



CPESN® Pharmacies and Local Network Leadership:

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

Legal Update

Following the six guiding principles we've reviewed the last several weeks, we present to you **model language for insertion in to agreements** with clinical documentation systems, brokers, managed services organizations, or other entities providing data or payer engagement services. Click the button below:

[View Model Language Document](#)

There are three "key elements" with subsequent considerations contained in the document, with **relevant questions one might want to ask when signing any agreement** with technology or other vendor-based organizations *not governed by the providers* who are purchasing or otherwise participating in the organizations activities. Finally, each of the three sections contains model language one might want to suggest as a starting point for negotiating your contract(s).

If you have any questions about the document or find yourself in need of assistance in this regard, do not hesitate to email legal@cpesn.com.

Remember that CPESN USA is a shared services organization, governed by the participating pharmacy providers and in service to the participation pharmacies and their self-organized networks. **These services are provided as part of your participation fees.**



Network Development

Local Network Growth

We are closing out the week with 1,962 pharmacies! We would like to extend a warm welcome to the newest community-based pharmacies who have joined from Florida, Idaho, Louisiana, Maryland, Massachusetts, New York, Pennsylvania, and Virginia.

CPESN Networks Introductory Webinar Series

This is an informative session and a great opportunity to encourage your prospects to learn about the CPESN movement. The next one is **Thursday, December 13th at 1 p.m. EST.**

Click [here](#) to copy the registration link and forward it to another pharmacy in your area.



Payer Engagement

Employers are starting to come into focus as a target for CPESN Networks. All of the public activity around transparency seems to be spilling over into the mindsets of human resource directors. It's a rigged game that has gotten out of hand. As one person pointed out to me a few weeks ago, "Brokers are now getting up to \$2 per prescription claim to channel patients to "X" PBM carrier."

Well, three networks are now actively engaged with benefits brokers in states that cover a number of small to medium-size employers that are finding employers who are desperate for a different way of doing business on healthcare benefits. Many of you, as small businesses, know that the big businesses can do their own deals and pull leverage, but the small and mid-size businesses are left to fill the profit margin for these companies.

CPESN USA, both on the provider side as well as on the purchaser side (as purchasers of insurance), continues to seek out ways to achieve competitive marketplaces - which are good for everyone involved. Stay tuned for an update on some work on the purchasing side of health care next week.



Quality

Chronic Care Management Office Hours

The next Chronic Care Management (CCM) Office Hours webinar will be held **Thursday, December 20th at 3 p.m. EST**. The goal for the December webinar is to focus on answering your questions, since we have now reviewed the 12 implementation steps. **Please submit any questions for the December 20th CCM Office Hours Webinar** by December 17th. Click [here](#) to do so.

The most updated CPESN USA CCM Playbook is now dated November 2018.

[Register for CCM Office Hours](#)



Operations

CPESN Collaboration Site

The CPESN Collaboration Site is continuing to move forward through the installation waves discussed in previous Sunday Updates. All CPESN luminaries are next in line to receive invitations to join the Collaboration Site. Once the network luminaries review and approve their network information, we'll be moving on to Wave 4 which is the invitation of all CPESN participating pharmacies! We anticipate that everyone should be active within the Collaboration Site by the end of the year. Please keep an eye on your email inbox for those invitations arriving in the coming days/weeks.

As a reminder, the CPESN Collaboration Site is the login portion of cpesn.com that will allow all of us in the CPESN family to keep network and pharmacy profiles up-to-date, share materials, view previously recorded webinars, etc. While some of this functionality is future state, a few weeks ago we started releasing the ability to log in, create your own user profile, and complete your pharmacy profile in preparation for a re-release of the CPESN Pharmacy Finder. The plan is to push this technology out in waves: 1) to a subset of luminaries/network facilitators, 2) to one entire local network, 3) to all luminaries/network facilitators, 4) to all networks. We will continue to provide updates in upcoming issues of the Sunday

Update regarding which wave we are on, and when we get to your wave, you can also expect to receive instructions on how you can use your invitation email to get started.



Marketing

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Luminary Spotlight in NCPA's qAM eNewsletter

Have you noticed our local network luminaries being featured in NCPA's qAM Newsletter? CPESN OHIO's Alison Haas, CPESN New Jersey's EK Lalwani, and CPESN Alabama's Patrick Devereux have been spotlighted. Click [here](#) to check them out. Look for more in coming weeks!

CPESN U

Our CPESN U email has been moved to Wednesdays. Last week's CPESN U topic was Medicaid 101. If you missed it, click [here](#) to check it out!

In the News

CPESN Networks, along with CPESN Iowa Luminary Randy McDonough and CPESN NYC Luminary Roger Paganelli, were featured in a recent article by Lydia Ramsey in *Business Insider*. The article, entitled, "Pharmacists are getting squeezed by 2 of the world's biggest companies. Here's how they're fighting back" can be found [here](#).

Click the button below to access all of the CPESN pharmacies in the news!

[Newsroom](#)

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



Sincerely,

Troy Trygstad
Executive Director

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

