Medication Therapy Management: Improving Health and Saving Money

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MTM At-A-Glance

- The U.S. health care system uses a lot and spends a lot on medications

- The benefits of all this use and cost are not maximized

- Pharmacist-delivered MTM can help overcome that challenge
In 2007 Retail Pharmacy Filled

3.52 Billion Prescriptions

*Up from 3.42B in 2006*

Source: NACDS [www.nacds.org](http://www.nacds.org); Facts & Resources: IMS Health
Prescription Volume is Increasing

Source: IMS HEALTH and NACDS Economics Dept. 2005 prescriptions are projected.
In 2007, the U.S. Health Care System Spent...

$259.4 Billion
for retail prescriptions in the US.
*Up from $250.6 B, 2006*

Source: NACDS [www.nacds.org](http://www.nacds.org); Facts & Resources: IMS Health
Total Retail Prescription Drug Spending (in millions of dollars)

Source: IMS HEALTH and NACDS Economics Department.
Number of People Over 65

Average Prescription Prices 2007

Source: IMS HEALTH, NDCHealth, and NACDS Economics Department.
How Much Bang
For the Buck?
How is All this Medicine we Pay for Used?

- World Health Organization Report (2003): 50% of patients in developed countries (including the U.S.) do not take their medication properly

- 30% of all refillable prescriptions in the U.S. are never refilled

- 17%-20% of all new prescriptions in the U.S. are never filled


NACDS Economics Department
Doctors Forget

“When initiating new medications, physicians often fail (up to 65% of the time) to communicate critical elements of medication use to the patient.”

David Geffen School of Medicine, UCLA, Independent Study

Patients Forget

- Patients forget 80% of what their doctor tells them

- Nearly half of what they remember, they remember incorrectly

Source: Journal of the Royal Society of Medicine, news release, May 1, 2003
U.S. Spends More on Medication Problems than the Actual Medications!

In 2000, the U.S. spent...

- **$144B** on prescription medication
- **$177B** on medication-related problems

The Role of the Pharmacist

We’ve seen some challenges, now let’s see some solutions

Medication Therapy Management: MTM
MTM. What Is It?

Medicare Part D is ONE kind of MTM

- ALL Medicare Part D prescription drug plans must have an MTM program
- Not ALL patients qualify
- Multiple chronic conditions
- Multiple medications
- Likely to exceed $4K in Medicare Part D expenses
- Plans have great flexibility in designing their MTM programs
Part D MTM

- Wide open regulations
  - Still no widely accepted definition in Health Care

- Huge numbers of PDPs and “MA-PDs”
  - 450 PDPs, 1,200 MA-PDs

- Wide variety of delivery methods
  - Mail, Telephone, Face to face

- Wide variety of providers
  - Pharmacists, Nurses, Physicians, Others
What is MTM?

APhA & NACDS Foundation

“Core Elements”
of an MTM Service

(www.aphanet.org)

- Version 1.0... April 2005
- Version 2.0... March 2008
“Core Elements” of MTM

- Medication Therapy Review
- Personal Medication Record (PMR)
- Medication Action Plan
- Intervention and/or Referral
- Documentation and Follow-up
Many Other Forms of “MTM” Besides Part D

- Formulary – Utilization Mgmt
- MTM, Disease Mgmt
- Compliance, Persistence, Patient Ed
- Adverse Events Tracking
- Clinical Trials/ Rx Alerts
- Specialty Drug Services
- Benefit Counseling

All Forms of “MTM”
Importance of Having Opportunity to Interact with Your Pharmacist

April '03 (n=1001)

- 7-10 [important]
- 4-6
- 1-3 [not important]

On a scale of 1 to 10 where 1='not at all important' & 10='extremely important'

68% 21% 11%

Study conducted by Wirthlin Worldwide for the National Association of Chain Drugs Stores Foundation
The Asheville Project: (Asheville NC)

Description of the study (per employee per year)

Size of group: 650 enrollees

Overview of study activities:

- Employees with diabetes received one-on-one disease management counseling from pharmacists
- Sessions were held at regularly scheduled intervals in community pharmacy setting
- Employees were given free home testing equipment and diabetes medication

Total health care spending on diabetics

28% decrease

Absenteism among diabetics

52% decrease

Note: Estimated cost avoidance of each intervention is calculated using Bootman Johnson study. Source: Interviews with Outcomes Pharmaceutical Health Care; Journal of Managed Care Pharmacy
Patient Self-Management Program for Diabetes

Over one year, community pharmacists provide MTM services to diabetes patients in NC, GA, WI, OH (sponsored by self-insured employers).

<table>
<thead>
<tr>
<th></th>
<th>Annual Cost Per Patient Before Program</th>
<th>Annual Cost Per Patient After Program</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>MTM services</td>
<td>$0</td>
<td>$351</td>
<td>+$351</td>
</tr>
<tr>
<td>Medication</td>
<td>$3128</td>
<td>$3373</td>
<td>+$245</td>
</tr>
<tr>
<td>Medical</td>
<td>$6254</td>
<td>$4740</td>
<td>- $1514</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td>-$918</td>
</tr>
</tbody>
</table>

Nov. 14, 2006 JAMA Article:

Journal of the American Medical Association: November, 2006

“Effect of Pharmacy Care Program on Medication Adherence and Persistence, Blood Pressure, and Low-Density Lipoprotein Cholesterol”

- Pharmacist-centric study improved adherence to BP & lipid meds from 61.2% to 96.9%
- Maintained 95.5% adherence 6 mo. after

Quote from Authors:

“Underscores the value of pharmacists as key providers of patient counseling in correcting poor patient adherence.”

Simpson, RJ. Journal of the American Medical Association, Challenges for Improving Medication Adherence, November, 2006
“The Minnesota Experience”: 12:1 ROI

Journal of the American Pharmacists Association: April, 2008
“Clinical and Economic Outcomes of Medication Therapy Management Services: The Minnesota Experience”

285 chronically ill patients receive pharmacist-delivered MTM Vs. 252 who do not

- Result improved health and lower cost in MTM group
- 12:1 Return on Investment
State Medicaid MTM Initiatives

- Virginia Healthy Returns
- Iowa Pharmaceutical Case Management Program
- Maryland P3 Diabetes Disease Management Program
- Missouri Medicaid Pharmacy-Assisted Collaborative Disease Management Program
- Minnesota Medicaid Medication Therapy Management Program
- North Carolina Lock-in Program
Take-home Messages

- MTM improves health and saves money
- Support MTM initiatives in YOUR state
Dashboard

Case Summary
- Open Cases 2
- Appointments This Week 0
- Cases Due This Week 0
- Cases Overdue 2
- Closed Cases 0

Welcome Ed Staffa!

Training & Support
Our new Training & Support Center offers you a comprehensive package of tools designed to save you time while still providing an in depth look at our web-based tool. These include:

- Live online training sessions
- Self-paced training lessons, available on demand
- Printable user guides and reference materials

In addition to Training, our Support Center is committed to providing you with quality support, every step along the way. Click the links below to view more details:

Training & Support Center | Live Training Session Schedule

What’s New
Community MTM is now Mirixa Corporation.

Growth brings about change, and on June 5, 2007, Community MTM grew to officially become Mirixa.

Info

MirixaPro
As part of our overall rebranding, we've renamed this system MirixaPro.

Info

FDA MedWatch and Patient Safety
Reporting and monitoring adverse events and problems to FDA

Info

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<table>
<thead>
<tr>
<th>Drug Name</th>
<th>Last Fill:</th>
<th>Days Supply:</th>
<th>Days Between:</th>
<th>Quantity</th>
<th>NDC</th>
<th>Victoria Grey, MD</th>
<th>PH</th>
<th>Purpose</th>
<th>Patient Directions</th>
<th>Issues &amp; Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plavix Oral Tablet 75 MG</td>
<td>03/31/2007</td>
<td>30</td>
<td>67</td>
<td>22</td>
<td>50111043001</td>
<td>No Longer Taking</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Xalatan Ophthalmic Solution 0.005 %</td>
<td>03/31/2007</td>
<td>30</td>
<td>67</td>
<td>30</td>
<td>00013503004</td>
<td>No Longer Taking</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Omeprazole Oral Capsule Delayed Release 10 MG</td>
<td>03/31/2007</td>
<td>30</td>
<td>67</td>
<td>29</td>
<td>00093521001</td>
<td>No Longer Taking</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prevacid Solutab Oral Tablet Dispersible 15 MG</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>USER ENTERED</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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Personal Medicine Record

Below is a list of medicines that you take that are known to your pharmacy. Keep this list up-to-date by adding info in the blank spaces, by crossing out the medicine you are no longer taking, and by writing in new ones—including over-the-counter drugs and supplements.

<table>
<thead>
<tr>
<th>Medicine Name, Form, Strength</th>
<th>When &amp; How do I use it?</th>
<th>How It Looks?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydrocodone-Acetaminophen Oral Capsule 5-500 MG</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**What do I use it for?**

**Prescriber:** Victoria Grey, MD - PH: 4155551212

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<th>How It Looks?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fexofenadine HCl Oral Tablet 180 MG</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**What do I use it for?**

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