



Optimizing Health by Advancing the Quality of Medication Use

VALUE-BASED PHARMACY PROGRAM:

BUILDING A MEDICAL NEIGHBORHOOD THROUGH PARTNERSHIP

OCTOBER 3RD, 2019

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TOWNCREST PHARMACIES

WEBINAR LOGISTICS

- **Send us your questions.** Please use the “Questions” feature in the webinar control panel to send our speakers your questions throughout today’s presentation.
- **Today’s forum is being recorded.** A copy of the slides and audio recording will be available in the [PQA Member Resources Library](#) within a week.
- **Give us your feedback.** A quick survey will launch at the end of today’s webinar.

SAVE THE DATE

- **Next Quality Forum Webinar:**
Thursday, October 17th, 2019
What Makes a Good Measure?
- **PQA Leadership Summit**
November 20-21, 2019
Arlington, Virginia

TODAY'S PRESENTERS



RUSS DEVOLDER, PHARMD, BCPS

PHARMACOECONOMIST

WELLMARK



RANDY MCDONOUGH, PHARMD, MS, BCGP, BCPS, FAPhA

CO-OWNER, PHARMCIST

TOWNCREST PHARMACIES

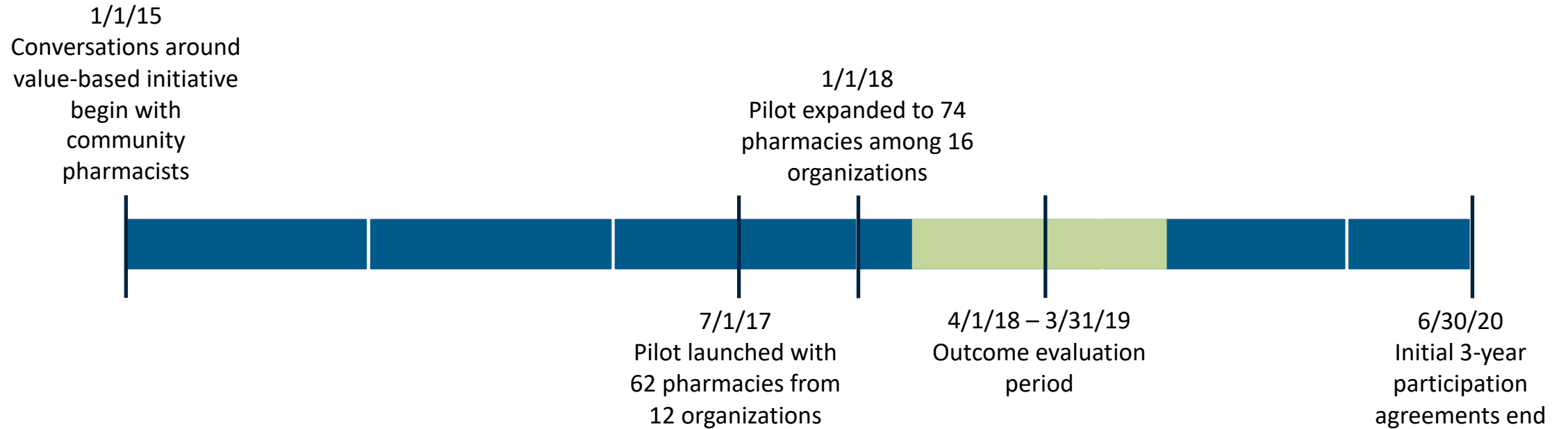
LEARNING OBJECTIVES

After attending this Quality Forum Webinar, the participants will be able to:

1. Describe the value-based pharmacy program developed by Wellmark.
2. Discuss the metrics of interest within the value-based pharmacy program.
3. Explain how community pharmacies implemented and monitored the program to optimize patient care and outcomes.
4. Apply lessons learned from both the payer and pharmacy perspective to their own situation.

PERSPECTIVE OF HEALTH PLAN

PROGRAM TIMELINE



PROGRAM OBJECTIVES



- Improve patient care/outcomes by optimizing pharmacist involvement
- Quantify impact of pharmacists
- Change culture



Value-Based Pharmacy Model

- Pharmacy selection criteria
- Patient attribution
- Performance metrics
- Performance scoring
- Value-based payment

VALUE-BASED METRICS

	Diabetes	Depression	Cardiovascular Risk	Asthma
Metric Type	Metrics			
Process	Right drug AND Adherence 			
Surrogate Outcome	Glycemic control (A1c) Blood pressure control			
Outcomes	Potentially Preventable Emergency Department Visits Potentially Preventable Admissions  Total Cost of Care			

VALUE-BASED PERFORMANCE SCORE

Measurement Domain	Potential Points	Performance		
		Threshold	Target	Maximum
Chronic Disease Management	42	Top 50th percentile of Wellmark's IA and SD pharmacy network	Self-improvement	Top 15th percentile of participating pharmacies
Potentially Preventable ED Visits*	10			
Potentially Preventable Admissions*	10			
Total Cost of Care*	38			

Value-Based Performance Score

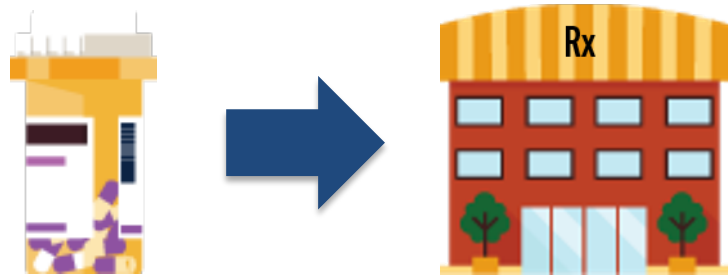
100

*Risk-adjusted



PAY FOR VALUE-BASED PERFORMANCE

Current State



drug cost + dispense fee

Value-Based Pharmacy Program



Performance Measurement

drug cost + dispense fee + value-based payment

RISK AND STOP LOSS ADJUSTED OUTCOMES – 4/1/18 THROUGH 3/31/19

Participating Pharmacy	Total PMPM ¹	Medical PMPM	Pharmacy PMPM	Admission Rate (PKPY) ²	ED Visit Rate (PKPY)	PPA ³ Rate (PKPY)	PPV ⁴ Rate (PKPY)
Y (n = 33,661)	\$664.87	\$507.34	\$157.53	74.0	215.6	6.5	112.0
N (n = 421,750)	\$697.05	\$537.43	\$159.62	76.1	217.5	7.2	113.9
% Difference	-4.6%	-5.6%	-1.3%	-2.8%	-0.9%	-9.3%	-1.7%

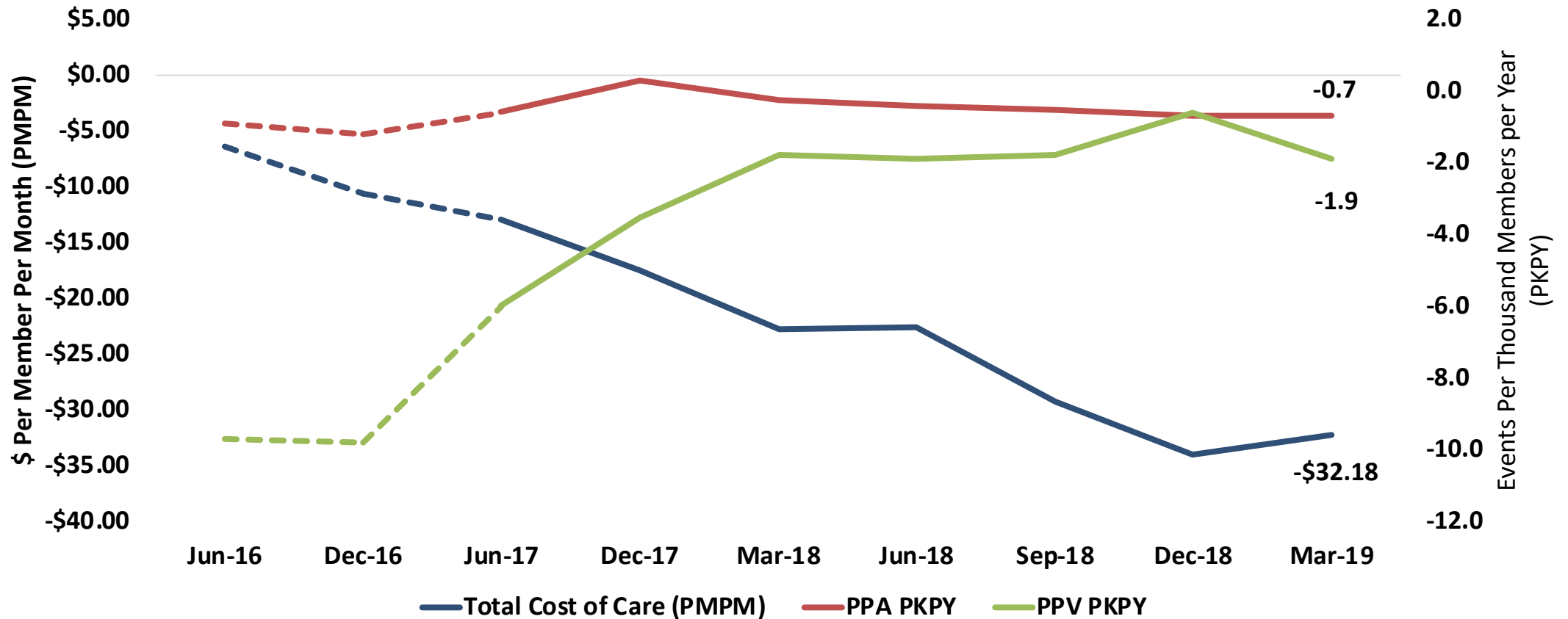
¹ PMPM: dollars per member per month

² PKPY: events per thousand members per year

³ PPA: potentially preventable admission

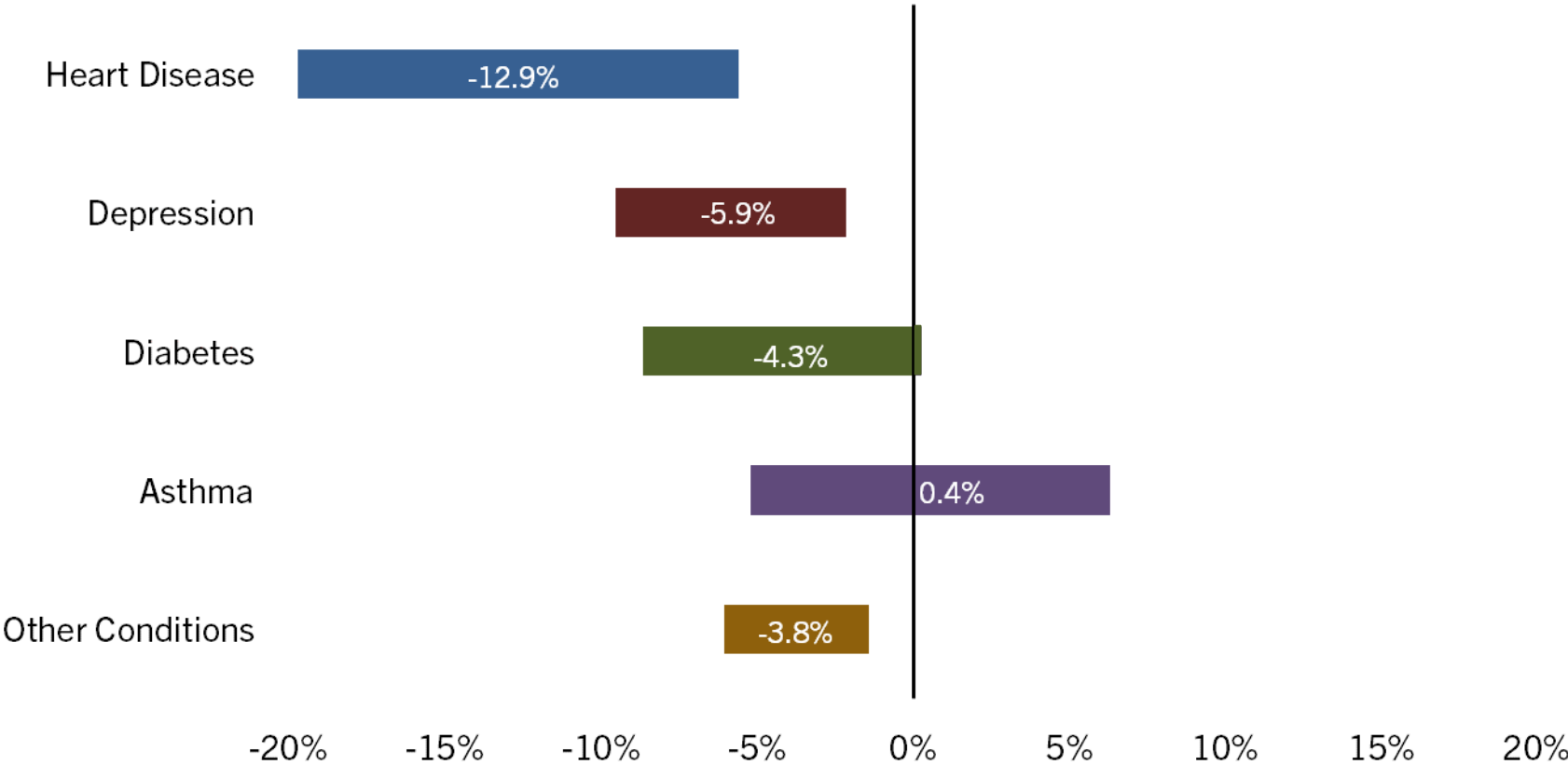
⁴ PPV: potentially preventable ED visit

RISK ADJUSTED OUTCOMES



PPA: Potentially preventable admissions
 PPV: Potentially preventable ED visits
 PKPY: Per thousand per year

CONDITION SPECIFIC COST OF CARE IMPACT



CHALLENGES AND OPPORTUNITIES

- Best practice identification and implementation
- Prescriber support/collaboration
- Data interoperability
- Validity of outcomes

PERSPECTIVE OF COMMUNITY PHARMACY

OPPORTUNITIES FOR PHARMACISTS

- Cost of nonoptimized medication therapy
 - \$528.4 billion (2016)
 - 275,689 deaths
- Causes
 - Nonoptimized therapy
 - Non-adherence
 - Underprescribing
 - Adverse effects
 - New medical problems
- Solution?

OPPORTUNITIES FOR PHARMACISTS

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- Solution?

Pharmacists, working in collaboration with the patient and interprofessional healthcare team, to provide expert drug therapy management

COMMUNITY PHARMACY COMPETITIVE ADVANTAGE

- Patient Accessibility
 - Face-to-face interaction
 - Access to a caring drug therapy expert (you!)
 - Delivery, clinical services, OTC & Rx medications
- Community Benefits
 - Local drug therapy expert
 - Part of the interprofessional healthcare team
 - Public health resource
 - Knowledge/referral to other community resources
 - Small businesses reinvest in their communities

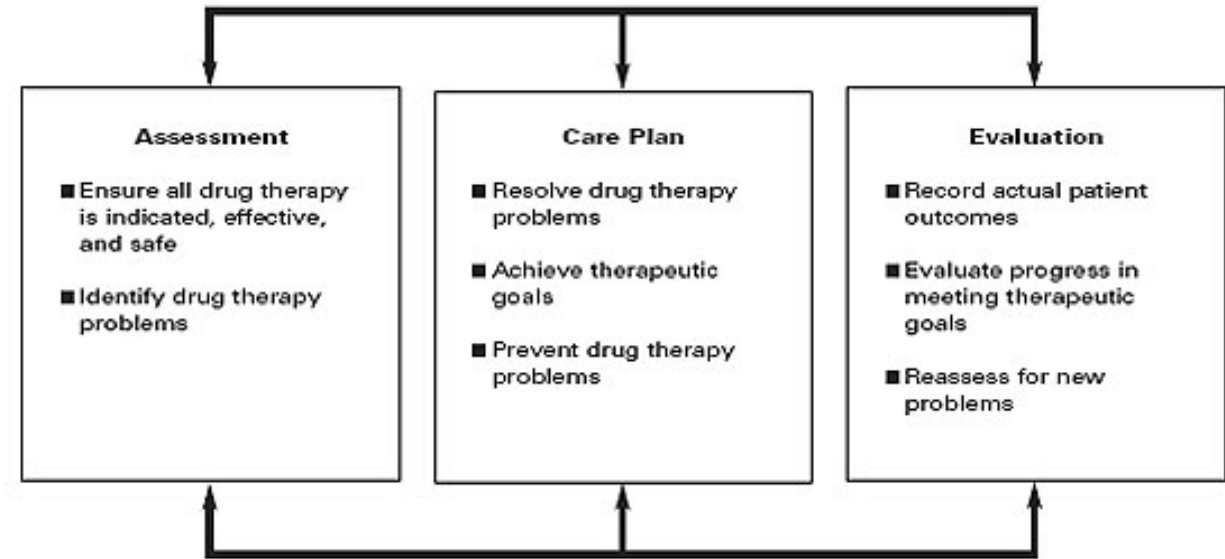
MOVING BEYOND TRADITIONAL RELATIONSHIPS



Medscape®

www.medscape.com

Establish a therapeutic relationship



Continuous follow-up

Source: J Am Pharm Assoc © 2004 American Pharmacists Association

PRACTICE STRATEGIES TO ENSURE MEDICATION OPTIMIZATION FOR PATIENTS

- Continuous Medication Monitoring (CoMM) incorporated into daily practice
- Division of workflow
 - Technician-driven, pharmacist-managed **dispensing process**
 - Pharmacist-driven, technician-assisted **clinical activities**
- Medication Synchronization
 - Appointment-based model
 - Technician-driven
- Technology Utilization
- Slack Resources
- Develop patient-centered care plans (care planning)
- Document care plan and patient care process (e-Care plan)

A TIERED APPROACH TO PATIENT CARE



http://www.communitypharmacyfoundation.org/resources/grant_docs/CPFGrantDoc_74861.pdf. Accessed April 24, 2017.

<http://www.pharmacytimes.com/publications/directions-in-pharmacy/2015/december2015/impacting-pharmacy-performance-measures-the-need-for-fair-and-reasonable-compensation-for-pharmacists>. Accessed February 15, 2019.

WELLMARK VALUE-BASED PHARMACY PROGRAM

- Important to review dashboard provided by Wellmark
 - Review performance measures
 - Identify gaps in performance
 - Review patients
 - Identify medication-related problems
 - Develop and implement plan to resolve medication-related problems
 - » Intervene with clinical recommendation
 - » Patient level/Physician level intervention

OUTCOMES

Process Measures	Surrogate Outcomes	Outcomes
CVD: Statin PDC	Blood Pressure Documented	Risk-Adjusted PMPM
CVD: High Intensity Statin	Blood Pressure < 140/90	Risk-Adjusted PPA
CVD: Moderate-High Intensity Statin	A1C Documented	Risk-Adjusted PPV
Diabetes: ACEI/ARBs PDC	A1C < 7.5%	
Diabetes: Oral Medications PDC	PHQ-9 Documented	
Asthma: Medication Ratio	PHQ-9 Outcome	
Asthma: Controller PDC		
Depression: Acute Phase Treatment		
Depression: Continuation Phase Treatment		

INTERVENTION ANALYSIS RESULTS—PILOT PROGRAM

- 2,481 patients received 16,986 interventions
 - Mean # interventions/patient: 6.8
 - Intervention types:
 - Drug therapy problem: 49.7%
 - Patient counseling & education: 43.4%
 - Other medication management: 6.9%
- Mean patient age: 59.1 years
- Mean # unique meds: 8.0

INTERVENTIONS BY SUBGROUPS—PILOT PROGRAM

	Age <65	Age ≥65	<8 Medications	≥8 Medications
Frequency	1,349	1,126	1,399	1,034
Mean age	44.0	77.1	55.6	64.2
Mean # medications	6.9	9.3	3.6	14.0
Mean # Interventions	5.5	8.5	3.4	11.8

INTERVENTIONS BY SUBGROUPS—PILOT PROGRAM

	Diabetes Medication	Warfarin	Opioid Medication	SSRI Antidepressant
Frequency	250	124	602	504
Mean age	65.4	77.5	66.7	55.3
Mean # medications	13.6	14.2	12.3	12.1
Mean # Interventions	12.9	14.2	11.3	10.0

CHALLENGES AND OPPORTUNITIES

- Some performance metrics were difficult to affect because information was not clear or easily ascertained
- Prescriber support/collaboration
- Patient attribution changes
- Claims level data versus patient level data
- Patient acceptance of our role and why we are collecting their clinical information

RECAP

- Value-Based Pharmacy Program measures, recognizes, and rewards community pharmacies for the impact they have on patient care
- Participating pharmacies have fewer admissions, ED visits, and lower costs of care
- Pharmacists need have the capacity within their practice to provide enhanced patient care services
- Establishing new relationships with patients, other providers, and other key stakeholders is essential optimizing patient care/outcomes
- Pharmacists need to become interventionists—identifying and resolving medication-related problems

QUESTIONS?

Upcoming PQA Events



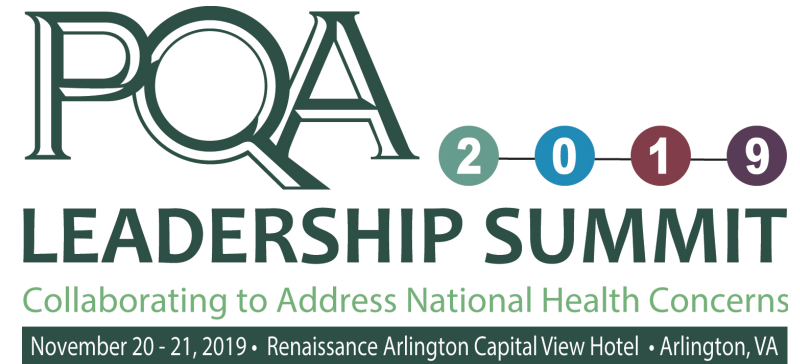
CARING FOR THE WHOLE PATIENT

LEVERAGING PHARMACISTS TO ADDRESS SOCIAL DETERMINANTS OF HEALTH

November 19 - 20 • Arlington, VA

A PQA national forum to showcase emerging best practices to address the social determinants of health and the role of pharmacists.

[pqaalliance.org/
pqa-caring-for-the-whole-patient](https://pqaalliance.org/pqa-caring-for-the-whole-patient)



An interactive, working, members-only meeting that will equip you with actionable learnings to address four leading national health concerns.

[pqaalliance.org/
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