



HealthPartners®

Medication Therapy Management:
Preparing for Future Alternative Payment
Models – A Care System Perspective

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Program

Objectives

- ✓ Understand the medication management role pharmacists can play on the care team
- ✓ Learn about models that have been employed to make pharmacist provided medication management services sustainable
- ✓ Hear about the triple-aim impacts (cost, clinical quality, experience) pharmacist provided medication management can make

What is MTM?

It's an
assessment of
patient's
entire
medication
use history!!

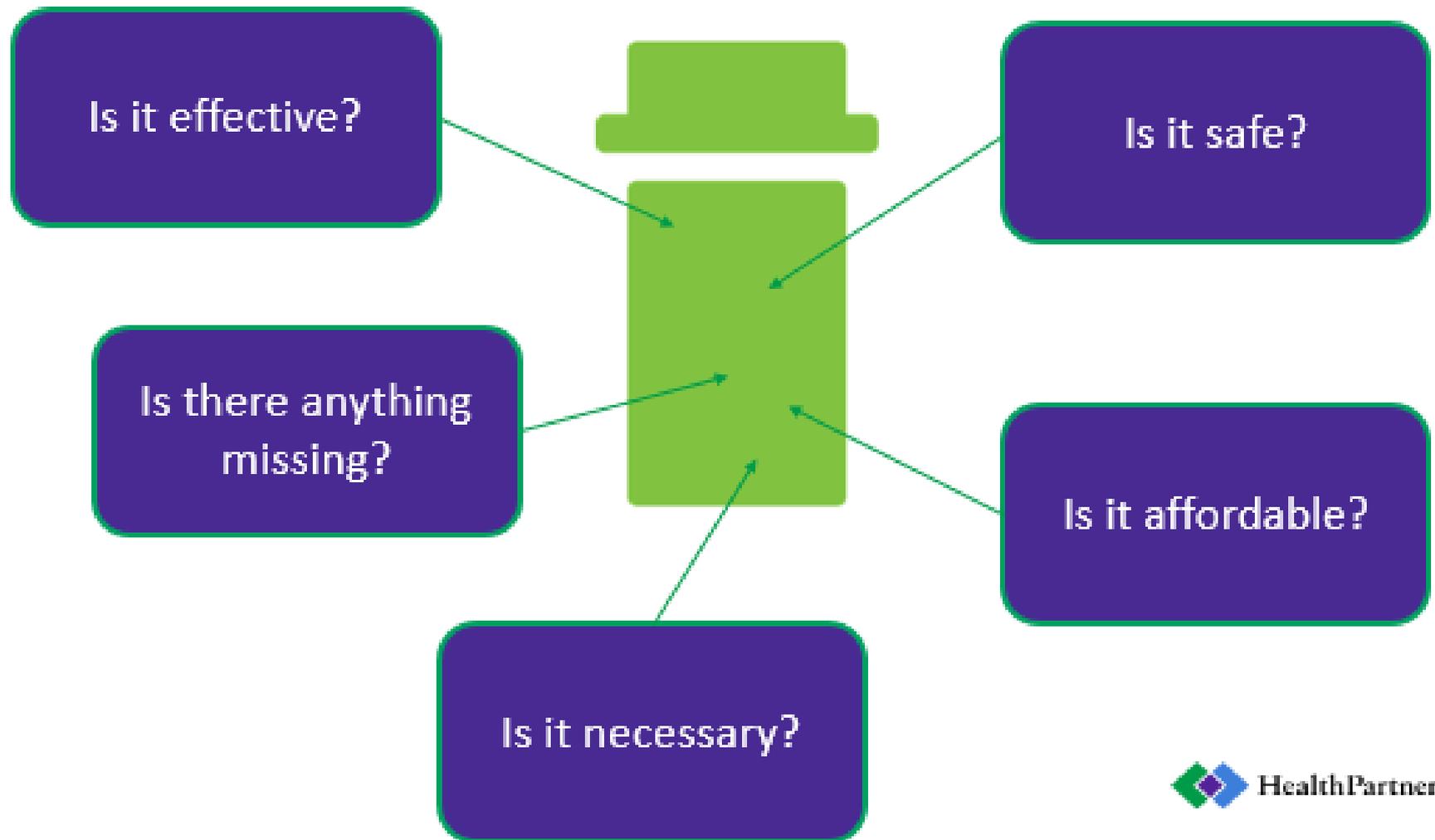
Prescription

Herbal

Over the Counter

Homeopathic
remedies

What will the MTM Pharmacist Cover?



What will the MTM Pharmacist Cover?

Do **YOU** worry about **YOUR** medicine?

Do **YOU** know why you are taking it?

Is it affordable for **YOU**?

What do **YOU** expect from **YOUR** medicine?

Does it fit **YOUR** lifestyle?

Medication Therapy Management

MTM services must leverage pharmacists unique skill set to optimize the medication use experience for patients

MTM services are most effective when delivered through existing patient relationships and when they are integrated with primary care

Drug therapy problems are identified and resolved in the context of the whole patient

Optimal medication use occurs on a continuum and requires ongoing assessment and support

Patient Experience

83% *yes, definitely*

99% *yes or yes, definitely*

Willingness to recommend the service to friends/family

Review has a positive effect, such as fewer medication side effects, more effective dosages, better understanding of medications

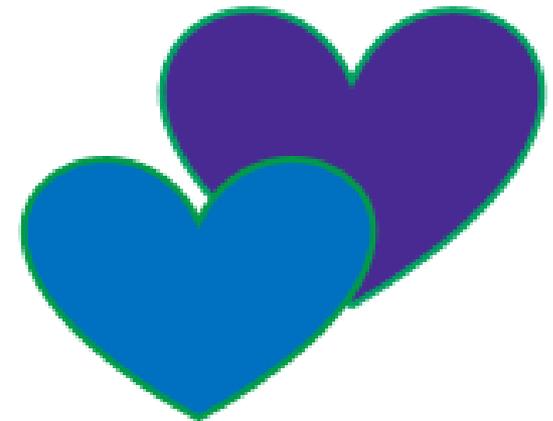
88% *very satisfied or satisfied*



What are patients saying about MTM?

“She gave us both such remarkable service with compassion. I am new to managing my husband's medication. He isn't able to manage his own medications any longer. She is remarkable and a strong member of the care team.”

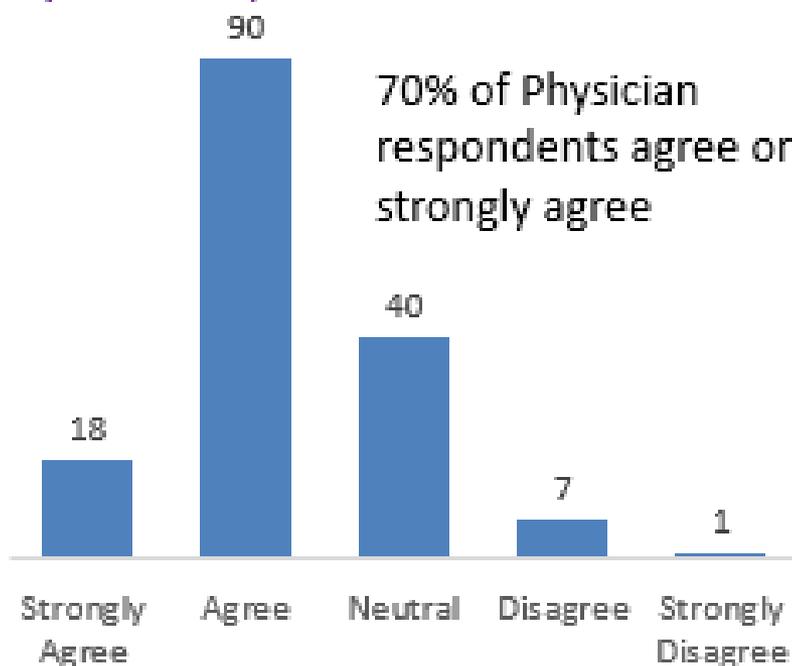
“I have this person to ask for help. She is awesome. I think this is what all Drs. should have working together as a team. I highly recommend this.”



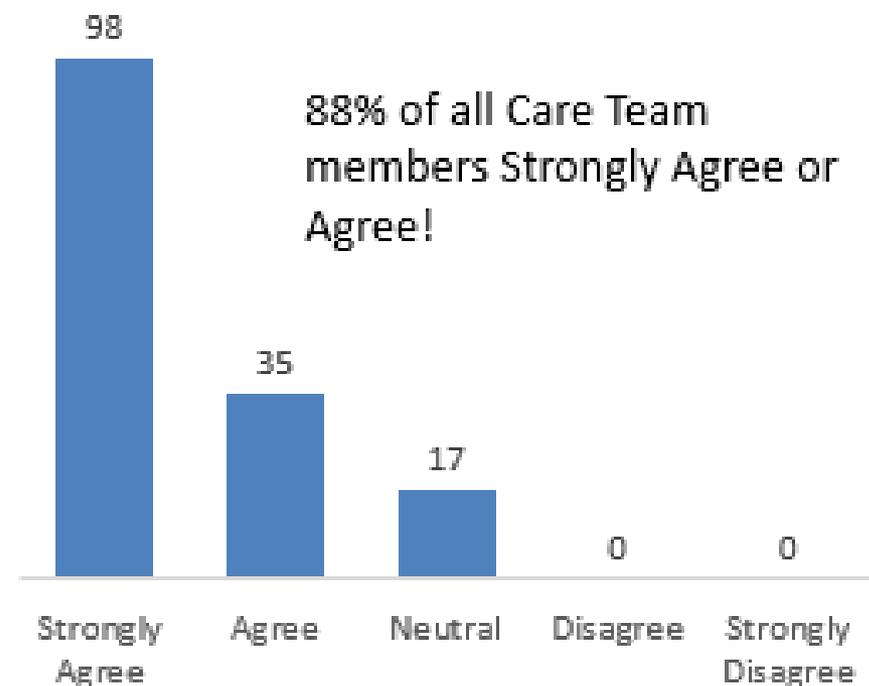
Positive Care Team Experience

Clinical pharmacy services allow me to schedule more high value RVU encounters

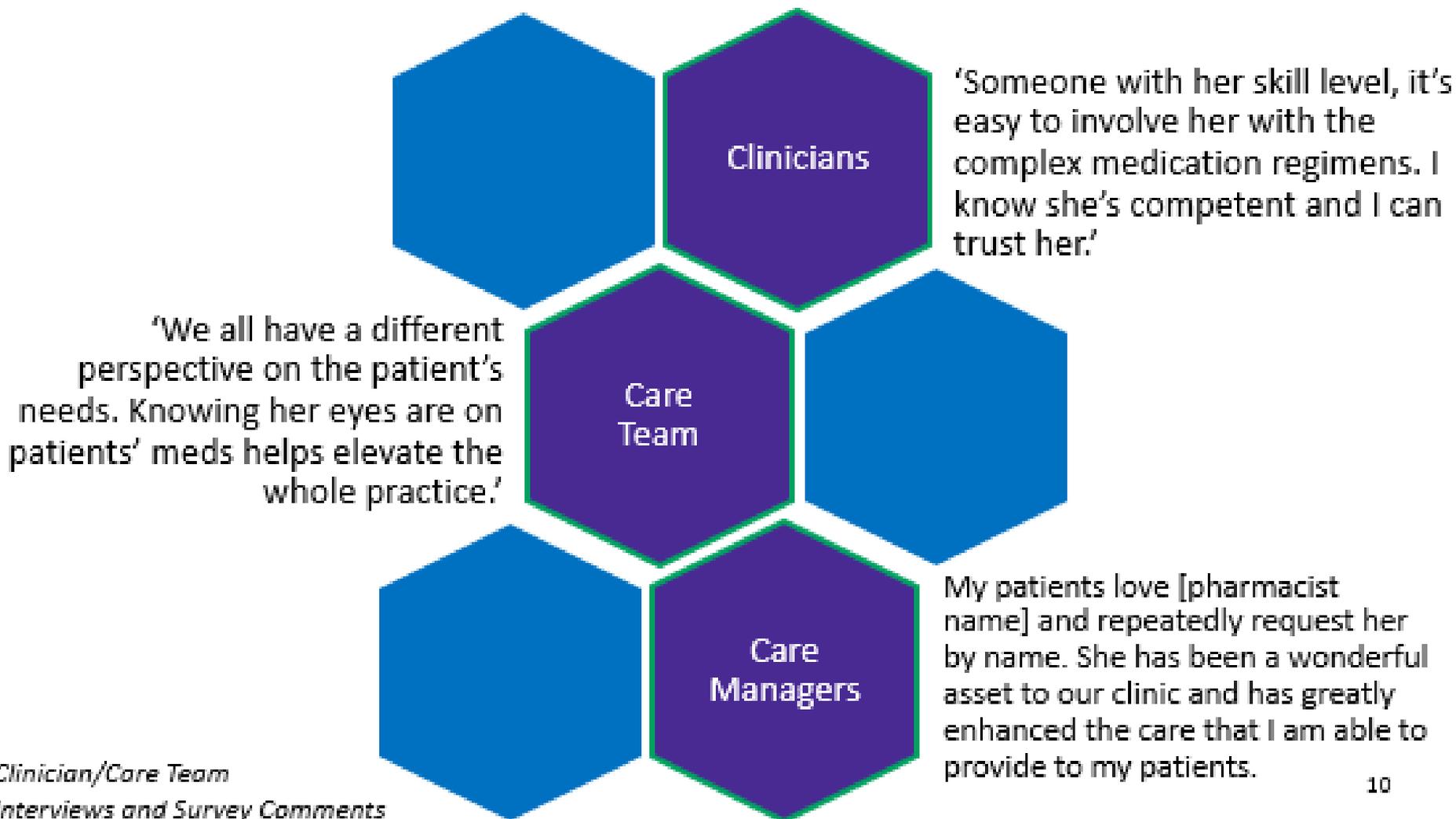
Physician Responses:



Clinical pharmacy services improve our clinic's ability to meet health care quality measures.

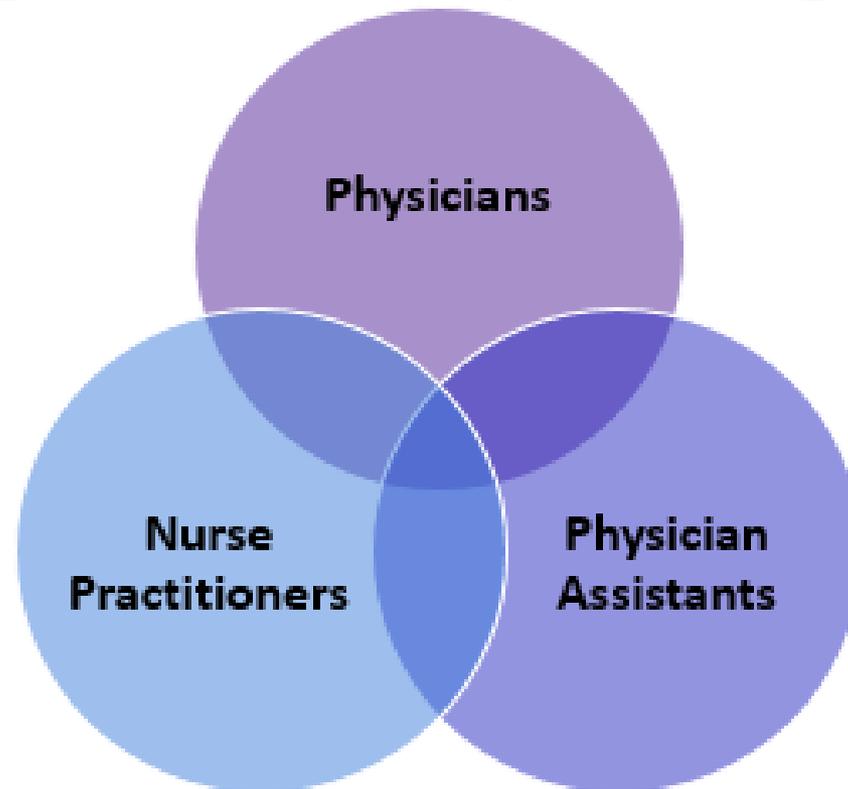


Care Team Value Quotes



Collaborative Practice

Pharmacists allowed to initiate, modify, or discontinue prescription medication and order relevant lab tests when utilizing a collaborative practice agreement



What do the MTM patients look like?

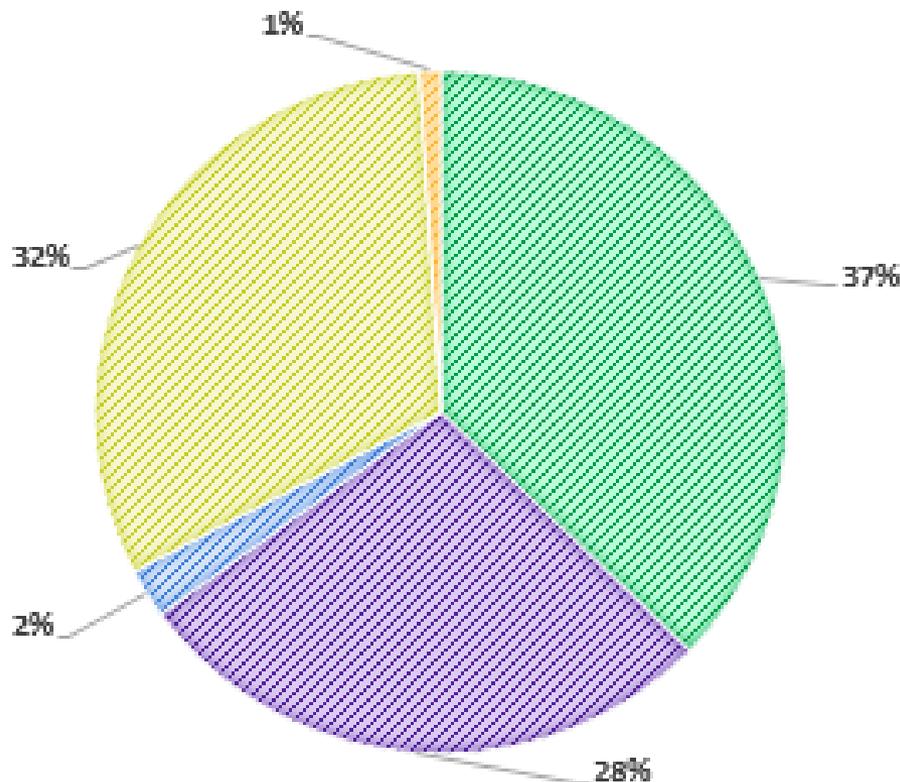
On Average:

- Age: 57 (0-101)
- Health Conditions: 8.5 (1-20+)
- Medications: 10.8 (1-35+)
- MTM Interventions: 2.7 (0-87)



What do pharmacists find?

■ Indication ■ Effectiveness ■ Adherence ■ Safety ■ Not Classified



Top 5 Drug Therapy Problems

1. Needs Additional Therapy
2. Dosage Involved is Low
3. Unnecessary Drug Therapy
4. Adverse Drug Reaction
5. Drug Interaction Present

Clinical Outcomes – Diabetes Control

	Baseline (no MTM) N=370	8 years (no MTM)	Baseline (MTM) N=296	8 years (MTM)
LDL controlled	70.2%	61.6%	73.9%	93%
A1C controlled	52.9%	72.8%	48%	83.5%
BP controlled	53.7%	84.1%	54.9%	84.7%
Aspirin Use	85.2%	100%	90.9%	100%
Not smoking	86.2%	86.6%	89.5%	92.9%
Optimal diabetes control	16.5%	37.5%	16.2%	67.1%



Hypertension

	Intervention BP Control N=228	Usual Care BP Control N=222	P Value
6 months	71.8 %	45.2%	<.001
12 months	71.2%	52.8%	.005
18 months	71.8%	57.1%	.003

*Effect of Home Blood Pressure Telemonitoring and Pharmacist Management on Blood Pressure Control: A Cluster Randomized Clinical Trial

JAMA 2013;310(1):46-56



HealthPartners Plan MTM Internal ROI Analysis

Overall Results (N=701)

Estimated Return on Investment: 3 : 1

Estimated Reduction in Total Costs: 19%

High-Risk Commercial Members' Result (N=108)

Estimated Return on Investment: 11 : 1

Estimated Reduction in Total Costs: 27%

Diabetes pilot program

**97 fewer
hospital
admissions =
\$809,000
savings!**

**199 fewer
Emergency
Room visits =
\$157,500
savings!**



Takeaways

- ✓ Pharmacists have a role in improving medication use in team based care
- ✓ Optimal medication use leads to better health, better experience, and lower total health care costs
- ✓ Delegating work associated with chronic and complex medication use can improve provider productivity today
- ✓ Initiatives to improve health, experience, and reducing total costs prepare for payment models of tomorrow