



CPESN® Pharmacies and Local Network Leadership:

Good morning! Here is this week's **Sunday Update** on CPESN activities from the past week.



Network Development

It's been a busy week with networks meeting across the country! Local network leaders in Texas, South Carolina, Florida, Virginia, California, Ohio, Michigan, and the Nutmeg State have all convened to discuss strategy for growth.

Will we see you in Boston?

We hope you are making plans to attend the NCPA Annual Convention in Boston! **Don't waste any more time, register for the NCPA Annual Convention Today! Click [here](#).**

Save the dates & times for these events:

**Saturday, October 6th through
Tuesday, October 9th**

CPESN track programming for all CPESN participating pharmacies

Saturday, October 6th from 1-5 p.m.

CPESN Business Meeting for Network Facilitators and Luminaries

Sunday, October 7th from 6-7 p.m.

CPESN USA Luminary Reception

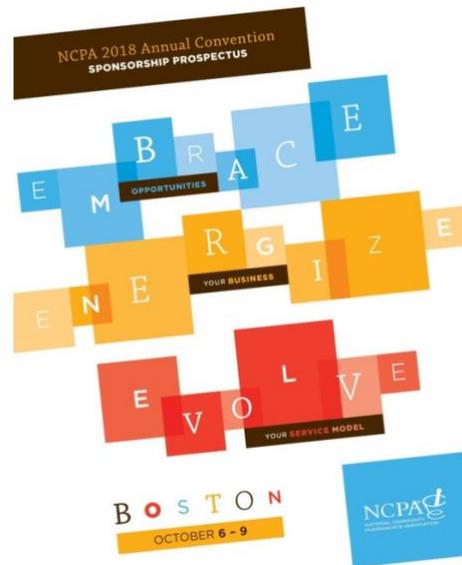
Wednesday, October 10th

CPESN Board of Managers Meeting

Saturday, October 6th through Monday, October 8th

CPESN Local Network Information Sessions

20 local networks will be hosting local network information sessions during the NCPA Annual Meeting. If you are interested in learning more about what's happening in your local network, make plans to attend. Stay tuned for more information regarding your network's meeting location.



Payer Engagement

In addition to our usual update on payer engagements over the past week, we wanted to provide a summary of current payer programs across networks. At last count, **there are at least 13 local CPESN networks that are either currently participating in a payer program or are in final contract negotiations with a payer.** Several other networks are actively negotiating proposals and/or contract language with a payer. These programs highlight the different ways that CPESN networks and pharmacies can bring value to payers and partners – through programs focused on specific disease states, transitional care/post-hospital discharge follow up, or longitudinal comprehensive/whole-person care.

An Eastern network is responding to an RFP for accountability and payment as a clinically integrated network. This reinforces our collective pharmacy need to organize the way physicians and other health care providers do. It helps validate that we are on the right path with clinical integration as a strategy and organizing around medical trading and service delivery areas (geographies like states and regions that speak to population bases needing services, rather than organizing around medication procurement and reimbursement). Both product and service are needed to sustain community-based pharmacies and our focus is on the later through enhanced services that differentiate you from "regular" pharmacies.

A Western network has received a request for ACO contracting with the Local Network. The local ACO recognized that their regulatory requirements under CPC+ as well as their outcomes and performance needs are principally driven by optimizing medication use. They are looking to the CPESN Network and building those features into a payment for services contract.

A new breed of narrow networks? I've been having a conversation with a national payer over the past few weeks around an opioid service and they want to exclude any pharmacy from participation in their program who has had a patient that overdosed on opioids. I found this interesting as it speaks to some of the now subtle, but soon to be mainstream, Outcomes-Based Narrow Networks and less on product reimbursement and Rebate-Based Narrow Networks. This notion started in specialty pharmacy and is percolating throughout the system. As providers of enhanced services, we welcome the notion of focusing on outcomes and high quality services as the means for preferential payment and access to product lines and service programs.

A Northwest network has been in active discussions with an ACO for the past several months, and those discussions are very near bearing fruit in the form of a contract with several large practices for chronic care management, transitional care management, and annual wellness visits.

CPESN Upstate NY officially kicked off their programs in partnership with Alliance for Better Health on August 1st. This past week, John McDonald, owner of Marra's Pharmacy, hosted Healthy Together Live, an Alliance coordinated program that

showcases the value of various interdisciplinary partners within the Alliance network. The focus this week was CPESN pharmacies, and John's pharmacy provided the backdrop for the presentation. (See photo below.) These programs are made possible through funds provided by the [Alliance for Better Health](#).



Quality

eCare Plan Webinar Series

Thanks to QS/1 and AssureCare for conducting their Pharmacist eCare Plan demonstrations this past week. We still have a few more yet to come.

These vendor demonstrations, which make up Part II of this webinar series, are now ready for registrations! **Each vendor's demo has its own unique registration link, which you can access by clicking on the vendor's name.**

Tuesday, August 21st at 3 p.m. EST :: [Best Rx Demo](#)

Wednesday, August 29th at 1 p.m. EST :: [Docslnk Demo](#)

Thursday, August 30th at 11 a.m. EST :: [Pharmetika Demo](#)

If you've missed a vendor demonstration, the CPESN USA staff is compiling an abbreviated written summary of all the technology vendor demonstrations so that pharmacies have a resource to access after the live web demonstrations are complete. Additionally, we will share the recordings of the demonstrations if the

vendor permits us to do so (some prefer to give repeated live demonstrations instead of a recording). More on that in a future update.



Marketing

Marketing

CPESN Luminary-of-the-Year Award

A big thank you to those of you who nominated a local network luminary for the 2018 CPESN Luminary-of-the-Year Award. The winner will be announced on Sunday, October 7th at NCPA Annual Convention and shared here in a future edition of the *Sunday Update*.

CPESN U

Have you missed class? Each week, CPESN USA leaders have an educational session for participating pharmacies called CPESN U. These sessions are designed to educate you on topics impacting our clinically integrated network or our industry. **Here are some of the past CPESN U sessions:**

1. CPESN USA Overview; Click [here](#) to read
2. Third Party Networks; Click [here](#) to read
3. Clinical Integration 101; Click [here](#) to read
4. Pharmacist eCare Plan 101; Click [here](#) to read
5. CPESN USA Governance; Click [here](#) to read
6. CPESN USA Participation Fees; Click [here](#) to read
7. CPESN USA Minimum Standards: Service Sets; Click [here](#) to read
8. CPESN USA Network Adequacy; Click [here](#) to read
9. CPESN USA Technology Update; Click [here](#) to read
10. Joining Multiple CPESN Networks; Click [here](#) to read
11. Chronic Care Management; Click [here](#) to read
12. CPESN USA Minimum Standards: Quality Assurance Data Collection; Click [here](#) to read



Enhanced Services Boot Camps

We still have more enhanced services Boot Camps scheduled. We will be in Wisconsin Dells, Wisconsin **on August 25th**. If you are interested in getting a jump start on your services offering, click [here](#).



Operations

Participation Fee Collection via Invoice

For pharmacies that have opted to pay CPESN USA participation fees via annual invoice, those were mailed via USPS to your pharmacies on June 22nd. Because our intent is to invoice annually to align with CPESN USA's fiscal year (July-June), that mailing contained 2 invoices – one for April 2018-to-June 2018 (or a subset of those months for pharmacies that joined during that period), and one for July 2018-to-June 2019. For any pharmacies that have not yet returned payments for these invoices, you will receive a reminder email containing the outstanding invoices the week of August 20th. The reminder email will also include information about how to convert your invoice payment to a monthly bank draft, should you prefer that option.

Chronic Care Management

Our Chronic Care Management (CCM) Playbook is now available. If you don't know what CCM is and/or need to understand how to use the CCM Playbook, please sign up for the CCM Office Hours webinar. This webinar is held monthly on the third Thursday of each month at 3 p.m Eastern. **The next webinar will be held this Thursday, September 20th.**

1. Click [here](#) for one-time registration to CCM Office Hours
2. At least one week prior to a scheduled webinar, you can submit any questions you have about CCM & how to implement it, by clicking [here](#).

(Submitting questions prior to the webinar will allow us to be efficient with everyone's time and to provide appropriate answers to your questions.)

Governance: 2018-2019 CPESN USA Board of Managers Appointments

Please join us in congratulating the following 14 networks, which all had at least 40 participating pharmacies on August 1, 2018 and thus **have a Board of Managers appointment for the upcoming year beginning in October 2018!**

- Arkansas CPESN
- CPESN Georgia
- CPESN Iowa
- CPESN Kansas
- LaCPESN (Louisiana)
- CPESN Missouri
- CPESN Mississippi
- Mutual CPESN (North Carolina)
- CPESN NYC
- Pennsylvania Pharmacists Care Network
- RxSelect CPESN
- CPESN South Carolina
- CPESN Tennessee
- CPESN Texas

Thanks for being a participating pharmacy. Have a great week!



Sincerely,

A handwritten signature in black ink, appearing to read 'Troy Trygstad'.

Troy Trygstad
Executive Director

For more information on CPESN®
Networks, visit www.CPESN.com



