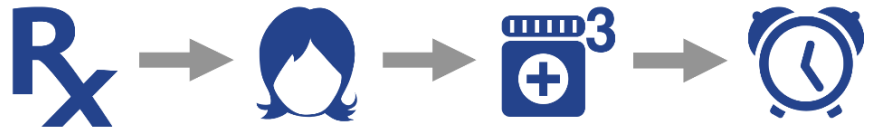
Our Goal



THE RIGHT MEDICATIONS → TO THE RIGHT PATIENT → IN THE RIGHT DOSES → THE FIRST TIME!

Current Situation

Nearly 30% of adults in the U.S. take 5+ medications.[1]

Drugs are involved in 80% of treatments & impact all aspects of a patient's life.[2]

10,000 prescription medications are available on the market.[3]

Medical errors are the third leading cause of death.[4]

Only 13% of primary care physicians consult with a pharmacist before prescribing new prescriptions.[5]

A recent study reveals a mean of 49 seconds is spent by physicians and patients talking about a new medication during a mean office visit time of 15.9 minutes.[6]

[1] *Medication Errors*. June 2017, http://psnet.ahrq.gov/primers/primer/23/medication-errors. Accessed 4 Jan. 2018. AHRQ Patient Safety Network

[2] McInnis T, et al., editors. *The Patient-Centered Medical Home: Integrating Comprehensive Medication Management to Optimize Patient Outcomes*. 2nd ed., Patient-Centered Primary Care Collaborative. PCPCC Medication Management Task Force collaborative document.

[3] *Medication Errors*. June 2017, http://psnet.ahrq.gov/primers/primer/23/medication-errors. Accessed 4 Jan. 2018. AHRQ Patient Safety Network

[4] "Study Suggests Medical Errors Now Third Leading Cause of Death in the U.S. - 05/03/2016." *Johns Hopkins Medicine, based in Baltimore, Maryland*, Mar. 5ADAD, 2016, Accessed 4 Jan. 2018. http://www.hopkinsmedicine.org/news/media/releases/study_suggests_medical_errors_now_third_leading_cause_of_death_in_the_us.

[5] *Preventing Medication Errors: A $21 Billion Opportunity*. Network for Excellence in Health Innovation, 2011. http://www.nehi.net/bendthecurve/sup/documents/Medication_Errors_%20Brief.pdf. Accessed 4 Jan. 2018.

[6] Tarn, D. M., Paterniti, D. A., Kravitz, R. L., Heritage, J., Liu, H., Kim, S., & Wenger, N. S. (2008). How much time does it take to prescribe a new medication? Patient Education and Counseling, 72(2), 311-319. Accessed 3 May 2019. https://www.sciencedirect.com/science/article/pii/S073839910800116X?via%3Dihub

What We Spend

- **Rx drug costs are rising at double-digit rates** [1]
- **Medication-related morbidity & mortality costs exceeds $528B annually** [2]
- **Rx drug spending exceeds $300B a year** [3]
- **One in every four commercial health plan dollars is spent for prescription medications** [4]
- **Illness and death from non-optimized medication therapy cost $528.4B annually— equivalent to 16% of total U.S. health care expenditures** [5, 6]
- **Annually, inpatient preventable medication errors cost approximately $16.4B & outpatient preventable medication errors cost about $4.2B** [7]

[1] Miller S. "Employers Prepare for 2017 Drug Price Hikes." *SHRM*, 19 May 2017, http://www.shrm.org/resourcesandtools/hr-topics/benefits/pages/2017-drug-plan-cost-strategies.aspx. Accessed 4 Jan. 2018.

[2] Watanabe J, et al. Cost of Prescription Drug–Related Morbidity and Mortality. Annals of Pharmacotherapy, March 26, 2018. Accessed 3 April 2018. http://journals.sagepub.com/eprint/ic2iH2maTdI5zfN5iUay/full..

[3] "A Look at Drug Spending in the U.S." *Pew Charitable Trust*, 28 Aug. 2018, https://www.pewtrusts.org/en/research-and-analysis/fact-sheets/2018/02/a-look-at-drug-spending-in-the-us. Accessed 18 April. 2019.

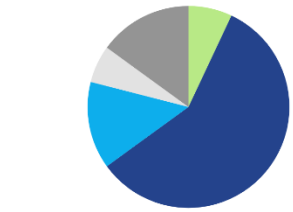
[4] "Prescription Medications Account For One In Four Dollars Spent By A Commercial Health Plan." *Health Affairs Blog*, 24 Aug. 2018, http://bit.ly/2NuJsSu. Accessed 21 Sept. 2018.

[5] Cutler DM, Everett W. Thinking outside the pillbox: medication adherence as a priority for health care reform. *N Engl J Med*. 2010;362(17):1553-1555PubMedGoogle ScholarCrossref

[6] Watanabe J, et al. Cost of Prescription Drug–Related Morbidity and Mortality. Annals of Pharmacotherapy, March 26, 2018. Accessed 3 April 2018. http://journals.sagepub.com/eprint/ic2iH2maTdI5zfN5iUay/full

[7] *Preventing Medication Errors: A $21 Billion Opportunity*. Network for Excellence in Health Innovation, 2011. http://www.nehi.net/bendthecurve/sup/documents/Medication_Errors_%20Brief.pdf. Accessed 4 Jan. 2018.

What We Waste



Dose Too High (7%) Inadequate Therapy (58%)
Adverse Reaction (14%) Unecessary Therapy (6%)
Non-Adherence (15%)

Between 50% and 75% of patients do not take their medications as prescribed.[1, 2]

- **$528.4B annual**—cost of non-optimized medication therapy [3]
- **275,689 deaths**—from non-optimized medication therapy [4]
- **$2,481-$2,610**—average cost of an individual experiencing treatment failure or new medical problems after initial prescription use [5]

[1] National Community Pharmacists Association. Take as directed: a prescription not followed. *http://www.ncpanet.org.*

[2] World Health Organization. Adherence to long-term therapies: evidence for action. *http://www.who.int/chp/knowledge/publications/adherence_introduction.pdf.* Accessed August 3, 2012

[3] Watanabe J, et al. Cost of Prescription Drug–Related Morbidity and Mortality. Annals of Pharmacotherapy, March 26, 2018. Accessed 3 April 2018. http://journals.sagepub.com/eprint/ic2iH2maTdI5zfN5iUay/full..

[4] Ibid.

[5] Ibid.

So we must

1. ensure that each patient's medications are assessed for appropriateness
2. integrate and share all patient data with the team
3. create collaborative agreements with pharmacists as the expert on the team
4. get to clinical goal
5. close the information loop

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