

# Pharmacy Benefit Risk Management



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## RxResults



### Pharmacy Benefit Risk Management

- Evidence Based Formulary Management – **EBRx**
- Prescriber Profiling
- Medication Therapy Management - **MTM Results**

## *MTM Results*

**Medication Therapy Management:  
Integrated Solutions to  
Medication Related Problems**



# Costs Associated with Medication Related Problems

## Non-Adherence

- 20% of all new prescriptions go unfilled
- 40% of patients do not adhere to their prescribed medications
- 10 to 25% of hospital and nursing home admissions
- Three times as many doctor visits and \$2,000 more spent per year
- Estimated annual cost in the United States is \$290 Billion
- Approximately 125,000 annual deaths in America

The 21<sup>st</sup> Century Intelligent Pharmacy Project: The Importance of Medication Adherence : A white paper released by the Center for Health Transformation's 21<sup>st</sup> Century Intelligent Pharmacy Project 2010.

## Other Costs Associated with Medication Related Problems

- Workplace Productivity - lost work time due to:
  - absenteeism (missed time from work)
  - presenteeism (the act of attending work while sick)
- Cost of ER visit
- Cost of hospital stay ( Average cost in 2010 - **\$9700**)

Carls GS, Roebuck MC, Brennan TA, Slezak JA, Matlin OS, Gibson TB. Impact of Medication Adherence on Absenteeism and Short-Term Disability for Five Chronic Disease. JOEM . 2012; 54: 792-804.

Cost for Hospital Stays in the United States 2010. Statistical Brief #146. Agency for Healthcare Research and Quality

## Effects of Medication Related Problems on the Employer

- Unhealthy employees
- Increased dollars spent on health care cost
- Lost productivity due to absenteeism
- Lost productivity due to presenteeism



## ***MTM Results***

### **Medication Therapy Management: RxResults Solution to Medication Related Problems**

#### **Employer**

- Initiates MTM program
- Commits to encourage and support qualifying members

#### **Pharmacist**

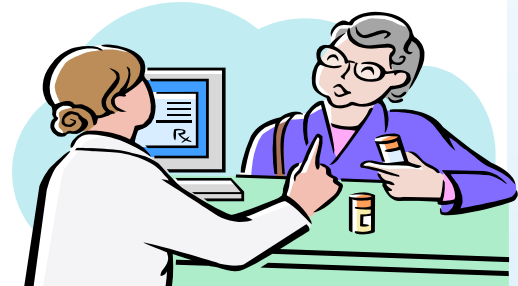
- Utilized as medication expert
- Meets with qualifying members to address medication related problems

## ***MTM Results:*** **Addresses Medication Related Problems**

- Medication Non-Adherence
- Gaps in Care
- Medication Safety
- Education



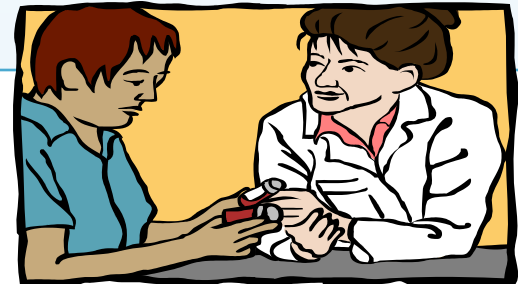
## ***MTM Results:*** **Medication Therapy Management**



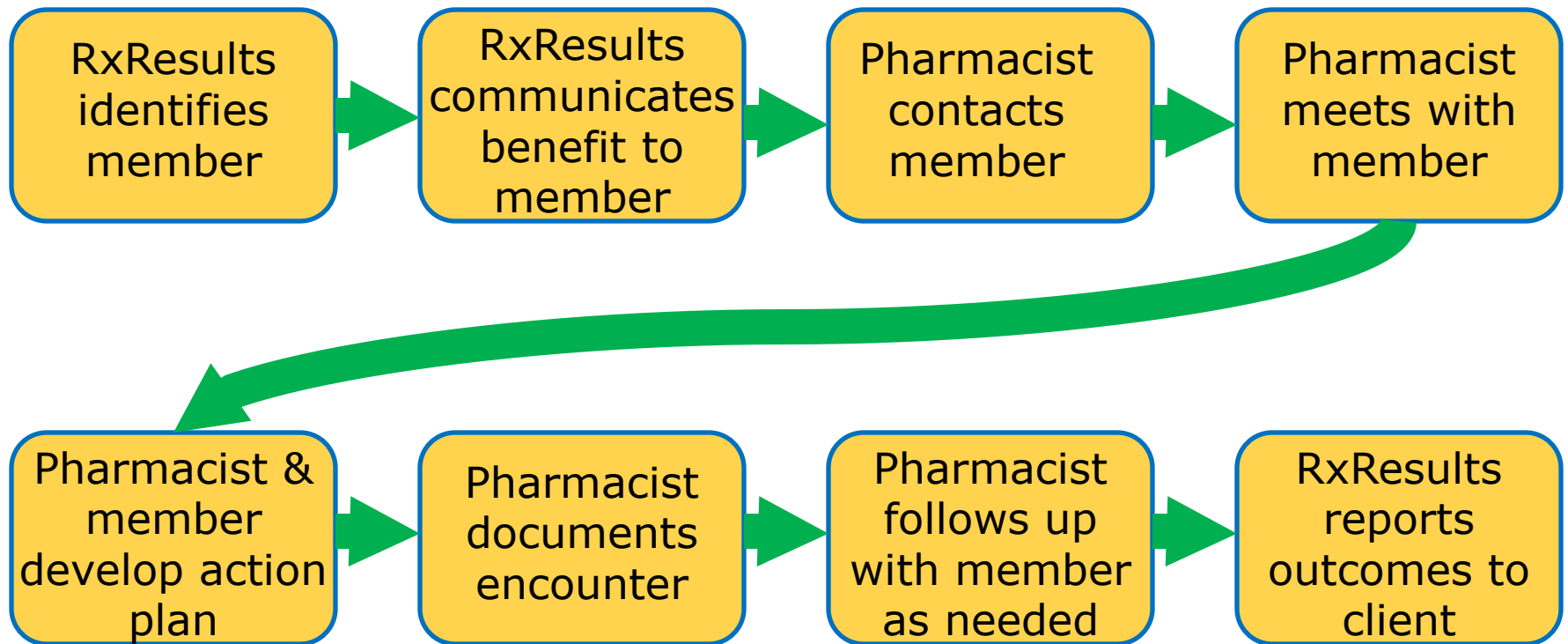
- Includes:
- Comprehensive Medication Review (CMR)
  - Medication Action Plan
  - Personal Medication List
  - Quarterly Follow-up Medication Reviews (FMR)

## Role of MTM Pharmacist

- Involve member in therapy, goal setting, treatment plan and monitoring
- Discuss reasons not meeting goals
- Assesses member needs and teaches self-management of their condition
- Collaborate with other healthcare providers as necessary
- Document all information in MTM platform - Outcomes reporting
- Provide member with Medication Action Plan and Personal Medication List
- Optimizes clinical and economic outcomes



## MTM Results – The Process



## **Expected ROI for Employer and Members**

### **Traditional ROI**

- Cost Savings

### **Expanded ROI**

- Clinical Impact
- Improved Member Engagement
- Increased Productivity

## Benefits of *MTM Results*

### Members

- Better understanding of their health conditions and medications
- Increased adherence to their treatment plans
- Improved health outcomes
- Reduced out-of-pocket medical expenses

### Employer

- Higher employee satisfaction
- Healthier, more productive employees
- Fewer sick days due to chronic health conditions
- Reduced costs within medical plan





“Tell me and I forget.  
Teach me and I remember.  
Involve me and I learn.”

Benjamin Franklin

“Knowledge is power.”

Sir Francis Bacon





*Trusted Pharmacy Benefit Solutions*

**QUESTIONS??**