



June 24, 2018

CPESN® Pharmacies and Local Network Leadership:

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



Network Development

Special thanks to AmerisourceBergen, Cardinal Health, and H.D. Smith for continuing to spread the "Join the CPESN Movement" message through their business coaching and retail sales teams.



Payer Engagement

A CHF pilot has launched! Four states (TN, LA, KY, and MS) were identified by an MAPD plan as states that had highest volume of patients in need. There will be a

formal measurement of reductions in hospitalizations rates and a **Per Member Per Month (PMPM) payment model** is being tested. Let's cheer them on and help them show your value!

An Eastern network was in front of a state department Thursday to pitch their network for Ryan White programs. **Each state has HIV specific contracts with RFPs and some CPESN Networks are starting to collaborate to bid for them.** It offers a great opportunity to add enhanced services into contracts that mostly encourage dispensing without service delivery.

A Midwest network is getting traction on long acting injectables with its Medicaid MCO pharmacy folks. This was somewhat surprising to me since these are expensive medications and pharmacy directors generally are not as on board with enhanced services as physician and care manager directors –**we are starting to see more and more the pharmacy folks coming around to a different way of reimbursing pharmacies and delivering services** – that's a great sign.

A Southern network just got traction with a small health system on transitions of care. As most of you are, the conversation started off bashfully around, "**should we ask them to pay us for services**". The answer to that should always be "Yes!" We cannot continue to try to fund services under the 50 cent dispensing fee. If enhanced services are valuable (**and they are**) to the plan, patient and provider, then there should be a payment model to go with them. Well, they asked the health system and the health system didn't blink. Why, because you all are very cost-effective at engaging patients and coaching and can be a perfect community-based monitoring system for them. Gadzillions of dollars are spent outside of pharmacy on supporting patients and you are well positioned serve that market space.

So let's get those enhanced services started. **Let's demonstrate the value.** And let's change the payment model. Local. Effective. Transparent.



Quality

I received a request from a network luminary about proposing quality measures for pharmacies at a state department of health. I was upfront with him and said I think you need to focus on clinical measures – mmHg, A1C, LDL in addition to the PDC measures. Mail order with call centers with 90-day scripts and waived copays get you higher PDCs. We need you to deliver on clinical end-points to differentiate the effects of enhanced services from the effects of enhanced dispensing, which don't

require professional intervention. He agreed wholeheartedly. **It will be very important in the future with the Pharmacist eCare Plan that lab results and vitals are collected.** Please keep this in mind.

Reminder: 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.



Marketing

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We are attending RBC in San Diego this week. If you are going, stop by and say hello! We'll be in booth #914. **Follow us @CPESN on Twitter for all of the latest CPESN updates.**

Register now for NCPA 2018 Annual Convention. **CPESN USA will have unique programming for luminaries and participating pharmacists.** Mark your calendar October 6-9 in Boston.

Check out a couple of our newest local network logos:



Operations

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Have you been attending CPESN U? 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 Director of Strategy Joe Moose traveled to Marbella, Spain to share the CPESN story with attendees of the Pharmaceutical Group of European Union (PGEU) Symposium & General Assembly this past week.

And, CPESN Director of Operations & Quality Trista Pfeiffenberger traveled to Palm Beach, Florida to give attendees of the American Society for Automation in Pharmacy Mid-Year Conference an update on the Pharmacist eCare Plan.



Sincerely,

Troy Trygstad
Executive Director

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

