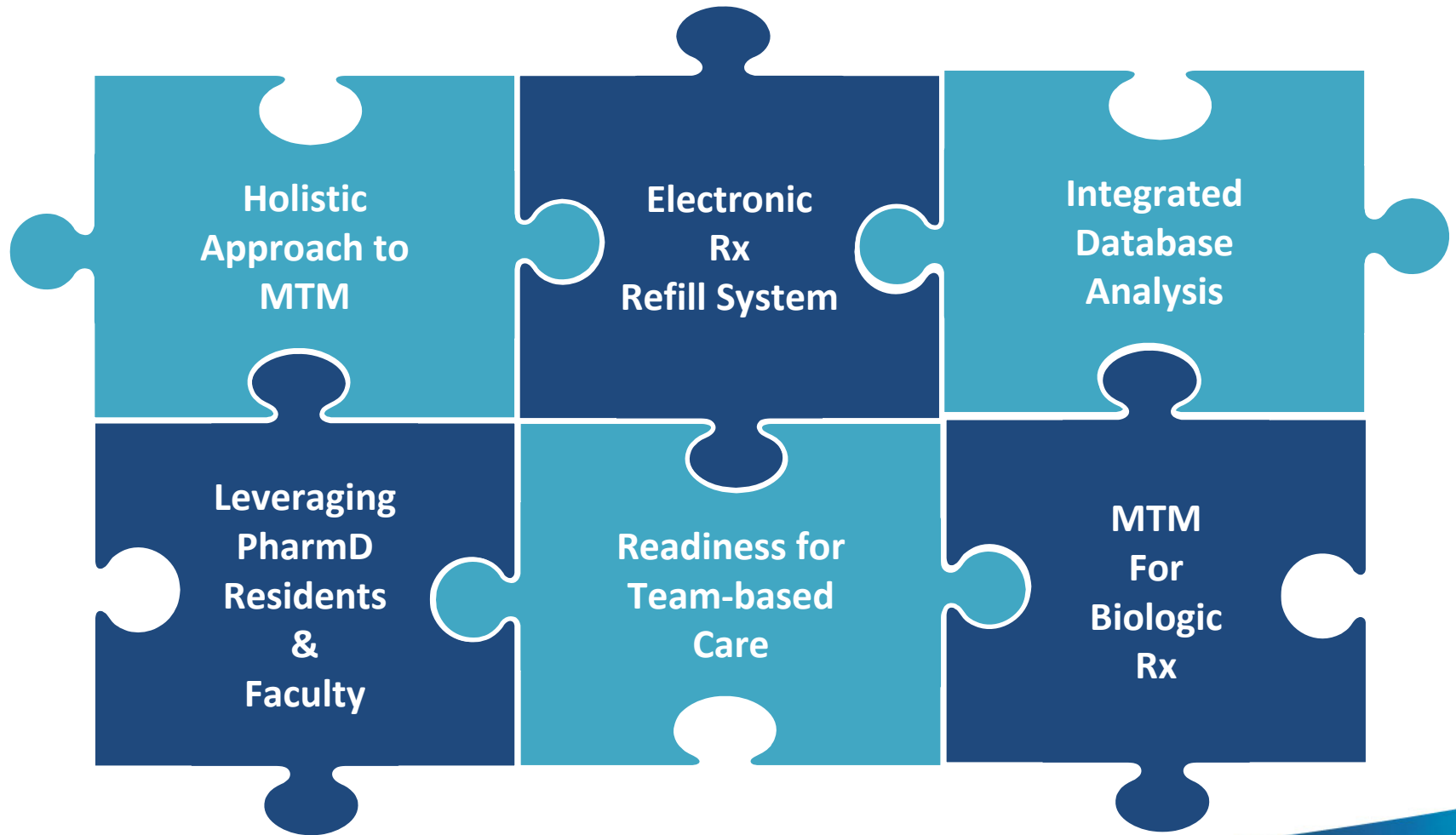
Most ACOs Were Not Ready To Manage Rx



Now What? (improve the system)



Tangible Solutions Can Improve Rx Management



ACO Case Study: Improving Outcomes & Cost with Comprehensive MTM (Fairview)

- Keys to a successful program
 - Determine start-up and ongoing costs
 - Identify high-risk patients for intervention
 - Interact directly with patients
 - Develop protocols for pharmacists to change prescriptions
 - Establish communication from pharmacist to physician
 - Identify a visionary leader



ACO Case Study: Electronic Drug Alert Program to Improve Safety (Marshfield)

- Keys to a successful program
 - Leveraging Electronic Health Records
 - Preventing “alert fatigue”
 - Flag issues related to quality measures

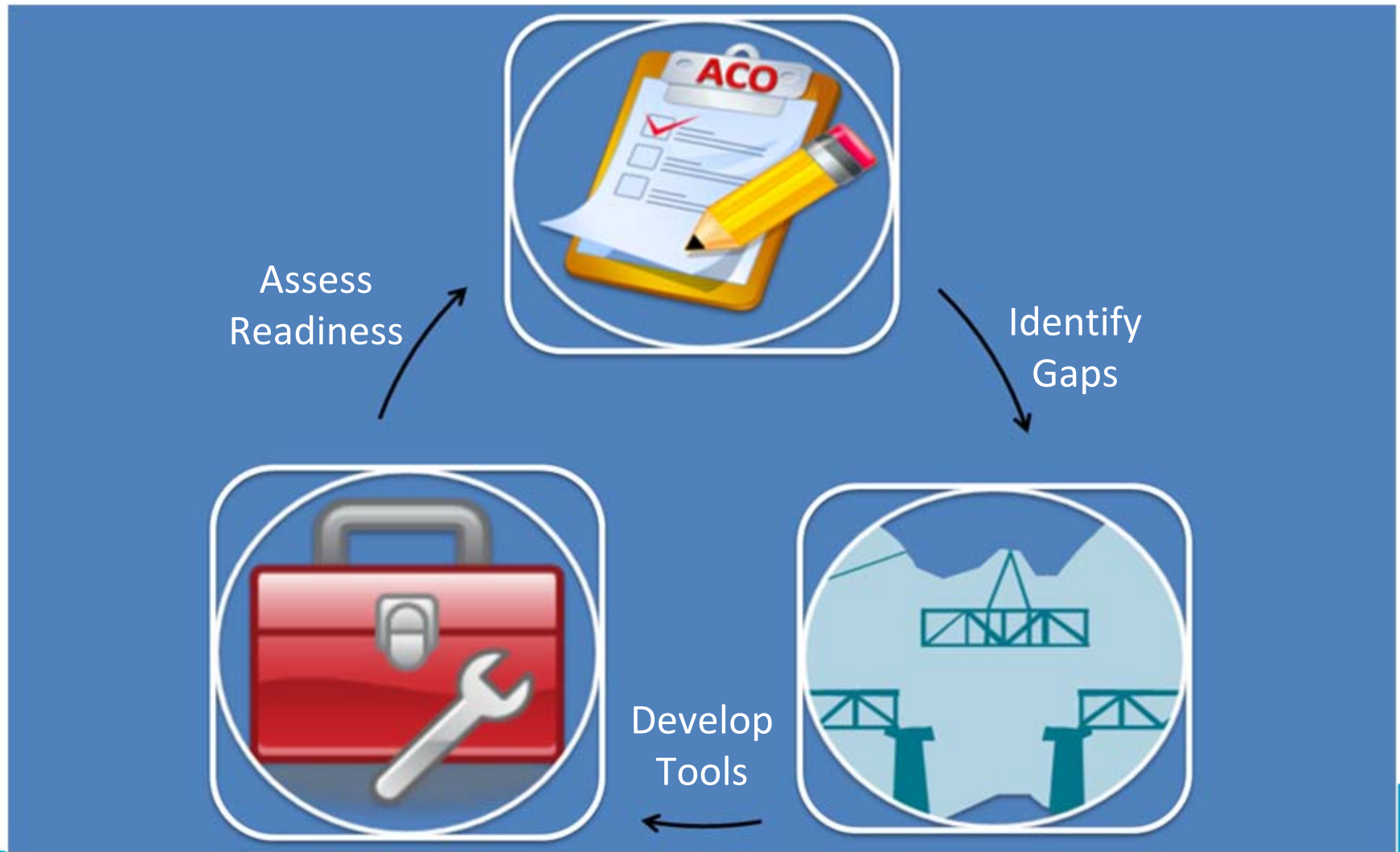


ACO Case Study: Improving Provider Productivity with Electronic Refill System

- Keys to a successful program
 - Gain buy-in from reluctant participants and turn them into program champions
 - Select the right software
 - Pharmacist profiles in EHR are critical
 - Patient portal in EHR is critical
 - Clearly communicate the program benefits (e.g., save 30 min/day)



Process is Actually a Feedback Cycle



ACO Readiness Assessment (2.0)

