

A decorative graphic on the left side of the slide, consisting of a dark blue branch with several light blue, teardrop-shaped leaves of varying sizes. The background is a solid light blue color.

*Innovative Ways to Utilize
Medication Therapy
Management*

MTM Background



Concept of Medication Therapy Management (MTM) services is not new

- Pharmaceutical Care
- Cognitive Services
- Pharmacist Services
- Medicare Part D introduced term, “MTM”

What is MTM?



- As defined by the Medicare Modernization Act of 2003 (MMA):
 - Services designed to:
 - Enhance enrollee understanding
 - Increase enrollee adherence
 - Detect adverse drug events, and patterns of overuse and underuse of prescription medications

What is MTM?



- “Distinct service or group of services that optimize therapeutic outcomes for individual patients.”
 - “Medication Therapy Management services are independent of, but can occur in conjunction with, the provision of a medication product

MTM Examples



- Selecting, initiating, modifying, or administering medication therapy
 - Cost efficacy management
 - Resolving drug therapy problems with prescribers
 - Monitoring/evaluating patient response
 - Comprehensive medication reviews
 - Providing education/training to patients
 - Formulating medication treatment plans

Why are members interested in MTM?



- General medication questions
 - Reduce drug costs
 - Advice on avoiding adverse drug reactions
 - Information on drug interactions
 - Simplify dosing regimen
 - Achieve therapeutic goals
 - Interested in coordinated care

Why should members want MTM?



- 4 of 5 Adults take a prescription, OTC, or herbal supplement daily. 1/3 of adults take >5
- Over 3 billion prescriptions dispensed annually
- 1.5 million preventable ADE's occur every year
- Medication Nonadherence Costs Health Care
- System \$290 Billion Annually

Why did CareSource want it?



Assist with High Risk members

Assist with driving HEDIS results

- Improved quality

Appropriate medications

Preferred Drug List

- Generic alternatives
- Reduce interactions
- Reduce inappropriate medications

Positively engage pharmacy network

Drive costs savings

- Generally see a 2.5-3:1 ROI = MCR

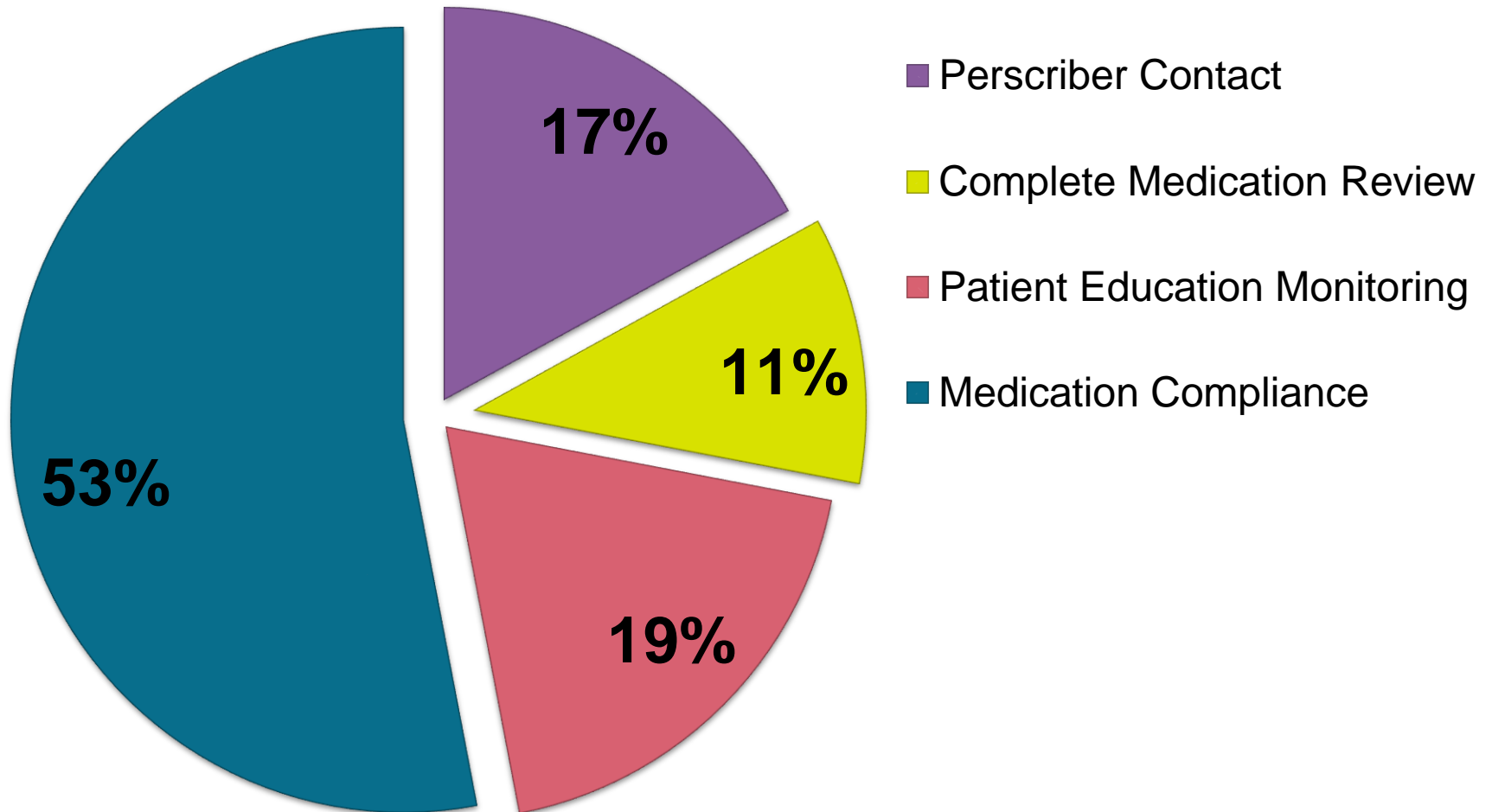
Key Activity in Ohio



July 1, 2012 – June 27, 2013

Total Patients	52,485
Total Claims	87,917
TIP Claims	47%
Pharmacist Driven Claims	53%
Total Acting MTM Pharmacies	1,428
Estimated Cost Avoidance	\$44,154,861.70
ROI 1.57:1	\$ 3,483,523.63 actual cost savings

Types of Interactions

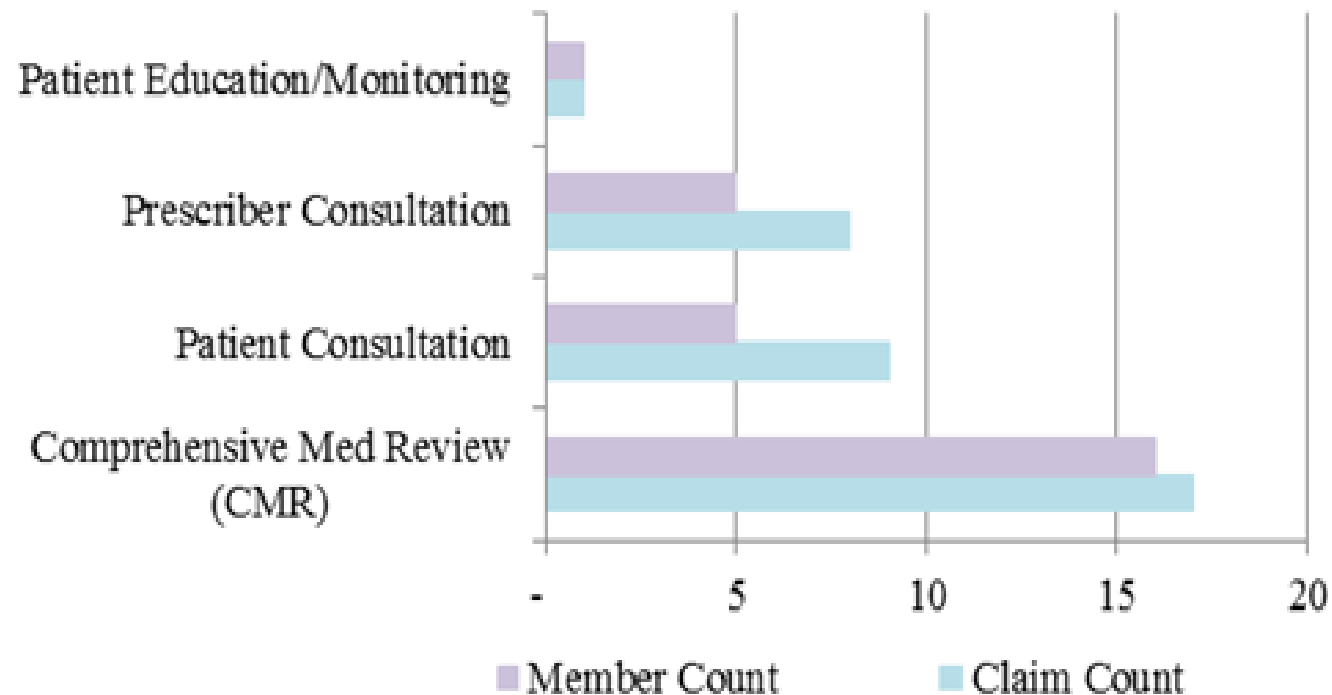


MTM Pilots



- Readmission Pilot
 - One county in Ohio
 - 237 members were sent between 11/1/2012 and 7/1/2013
 - 84 in total were reached out to while 30% could not be reached via phone
 - 11 were identified as not being appropriate for MTM services
 - 43 were identified as appropriate candidates;
 - 27 scheduled an appointment; 17 showed up for appointment
 - Acceptance rate of 31.5% (17/54)
 - CareSource imputed costs avoided estimate of \$16,480

MTM Pilot



MTM Pilot



Pharmacologic recommendations	#	Behavior modification recommendations	#
Indication	20	Healthy food choices	9
Underuse	9	Medication non-adherence	9
Safety	8	Physical activity	7
Administration/ technique	6	Smoking cessation	5
Overuse	5	Diabetes self-management skills	4
Efficacy	2	Stress reduction	2
Total	50	Total	36

MTM Pilot



Number of medications	Number of participants	Average number of pharmacologic recommendations	Average number of non-pharmacologic recommendations
5 or fewer	4	0.75	1.25
6 to 10	5	3.4	2.8
11 to 15	5	4.2	2.2
16 or more	3	6.3	3

MTM Activities

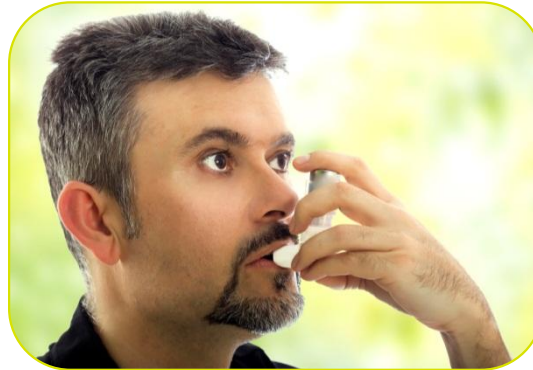


- Pharmacists within Family Practice Centers
- Pharmacists within Federally Qualified Health Centers
- Working on program for medications delivered at discharge

MTM Activities



MTM – CMR
intervention after
discharge



Asthmatic patients
not on therapy



Children on
excessive
anti-psychotic RX

Pharmacists in
clinic settings



High Risk Case
Management referral



MTM Stories



Medication
Adherence and
monitoring of BP a
concern for member



Pharmacist worked
with member to
obtain a BP monitor
and explained use



Pharmacist
explained
importance of
adherence and
provided a pill box
and set up weekly
check points for
member to show
pharmacist status of
taking medications



MTM Stories



Member prescribed multiple medications; two identified as able to be discontinued



Used two medications from same class; NSAIDs

MTM Stories



Diabetes medication review

- Discussed losing weight
- Adherence of medications
- Monitoring Blood Sugars



Member was not using Inhaler
and Stomach Medication
(discontinued)

Member Stories



Member with 9
disease states and
20 medications



Incorrectly using
maintenance inhaler



Need identified for
rescue inhaler



Has asthma;
shortness of
breath



Thank You for your time!

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*CareSource*TM