



CPESN® Pharmacies and Local Network Leadership:

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



Network Development

We continue our push to 3,000 participating pharmacies. **Welcome to CPESN Vermont!** That makes 47 networks across 42 states. Five networks have reached 100 participating pharmacies with four more networks close behind.

If you know of a pharmacy that is curious about CPESN Networks, tell them to join our "Introductory to CPESN Networks" webinars. **The next one is this Thursday, January 24th at 7 p.m. EST.** Send them this link to register: <https://register.gotowebinar.com/rt/1432664038544125442>
If you know of colleagues that have participated in one of our webinars and are interested in joining a local network, direct them to <http://join.cpesn.com>.



Payer, Purchaser and Partner Engagement

Medicaid. Medicaid. Medicaid. A network in the Northeast got an unprompted call from a large Medicaid payer that has been following the network for a while and wants see how they can work together. The same network got a reach out from another MCO on an asthma program after not responding for almost a year. A Midwest network got some good vibes from an MCO. We had our first hint at a "national framework" for contracting with MCOs from not one, but two national plans. It's a long ways from a formal agreements with either, but we are increasingly seeing MCOs (on the plan side, not the PBM side) have "ah ha" moments.

Interestingly, I'm starting to see these vertical integrations start to disrupt horizontal integrations. It may be true what they say: "Bears win (horizontal integrations), bulls win (vertical integrations), but pigs get slaughtered (those who get greedy and try both)". Plans are waking up to the fact that "firewalls" exist in name only for some actors in health care and they don't want the fox in their hen-house anymore. The next few years are going to be interesting. We'll do everything we possibly can to help you survive throughout this transition to the new system of care and payment (which I believe is roughly 3-5 years off).

Feel free to [check out an article](#) I wrote for *Pharmacy Times* on consolidation in pharmacy (and non-pharmacy world) with the following diagram:



Note: All efforts were made to accurately inform this representation of the marketplace. Not all relationships could be added to this diagram and those relationships are changing frequently and may become outdated leading up to publication.

Modified from Pharmacy Times: Letter from the Editor Nov 18



Quality

Workflow Wednesdays

The initial feedback from *Workflow Wednesdays* has been very positive. These informational emails are designed to help with documenting your care planning

activities within your eCare plan platform. If you've missed any of the initial editions, you can catch up by clicking the buttons below.

[Patient Test 1](#)

[Patient Test 2](#)

[Patient Test 3](#)



Operations

Operations

CPESN Collaboration Site

Thanks for another successful week of updating your profiles on the CPESN Collaboration Site. **16% of our participating pharmacies have completed their profiles.** Congratulations to Mutual CPESN, CPESN Iowa, and RxSelect CPESN who lead the way in pharmacies with completed profiles! **Help us get the CPESN Pharmacy Finder launched by completing your pharmacy profile TODAY!**

We will be sending out reminder email invitations early next week, so if you missed the first invite, please watch those SPAM/JUNK folders for your new invitation!

Here are a few tips we've compiled from our support line to help with some common issues.

1. **Expired Token Errors** – If you click on the invite and you get a message concerning an expired token, you may not be accessing the latest invitation email. Review your email inbox and access the invitation using the latest and great invite!
2. **Certificate Errors** – If an SSL Certificate error is presented to you, go ahead and clear your browser's cache and/or use a different browser/computer. This usually clears the error associated with the browser.
3. **Never Received an Invitation** – Just as a reminder, we only sent invitations out to those email addresses that were listed as the Primary Point of Contact for the pharmacy on the CPESN USA Participation Agreement. If you need to be added to a pharmacy, please visit our form at <http://support.cpesn.com>. Complete the form and we'll send you a confirmation email after we added you to the pharmacy.

Just as a reminder, if you experience any issues or have any questions please do not hesitate to reach out to us at support@cpesn.com and we'll answer your question as quickly as we can.

If you haven't heard, the CPESN Collaboration Site is the login portion of cpesn.com that allows all of us in the CPESN family to keep network and pharmacy profiles up-to-date, share materials, view previously recorded webinars, etc. There are great things scheduled in the coming weeks and months as we add additional functionality and requested features!



Marketing

Marketing

CPESN U

I recently completed a highly popular three part series on Medicaid during our educational series, called *CPESN U*. If you've missed them, make sure you click the buttons below and check them out!

[Medicaid Part 1](#)

[Medicaid Part 2](#)

[Medicaid Part 3](#)

In the News

CPESN Networks were featured in a January 11 *Chain Drug Review* article entitled, "Pharmacy payment model needs to be simplified". Read the full article [here](#).

Albany College of Pharmacy and Health Sciences produced a video sneak peek of their "One Good Story" series. This edition focuses on the enhanced pharmacy services provided by CPESN Upstate NY and features CPESN Upstate NY luminary John Croce and participating pharmacy owner Zarina Jalal. Check it out [here](#)!

To see all of the CPESN pharmacies and CPESN leaders in the news, click the Newsroom button below.

[Newsroom](#)

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

