



CPESN® Pharmacies and Local Network Leadership:

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



Network Development

Several local networks are tackling “growth campaigns” to increase the number of participating pharmacies. If you are striving toward network adequacy and would like to work with CPESN USA staff to organize a local-network-specific pharmacy recruitment webinar, we are glad to help! Reach out to your CPESN Account Manager and work with them on scheduling customized webinars. When scheduling, it is always best to select a webinar date at least 3-4 weeks out to allow enough time to reach prospective pharmacies through various promotional channels. Supporters of the CPESN effort, including AmerisourceBergen, Cardinal Health, H.D. Smith, PioneerRx and STRAND have agreed to help us get the word out to pharmacies in your area. Let’s keep working together to identify the highest-performing pharmacies across the nation and encourage them to join a CPESN network!

Also remember, if you come across interested pharmacies that may have not heard of the CPESN concept, please refer them to our regular “Introduction to CPESN webinar series” held on Thursdays. More information on how to register can be found [here](#).

A CPESN Mississippi Participant Meeting was held this past week with over 50 pharmacists joining productive discussions on ways to enhance pharmacy services in their state! Great job, CPESN Mississippi (photo below).



Payer Engagement

Network Adequacy. Network Adequacy. Network Adequacy. We continue to hear from payers that we need coverage in a number of the networks. We have a lot of networks, but need to fill many of them out. We have an "interested in joining" list of nearly 900 pharmacies from the summer trade shows and will be working that list aggressively in the networks that have payers interested, but not enough pharmacies to support them. It's to every pharmacy participant's and local network's advantage to grow networks with high performing pharmacies.

Congrats to CPESN Texas Luminary, Ben McNabb, who serves on the Texas HHSC Value Based Payment and Quality Improvement Advisory Committee. He's been doing a lot of good work to get a good word in for community-based pharmacy. Getting on advisory boards and public health forums and committees is a great way to serve your community as well as tell the good things about pharmacies' contributions to the healthcare. Thanks, Ben!

A Southern network has recently engaged a Medicaid Accountable Care program. Recently, CMS announced a Medicaid transformation initiative and two of the twelve very large health systems involved have been having ongoing discussions with CPESN Networks (one in the South and one in the mid-

South). This reinforces the importance of planting seeds early even if no payments are readily available at the time, even if they don't blossom until later. Both of these networks will be in a much better position now to put in proposals for payment funding for enhanced services right from the start.



Quality

eCare Plan Webinar Series

Thanks to Best Rx for conducting their Pharmacist eCare Plan demonstration this past week. We still have two more. **Each vendor's demo has its own unique registration link, which you can access by clicking on the vendor's name.**

Wednesday, August 29th at 1 p.m. EST :: [DocsInk 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

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

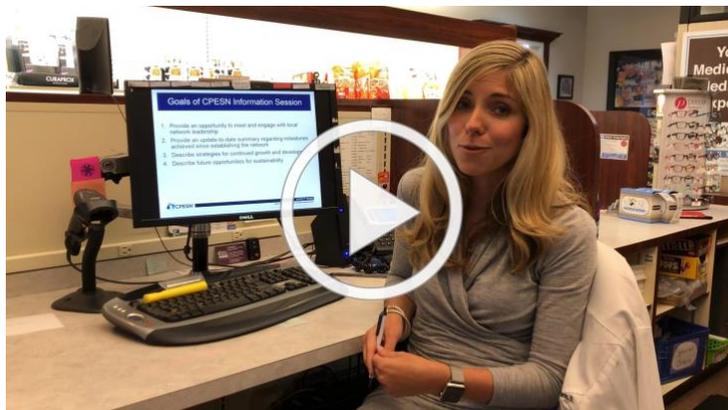
Saturday, October 6th through Monday, October 8th

CPESN Local Network Information Sessions

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

For more on the local network information sessions and other activities at the NCPA Annual Convention watch this video from *CPESN U*.





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

In the News

Doug Hoey, CEO of the National Community Pharmacists Association, points to CPESN USA in a recent national pharmacy publication. In a recent article entitled, "Current Rx Payment System Needs to be Changed" and featured in *Chain Drug Review*, Hoey says, "Rewarding pharmacies that are providing cost savings and quality value beyond dispensing is a key evolution in the pharmacy payment system." Click [here](#) to read the whole article.



Operations

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.)

Congrats to some CPESN pharmacies for their local marketing efforts. My wife and I adore our pediatrician's office and she encountered this bulletin board when she checked in our son, Spencer, for his immunizations. Well done Greg Vassie and Tiffany Barber (whose pharmacies were promoted on the photo below)!



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



Sincerely,

A handwritten signature in black ink, appearing to read 'Troy Trygstad', written in a cursive style.

Troy Trygstad
Executive Director

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

