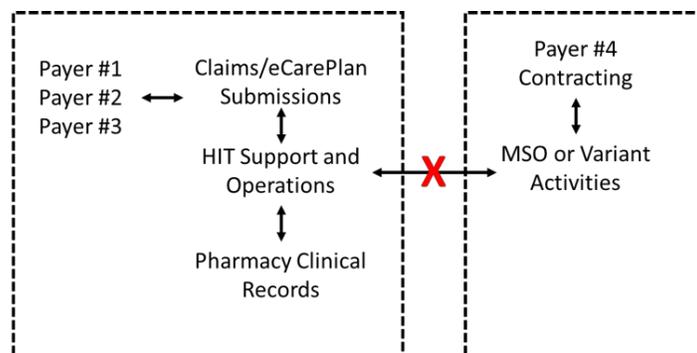




CPESN® Pharmacies and Local Network Leadership:

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

Guiding Principle #5 of six. Clinical data as well as other data regarding payer sponsored programs gleaned from the operations of any company providing clinical documentation systems, services or enablement should not be used to inform or advance MSO (or variant) business development or operations and acknowledge that firewalls are prudent to avoid "tying" or other anti-competitive activities that arise from having the same company or partnership run clinical documentation systems and court payer contracts simultaneously.



EMRs don't negotiate and compete for contracts with their health system or physician practice customers. So why would a pharmacy's clinical documentation systems do that?

Unfortunately, the entire profession of pharmacy has grown up without a clinical record preventing you from getting paid and taking care of your patients the way you want. As a result, the interventions you ended up getting paid for were not your own. Not your data, not your workflow, not your contracts.

Community-based pharmacy is dead in the water and you are well on your way to becoming sharecroppers (at best) if this continues.

Now that you have a clinical documentation system – use it. And use your clinically integrated network to negotiate contracts. If a third party says they’ll be your broker and commits agency to you – great – go for it. If you have opportunities with an MSO or Pharmacy Services Manager or variant – great! Just make sure to cut the cards and get a fair contract. But don’t let your clinical records be used against you and in competition with you. If Epic or Cerner EMRs got caught doing that – there would be a lawsuit the same day.



Network Development

Congrats to Dave Benoit and the NPSC crew for putting the New England area up near 100 pharmacies. Rhode Island came on strong last week!

The “Final Frontier” - California is now starting to grow and Washington has a solid plan to do the same. Oregon and Nevada would round us out in the Pacific time zone. If you know any strong pharmacy leaders in those states, please let us know!



Payer Engagement

A Midwest network is being asked to partner with, and recruit for, primary care physicians to do a subscription model payment of primary care that provides a flat rate (e.g. \$120 per month per family) for unlimited primary care. They want to partner with enhanced services pharmacies to have a similar system on the pharmacy side – a fascinating opportunity!

A Southeastern network is seeking access to vaccination payment. Independents are being left out of contracting for Immunization contracting because the medical plan and manufacturers see independents as “cats too hard to herd and expensive to contract one by one”. Remember that you are a nationwide CIN and can negotiate and contract as a group.

A Southern network is re-engaged with a Medicaid program and is asking about outcomes data. Interestingly there are a couple of papers coming out soon that speak to adherence and ties to the community being important to effective enhanced services – stay tuned for those to go public. (Note: A Mountains-region network just had a very similar engagement and interaction.)



Quality

Announcing Workflow Wednesdays

This week we will launch a new communication called Workflow Wednesdays. It will be distributed to all pharmacies participating in CPESN networks. The goal of Workflow Wednesdays is to provide vignettes of simple workflow changes in your pharmacy that can lead to better care planning for your patients. It will appear in your inboxes every other Wednesday opposite of the CPESN U. Please look in your emails this week for the first installment of “Workflow Wednesdays”!



Operations

CPESN Collaboration Site

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 are currently in wave 2 and are actively preparing for wave 3.* 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.

Help Us Celebrate Another Milestone!

A few weeks ago in the Sunday Update, we celebrated a big first milestone – the first payments to pharmacies in five networks participating in two different CPESN USA-contracted programs. We hope you will join us this week in celebrating a second exciting milestone! This time, select pharmacies in the Upstate NY network will be receiving performance incentive payments that are based upon medical-side (HEDIS) quality measures. This is a big deal from several standpoints: 1) the quality measures on which the pharmacies were evaluated are measures that are usually used for physicians and other entities on the medical side, and 2) the pharmacies performed well enough on these measures to qualify for the incentive/bonus payments!



Marketing

Marketing

Enhanced Services Boot Camp

CPESN Directors, Ashley Branham and Jay Williams, were joined by CPESN Wisconsin Luminary Hashim Zaibak from Hayat Pharmacy and CPESN OHIO Luminary Jeff Neidig from Medi-Wise Pharmacy for NCPA's Enhanced Services Boot Camp in Greater Cincinnati. These one-day workshops can help you jump start your enhanced services offering. More are being planned. Please email info@cpesn.com to receive information on the next Boot Camps on the schedule.



In the News

Pennsylvania Pharmacists Care Network (PPCN) gained national recognition this week, as PPCN Board Chair Nick Leon presented to the American Public Health Association in San Diego, Calif., during their annual meeting. The presentation titled: "A Network of Pennsylvania Pharmacists Reaching Patients Where They Are: Early Implementation of a Partnership with a Managed Care Organization" was well received and spurred discussion about the pharmacist's role in public

health. This opportunity was the product of PPCN's ongoing partnership with the PA Department of Health, who has been a long-time supporter of PPCN and the Pennsylvania Pharmacists Association.

Scheffe Prescription Shop, a RxSelect CPESN pharmacy located in Enid, Okla., was highlighted by the Rural Health Information Hub for their Medication Synchronization program. Click [here](#) to see the full article.

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,

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

