GTMRx Institute™

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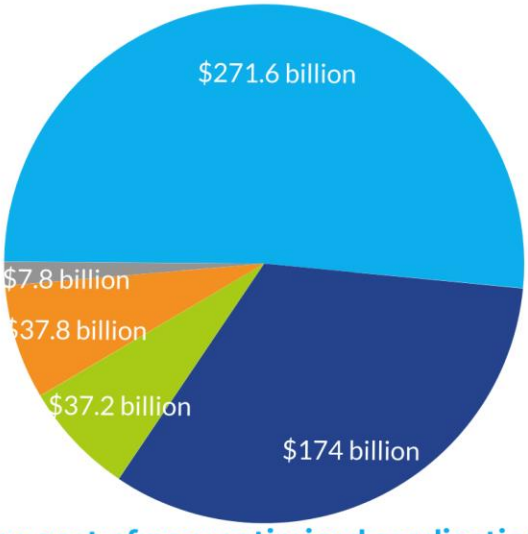
Decrease Costs & Improve Employee Health

Encourage your health plan to enter into value-based contracts that include team-based comprehensive medication management services.

The Problem:

Non-Optimized Medications

- Per person annual spending is 59% higher for employees with 1 chronic health condition and 82% higher for those with 2+ chronic conditions.[2]
- Employees with chronic illness have higher absenteeism.[3,4] For example, full-time workers with diabetes miss an average of 5.5 additional work days per year.[5]



The cost of non-optimized medications[1]

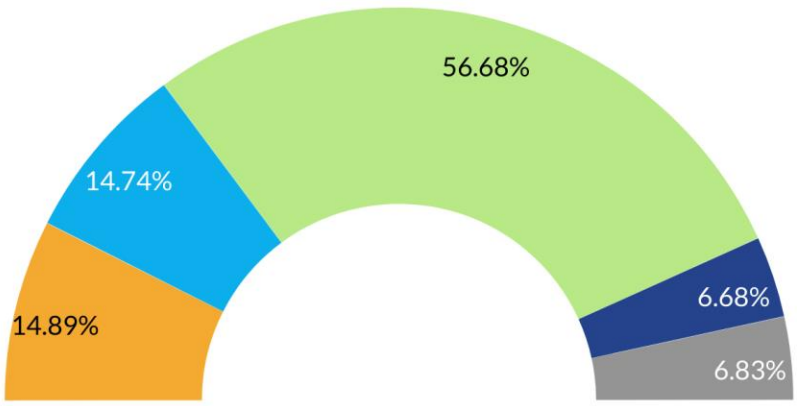
TOTALS

$528 BILLION

- Long-Term Care (51.4%)
- Hospitalizations (32.93%)
- Emergency Department Visits (7.04%)
- Provider Visits (7.15%)
- Additional Prescriptions (1.48%)

Medication Therapy Problems

Beyond Adherence[6]



- Non-Adherence (14.92%)
- Adverse Reactions (14.77%)
- Inadequate Therapy (56.78%)
- Unnecessary Therapy (6.69%)
- Dose Too High (6.84%)

The Solution:

Comprehensive Medication Management

A patient-centered, collaborative approach to optimizing medication selection and use delivered by a team, i.e., clinical pharmacist, physician, patient, etc. Each medication is assessed for appropriateness, efficacy, safety and feasibility.[6, 7]

CMM goes beyond services provided by pharmacy benefit managers. CMM is patient-specific, comprehensive and ongoing—influencing medication selection, use and monitoring.

Medication optimization strategies by clinical pharmacists yield positive results for self-insured employer groups:

- Improved clinical outcomes in chronic illness[8, 9, 10, 11, 12, 13]
- Reduced health care utilization including emergency department and hospital visits[9, 12]
- Decreased employee absenteeism[13]
- Decreased total cost of care by an average of $1,000/patient/year[10, 11, 12, 13]
- Positive return on investment ranging from $2-$4:1 in the first year[10, 11]

A Call to Action

- Using data analytics from your own benefits spend, enlighten the C-suite about the need to adopt CMM so they can lead and advocate for transformation.
- Engage with employers, primary care and specialist physician organizations, medical and pharmaceutical service providers, community leadership organizations, health care insurance carriers and consumer groups focused on acute/chronic care outcomes improvement to discuss the community's need to transform medication use through CMM.
- Utilize value-based contracting with medical carriers and PBMs for delivery of team-based CMM services led by clinical pharmacists.
- Ensure contracts require real-time interconnectivity between medical carrier and PBM patient records and foster establishment of real-time sharing between network providers.
- Base contract performance guarantees on measurable clinical outcome improvements and financial waste avoidance achieved through appropriate implementation of CMM.
- Promote employer health care coalition advocacy for CMM and group purchasing of carve-out CMM services for employers unable to contract with medical carriers/PBMs for services.

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