



CPESN® Pharmacies and Local Network Leadership:

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

CPESN Luminary-of-the-Year Award

We are accepting nominations for the 2018 CPESN Luminary-of-the-Year. Has one of your local network luminaries gone above and beyond? Is one of your luminaries a rock star in terms of building your network toward adequacy or getting a payer? If so, nominate them for this year's award. Click [here](#) for the nomination form.



Network Development

We have over 1,600 participating pharmacies! CPESN Tennessee is has been growing rapidly and is now our second largest network behind North Carolina's Mutual CPESN network. 14 local CPESN networks have now reached 40 participating pharmacies and will be able to appoint a pharmacy owner to the CPESN USA Board of Managers for our next meeting (which is planned during the NCPA Annual Convention in Boston).

Mark Your Calendars!

We hope that you are making plans to attend the NCPA Annual Convention in Boston in October! We are planning some opportunities to connect together at this meeting. Save the dates for these important events.

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

CPESEN Business Meeting for Network Facilitators and Luminaries

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

CPESEN USA Luminary Reception

Wednesday, October 10th

CPESEN Board of Managers Meeting

Saturday, October 6th through Tuesday, October 9th

CPESEN track programming for all CPESEN participating pharmacies

Don't delay, register for the NCPA Annual Convention Today! Click [here](#).

Last Call for Local Network Recruitment Session/Informational Meeting while at NCPA Annual Convention

There is still meeting space available for your local network to host a recruitment session or informational meeting during the NCPA Annual Convention. The rooms are going fast. Requests will be accepted through August 6. Contact Ashley Branham to secure your spot.



**Payer
Engagement**

Payer and Partner Engagement

A Southern network has been approached about a pharmacogenomics engagement. No doubt that these will only increase over time.

A Western network has been approached about Chronic Care Management, except this time the primary care group talked about paying for services right up front – great news – we can't keep giving away services for free!

An relatively new Eastern Network is off an running with a Medicaid MCO engagement around complex patients and transitional care.

Trista was in Albany earlier this week, working with Luminary John Croce to launch several new payer programs for the Upstate NY CPESEN. All of them are

Medicaid-focused, and they involve collaborative care models for a high risk behavioral health population. These programs have many exciting aspects, but one worth highlighting is the opportunity of participating pharmacies to be measured using traditional medical-side performance measures (such as HEDIS). John and pharmacy participant Katie Bonnier spent many hours developing and refining the proposals that resulted in these payer engagements, and CPESN USA wanted to recognize their specific contributions! These programs are made possible through funds provided by the [Alliance for Better Health](#).



Upstate NY CPESN leaders and pharmacy owners

CPESN USA has ongoing positive dialogue with a conglomerate of Medicare and commercial ACOs that have presence in multiple states. Groups like ACOs are especially interested in service sets like transitional care and longitudinal management with a focus on quality measures and care gap closures. There is desire to identify geographic areas of overlap where a possible framework for collaboration can be explored.

Trista and I have a meeting with a national plan on Wednesday. The goal is to pitch a national template for contracting and engagement. Unlike pharmacy contracts, medical contracts are never "national" contracts and are usually regional or state based, yet templated across the national payer. This allows for some uniformity with respect to the process of negotiating and contracting, but allowing for local market flexibility, local regulatory flexibility and local service needs and adequacy. Its a model we need to follow.

We'll be changing the format of our monthly Payer, Partner and Purchaser Work Group webinar this week while we anticipate the release of the new "collaboration site" and roll out customer relationship management software later this year to better track engagements. The good news is that there are beginning to be too many to track across 43 networks, the bad news is that if we don't track

them well we lose many opportunities for follow-up, cross-pollination and templating to reduce cost and time to contracting.



Quality

Many thanks to PioneerRx and STRAND for providing live demos of their eCare Plan capabilities and related system features to CPESN pharmacies this week. The webinars appeared to be very fruitful for pharmacies, as there were lively question and answer sessions with each. The schedule for the remaining vendor demos is below. In case you wanted to attend the webinars this week and didn't have the chance, PioneerRx allowed their demo to be recorded, and they have plans to share it with their users through PioneerRx University. For STRAND, they are glad to give individual live demos to interested pharmacies at a date and time convenient to you. In order to request an individualized demo of the STRAND platform, please place a request to STRAND through their [website](#) or [email Jake Griffis](#).

The vendor demonstrations, which make up Part II of this webinar series, are now scheduled and ready for registrations! Please see the list of dates and vendors below, and **note that each vendor's demo has its own unique registration link, which you can access by clicking on the vendor's name**. We hope you will join us!

Tuesday, August 7th at 3 p.m. EST :: [PrescribeWellness Demo](#)

Wednesday, August 15th at 1 p.m. EST :: [QS/1 Demo](#)

Thursday, August 16th at 11 a.m. EST :: [AssureCare Demo](#)

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

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

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

As a reminder, all pharmacies new to CPESN networks have a six-month grace period to obtain access to eCare Plan and begin submitting data for quality assurance. For pharmacies that joined CPESN USA prior to July 1, 2018, the

requirement to access and begin using Pharmacist eCare Plan is December 31, 2018.



Marketing

Marketing

We connected with 500 pharmacists and pharmacy owners (who represent 800+ pharmacies) interested in joining CPESN Networks over the past 45 days at PioneerRx's Connect, Cardinal Health's RBC, McKesson's ideaShare, Morris & Dickson MAD Days, and AmerisourceBergen's ThoughtSpot. There is a lot of interest in building upon the momentum you've all started!

We still have more enhanced services Boot Camps scheduled. We will be in Wisconsin Dells, Wisconsin on August 25th and in Branson, Missouri on September 6th. If you are interested in getting a jump start on your services offering, click [here](#).



Operations

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Participation Fee Collection via Bank Draft

For those pharmacies who have opted to pay your CPESN USA participation fees using monthly bank drafting, we appreciate your patience as we work out the details of our process. Participation fees began in April 2018 for pharmacies that joined before March 31st, 2018; however, we processed the April, May, June, and July fees on a somewhat compressed time schedule. Hence, you should have seen two withdrawals in July – one on or around July 10th for June 2018 fees, and another one on or around July 24th for July fees. Beginning in August, you should begin to see one withdrawal of \$85 per pharmacy location per month, which is how we intended to do it all along.

When CPESN USA sends the information to our bank for monthly participation fee withdrawals, we provide line item detail that includes the NPI number of the pharmacy and the month and year for the fees, with the goal that you can easily see and track that information on your end. By working closely with a few pharmacies to answer questions, we have learned that sometimes the bank strips that line item detail instead of passing it along to you. For that reason, we

are going to change where we place the month and year of fee collection in future withdrawals so that you can hopefully begin to see those details consistently on your bank statement. We will strive to place the NPI number in a field where you will be able to see it, but due to character limits on the various sections of the bank draft, that may not be possible.

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-June 2018 (or a subset of those months for pharmacies that joined during that period), and one for July 2018-June 2019. For any pharmacies that have not returned payments for these invoices by early August, you will begin receiving reminder emails regarding outstanding invoices.

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 on Thursday, August 16th.**

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.)

In the News

CPESN Tennessee was mentioned in a recent *Drug Topics* article. The article featured an interview with AmerisourceBergen executive Brian Nightengale who said the company is approaching reimbursement reform by supporting CPESN Networks. Click [here](#) for the entire article.

CPESN Texas, CPESN USA's Ashley Branham, and CPESN Texas Luminary, Ben McNabb – along his wife, Heather – were featured in the August 3, 2018 edition of the Texas Pharmacy Association newsletter. To read the entire article, click [here](#).

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

