



CPESEN® Pharmacies and Local Network Leadership:

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



**Network
Development**

Network Development
Welcome to CPESEN Indiana! **We are now 43
networks in 40 states across America.**





Payer Engagement

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Congratulations to a Northeastern network for signing with a health system for a quality performance bonus program. Pharmacies have the opportunity to deliver outcomes and **generate high 5-figure bonus payments if they do well** moving outcome metrics. The metrics include medical side measures such as hospitalizations and clinical outcomes. We are seeing a healthy appetite from the payers now to move clinical and medical utilization metrics. We anticipate few more contracts coming through this summer in various networks as engagements start to yield action. This has given us the opportunity to develop some **template contracts, offerings, pricing models, measurement strategies, and standardized pitch packets that can be used across networks**. Your recent successes, in combination with building out local network facilitator and account manager full-time employees and infrastructure give me more confidence than ever that our collective project will work and help sustain community-based pharmacy practice over time.



Quality

Quality

If you have questions about the Pharmacist eCare Plan, please register and make plans to attend the **CPESN Pharmacist eCare Plan Webinar Series**. Click [here](#) to register for one of the first four sessions, all of which will describe eCare Plan basics. The next session is scheduled for Wednesday, July 11th at 2 p.m. Eastern.



Marketing

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We had a great week at the Cardinal Health Retail Business Conference in San Diego. On Wednesday, Directors Ashley Branham and Jay Williams had a great

time connecting with 100 pharmacists during NCPA's Enhanced Services Boot Camp. **If you are looking for a great way to get a jump start on offering enhanced services in your pharmacy you should attend an upcoming boot camp.** To learn more, click [here](#).

On Thursday, NCPA's Doug Hoey and Cardinal's Steve Lawrence encouraged pharmacists to consider joining CPESN Networks during the RBC General Session which had nearly 5000 attendees! The session also featured luminary Cheri Schmidt (see below).

Finally, we shared the CPESN vision with hundreds of interested pharmacists from the RBC show floor. It was a crazy week! Click [here](#) for a special video message. A big "thank you" to Cardinal Health for their generosity.

Register now for NCPA 2018 Annual Convention. **CPESN USA will have unique programming for luminaries and participating pharmacists.** Click [here](#) to register and mark your calendar October 6-9 in Boston.



Operations

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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 July 19th.

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.)

Have you been reading CPESN U emails? Each Thursday, "Class has been in Session" and we've given you the opportunity to learn more about specific topics that impact your business. Here are some of the past 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

In the News!

CPESN Iowa Luminary Cheri Schmidt was featured on-stage during the main general session at the Retail Business Conference in San Diego. Cheri shared how her Medicap Pharmacies are actively engaged in clinical medication synchronization and other enhanced services. Way to go, Cheri!



Happy Birthday America

On behalf of the CPESN USA team, we would like to wish you a safe and happy 4th of July. We know our freedom comes at the expense of the lives of brave men and women representing our great country. **We honor all of those who have served and**



sacrificed. We can never take for granted the privileges all of us have – to go to school, to start and own a business, to speak our minds, to live and roam about our country free and without encumbrance, to be given opportunity to chart our own path – regardless of where we came from or what we look like. The most enjoyable part of this work is watching **all of you stand up for yourselves and your communities** – you don't accept others telling you how things have to be –

and you fight like heck against the odds and prevailing wisdom to make a better life for yourselves, your families and your patients – that’s the type of stuff that makes America great.

We had the privilege of working with Womack pharmacists at Fort Bragg and also helping train staff from many bases at Camp Robinson over this past year helping them start to develop enhanced services to serve their own communities and improve soldier readiness. **What a great group of dedicated pharmacists**, including LTC Ridderhoff, COL Carrillo, MAJ Taylor and staff, as well as CPT Tom Murry, pharmacist and former North Carolina legislator and deployed "down range" in JAG Corp – thank you all for your service!



Sincerely,

A handwritten signature in black ink, appearing to read "Troy Trygstad". The signature is fluid and cursive.

Troy Trygstad
Executive Director

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

