

Achieving Benchmark Results Through Collaborative Partnerships with Pharmacists

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Number of People with Chronic Conditions is Rapidly Rising

Year	Number of People With Chronic Conditions (in millions)
1995	118
2000	125
2005	133
2010	141
2015	149
2020	157
2025	164
2030	171

Source: Wu, Shin-Yi and Green, Anthony. *Projection of Chronic Illness Prevalence and Cost Inflation*. RAND Corporation, October 2000.

People with Chronic Conditions Tend to Fill More Prescriptions

Number of Chronic Conditions	Average Annual Number of Prescriptions (Aver. Annual Rx Cost Per Person)
0	1.5 (\$59)
1	7.3 (\$411)
2	15.4 (\$865)
3	25.4 (\$1380)
4	33.9 (\$1882)
5+	52.7 (\$2853)

Source: Medical Expenditure Panel Survey, 2006

Healthcare Team of the Future

- Physicians
- Nurse Practitioners
- Nurses
- Medical Assistants
- *Clinical Pharmacists*
- Social Workers
- Physician Assistants
- Technicians

Accountable Care Organizations (ACO)

- The types of providers that are eligible to participate in the program as an ACO are:
 - physicians and practitioners
 - networks of individual practices of physicians and practitioners
 - partnerships or joint ventures between hospitals and physicians and/or practitioners
 - hospitals employing physicians and/or practitioners
 - other groups of providers or suppliers as HHS deems appropriate

Integrating Pharmacies into ACOs

- Viable solution to improve healthcare
- Improve patient outcomes including:
 - Decrease adverse drug reactions
 - Fewer medication errors
 - Improve patient compliance with drug regimens
 - Higher overall quality of life scores

Three Potential Models

- Academic Clinical Pharmacist
- Medical Group In-House Pharmacist
- Community Pharmacist

Medical Group Model

- Imbedded Clinical Pharmacist
 - Supports specific group practice
 - Continuum of care for practice population

Community Pharmacy Model

- Standardized Pharmacist Disease State Management and/or Medication Therapy Management
 - Initial Visit
 - Follow Up Visits
 - Documentation

Community Pharmacy Model

- Benefits
 - Accessibility – most frequented healthcare setting
 - Familiar and comfortable environment
 - Convenience
 - Location
 - Hours
 - Measurable Results
 - Improved Scores

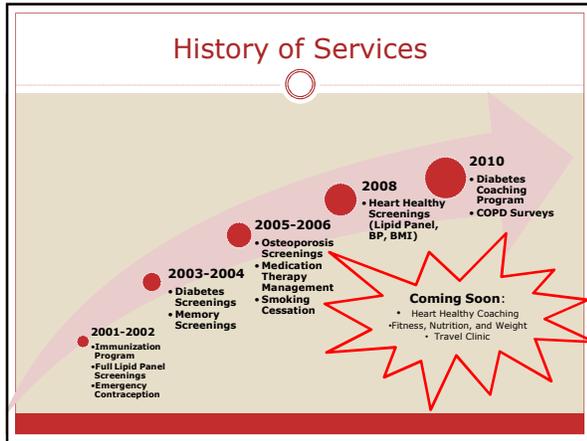
The Kroger Company

- The Kroger Company
 - National grocery chain pharmacy – 1950+ pharmacies
 - 18 divisions across 31 states
 - Approximately 300,000 employees
 - Approximately 110,000 employees with company-managed health benefits
- Ralphs Grocery Company
 - Southern CA
 - 35,000 employees
 - 2,500 employees with company-managed health benefits

THE KROGER CO. FAMILY OF PHARMACIES

Health Across the Organization

- As a company, we are committed to providing:
 - Best in Class health solutions for our patients
 - A better, broader range of health-related products
 - A shopping experience that makes it easier to find healthier foods
 - Affordable health solutions at our pharmacies by reducing overall healthcare costs



- ### Cincinnati Pharmacy Coaching Programs
- This study is a collaborative partnership between:
 - Kroger Pharmacy, Cincinnati
 - City of Cincinnati
 - Kroger Company / KPP
 - Anthem BCBS of Ohio
 - Healthcore
 - Novartis Pharmaceutical Corporation
 - WellPoint Next Rx

- ### Cincinnati Program: Overview
- **Background:**
 - Modeled after the "Asheville Project" which achieved significant improvements in clinical outcomes and economic benefits for the employer
 - Participating Employers: Kroger Company and City of Cincinnati (COC)
 - Measured effects of Kroger Pharmacy's Diabetes and Heart Healthy Coaching Programs
 - **Participant Incentives:**
 - All visits were 100% paid by employer
 - COC waived copays for all diabetes, HTN, and cholesterol related medications for enrollees. Kroger reduced copays by 50% for diabetes medications and testing supplies
 - COC also deposited \$100 into the HRA accounts of enrollees with that benefit
 - **Current Status:**
 - Open enrollment began 1/1/2008, ongoing enrollment until TBD
 - Over 800 patients currently enrolled, final analysis completed Fall 2010

- ### Barriers for Implementation
- Communication with pharmacies
 - Delays in communication
 - Lack of knowledge regarding pharmacy scope of practice
 - Technology
 - No shared platform for collaboration, tasking with other healthcare settings
 - Insurance billing for patient care services

- ### Overcoming Barriers
- Educate other healthcare professionals
 - Standardize shared EMR
 - Communicate among healthcare team
 - Designate clinical pharmacists as providers

- ### NACDS RFP: Primary Medication Non-Adherence (PMN)
- Objectives
 - Measure PMN
 - ✦ Pharmacy PMN (RxPMN)
 - ✦ Medical Group PMN (MedGrpPMN)
 - Develop PMN intervention(s)
 - ✦ Notifications from community pharmacists to prescribers
 - Fill status notification (RxFill)
 - ✦ Automated and personal reminder calls to patients

