



The Potential Role of Pharmacists and Pharmacies

National Pharma Audioconference: The
New Medicare-Endorsed Prescription Drug
Discount Card Program: How it Will Work
and Who Will Participate

January 28, 2004

Providing Chronic Disease Management • Preventing Medication Errors • Improving Patient Safety • Ensuring Patient Confidentiality
Advocating for a Medicare Drug Benefit • Providing Medication Therapy Management Services • Ensuring Effective Pain Management
Improving Access to Medications • Advancing Patient Care • Improving Medication Use • Providing Patient Education
Improving Patient Safety
Ensuring Patient Confidentiality
Increasing Access to Generics
Ensuring Effective Pain Management
Improving Medication Use
Advancing Patient Care

Pharmacists will make a Medicare Pharmacy Benefit Work.

Have you talked to your pharmacist lately?

Access to Medications
Medicare Drug Benefit
Providing Patient Education
Improving Patient Safety
Ensuring Patient Confidentiality
Chronic Disease Management



American Pharmacists Association
Improving medication use. Advancing patient care.

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Role of Pharmacists

- Patient Educator
- Access Point
- Discount Source
- Benefit Administrator
- Medication Expert

Role of Pharmacists

Patient Educator

- Most accessible health care provider
- Assist Patients in Navigating the Program
 - “Why isn’t the discount bigger?”
 - “Which card should I use for each drug?”
 - “Do you know how much transitional assistance I have left?”
 - “Why isn’t this drug covered? It was last month?”





Role of Pharmacists

Access Point

- Law requires access to brick & mortar pharmacy
 - Networks Authorized
 - DoD/TriCare Standards



Role of Pharmacists

Discount Source

- Potential source of discount for plan sponsor
 - “Secure” vs. “Negotiate”
- Required to pass through some of the discount from manufacturer to beneficiary
- No guarantee of pharmacy being “made whole”



Role of Pharmacists Benefit Administrator

- Card Limits
 - Medicare-Endorsed ~ one
 - Non-Medicare-Endorsed ~ unlimited
 - Manufacturer-Based ~ unlimited
- Price Differential Information
- Transitional Assistance
- Formulary Information



Role of Pharmacists

Medication Expert

- Partner with patients to improve medication use
- Partner with prescribers to advance patient care
- Partner with plans to provide Drug Utilization Review services
 - Safety & Efficacy



Medicare Changes will Change Pharmacy Practice

- Potential for harm...
 - Will discount card provide enough discount, from the major source of the cost?
 - Will coverage be ‘enough’ for consumers?
 - Sufficient compensation for medications and services?
 - Will navigating the benefit take priority over improving medication use?



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