

Perspectives from 17 years of comprehensive medication management



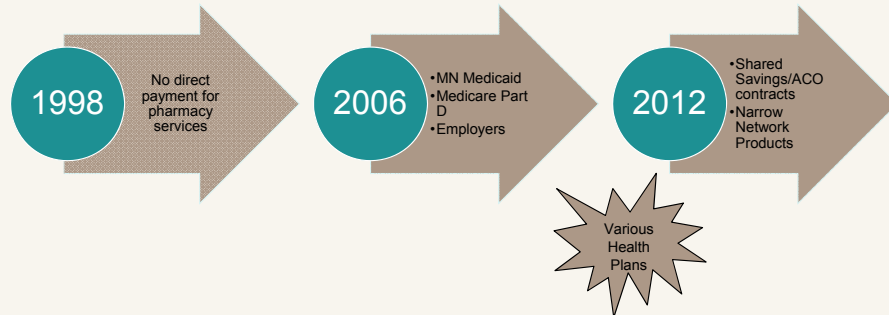
Who is Fairview Health Services?

By the Numbers

1906	Fairview is established as a nonprofit
1997	Fairview partners with the University of Minnesota
20,000+	Fairview employees across Minnesota
3,052	Credentialed physicians
7	Hospitals/medical centers
1,602	Staffed beds
45+	Primary care clinics
55+	Specialty clinics
47	Senior housing locations
30+	Retail pharmacies
30+	MTM/CMM practices



Timeline of payment opportunities



 FAIRVIEW

Health Plan challenges

- Landscape is shifting
 - Fee-for-service (FFS) transitioning to value
 - Financial control shift from payers to providers and health systems
 - Consumers: increased their purchasing power
- Population Risk Evaluation
- Network Optimization

 FAIRVIEW

Keys to Payment Success

Making the case

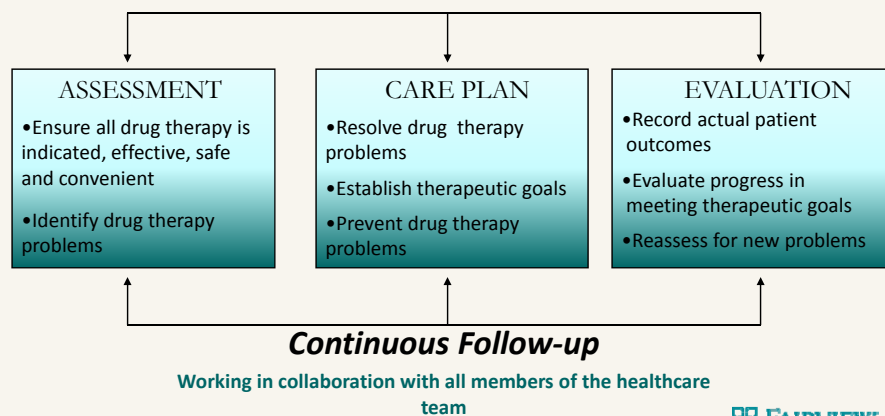
- Consistent Care Model is key
- MTM specific documentation
 - Example set by MN Medicaid
- Create a standard billing processes
 - Use of MTM CPT codes- 99605, 99606, 99607
- Integration into the system's care team
 - Targeting the most appropriate patients for CMM
- Measuring and reporting results
- Experience



Comprehensive Medication Management

Built upon the philosophy and process of "pharmaceutical care practice"

ESTABLISH A THERAPEUTIC RELATIONSHIP



Fairview Published Results

Focus on clinical, humanistic and economic data

- An average **12-to-1** return on investment in terms of reduced overall health-care costs, documented in “Clinical and Economic Outcomes of Medication Therapy Management Services: The Minnesota Experience” (Isetts, et al., *J Am Pharm Assoc.* 2008;48(2):203-211)
- MTM contributed to optimal care in complex patients with diabetes documented in “Optimal Diabetes Care Outcomes Following Face-to-Face Medication Therapy Management Services” (Brummel A.R. et al, *Population Health Management: 2012*)
- Medication therapy management: 10 years of experience in a large integrated health care system. (Ramalho de Oliveira, D., *Journal of Managed Care Pharmacy : JMCP*, 16(3), 185-195.)



Fairview Published Results

Focus on clinical, humanistic and economic data

Provider’s Perceptions:

- Maracle, H.L., Primary Care Providers' Experiences with Pharmaceutical Care-based Medication Therapy Management Services. *Innovations in Pharmacy: 3(1) 72.*

Patient’s Perceptions:

- Schultz, H., Patient-perceived value of Medication Therapy Management (MTM) services: a series of focus groups. *Innovations in Pharmacy:3(4)96*



Experience

Details of the benefit

- Target population(s)
- % of population usually participating in services
- Average number of visits per year
- Estimated cost of services
- Estimated savings



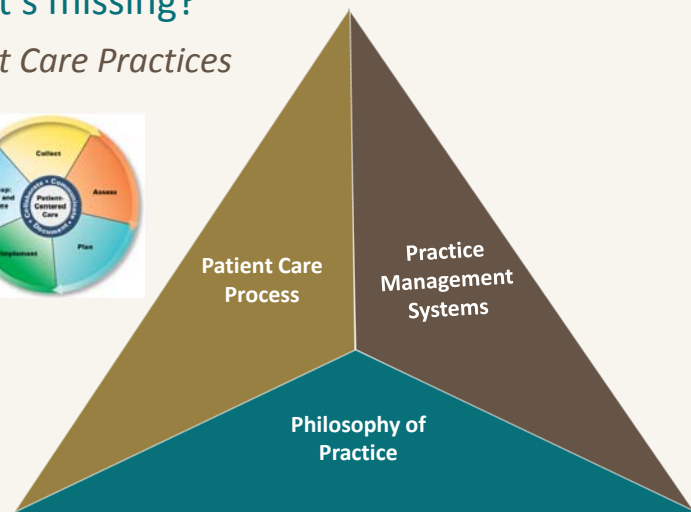
Barriers/Concerns

- Need to understand the business case
 - Medical seems to understand better than pharmacy depts
- Worried about “opening the flood gates”
- Administrative set up
- Plan filing/regulations



What's missing?

Patient Care Practices



Amanda Brummel PharmD, BCACP

Director, Clinical Ambulatory Pharmacy Services

Fairview Pharmacy Services

711 Kasota Ave SE | Minneapolis, MN 55414

arhode1@fairview.org | www.fairview.org

