



CPESN® Pharmacies and Local Network Leadership:

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



Network Development

A New Year with New Opportunities

It's the first week of 2019 and we are already seeing the headlines updating us on the immediate plans for more consolidation and vertical integrations to reduce operating costs, aggregate with previously-deemed competitors, and build alliances to advance customer care opportunities. Networks of all types are being created to reach (and oftentimes compel) customers, improve efficiency in prescription home delivery, and offer new services to customers.

We start the year **with 2,012 pharmacies** and will continue to press ahead to achieve the goal of reaching 3,000 pharmacies. It is at that point where critical funding will go back to local networks for pharmacy support and payer business development. We will keep you updated on our campaign to reach 3,000 pharmacies as the CPESN network continues to grow!

If you know of a pharmacy owner that is interested in joining CPESN Networks, please encourage them to attend one of our upcoming "Introductory to CPESN Networks" webinars. In January, we have two of these webinars:

- January 10th at 1 p.m. EST
- January 24th at 7 p.m. EST

Click [here](#) to register for either session.

If you know of colleagues that are interested in joining your local network, direct them to <http://join.cpesn.com>.



Payer, Purchaser and Partner Engagement

Congrats to four different Midwestern networks who are in the process for re-contracting for enhanced services for Part D patients in 2019. Congrats to another Midwest network for starting services on a contract that intends to connect CPESN pharmacies with care managers working on behalf of Medicaid to coordinate care delivery. CCM is ramping up in pharmacy world. We got word that a major chain was starting to pitch CCM services to health systems and physician clinics. Don't miss out... join the CCM Office Hours webinar by clicking [here](#).

Don't leave yourself off the map! The re-launch of the CPESN Pharmacy Finder (and other exciting news) will be upcoming soon! However, we cannot move forward if you do not log into the CPESN Collaboration Site to tell us about yourself, upload your pharmacy logo, and provide other important information. We will be putting special emphasis on local care team services and referral relationships in the Spring of this year. More immediately, we share maps with payers almost daily. Don't get left off the map – follow the instructions provided below to be part of the collective marketing effort!



Operations

CPESN Collaboration Site

The time has come for us to release the CPESN Collaboration Site to all participating pharmacies! Based upon the success we have seen with the Wave 3 acceptance, we are now in a position to send out the invitations to everyone this

week. **We will be sending out invitations to all of your pharmacy location lead contacts by Friday, January 11th.** We would like all of you to pay close attention to your email in the coming days, including your SPAM or JUNK folders as sometimes our invitations have gotten misplaced as SPAM by some email servers.

Upon receiving your invitation we would like you to complete your personal profile as well as your pharmacy profiles. The invitation email will provide documents and instructions to assist in this process. **It is IMPORTANT that we get as many of you in the system as soon as possible as we'll soon be releasing the CPESN Pharmacy Locator!** The CPESN Pharmacy Locator will be the public facing search application that all payers, providers, and partners will use to search for CPESN pharmacies – again, don't be left off the map!



Marketing

Marketing

In the News

CPESN USA Executive Director, Troy Trygstad, joins Shelly Spiro from the Pharmacy HIT Collaborative and the Pharmacy Quality Alliance (PQA) team for their next PQA Quality Forum Webinar entitled, "The Swiss Army Knife of Pharmacy Informatics: The Pharmacist Electronic Care Plan (eCare Plan). It isn't a unicorn. It's being used. Now." The webinar is Thursday, January 10th from 1-2 p.m. EST. To register, click [here](#).

CPESN South Carolina Luminary, Ed Vess, was a featured columnist in a recent *ComputerTalk for the Pharmacist* article entitled, "The Outlook 2019: Are You Ready?" Vess included CPESN Networks in his outlook! To read the whole article, click [here](#).

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

[Newsroom](#)

On Friday afternoon, you received an email from CPESN USA that was intended for your local network leaders. **Unless you are part of your network's leadership or staff, you don't need to tackle the Action Items listed within that email.** Though the email was not intended for all of you, we hope you got a glimpse of all of the breadth and intensity of the activities that your local network

leaders are engaged in. We'll call it a "happy mistake" (as the painter Bob Ross would say). 2019 will be the year of operationalizing and boots on the ground. Your local network leaders are always looking for help. If you want to work actively with your local network, simply contact your local luminary or network facilitator – it would be great to have help!

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

