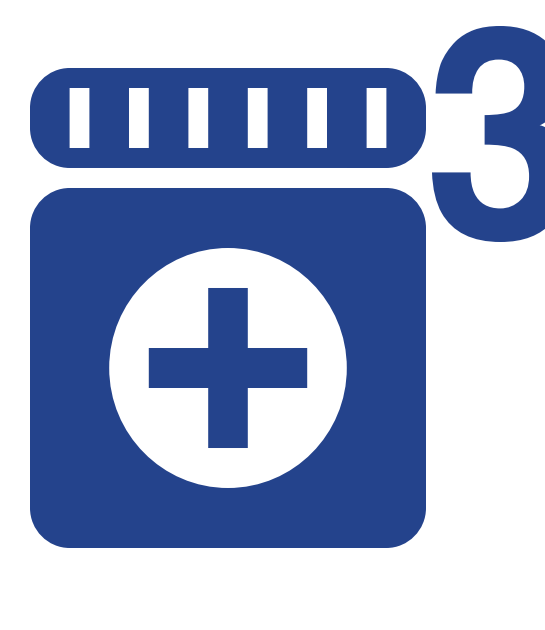
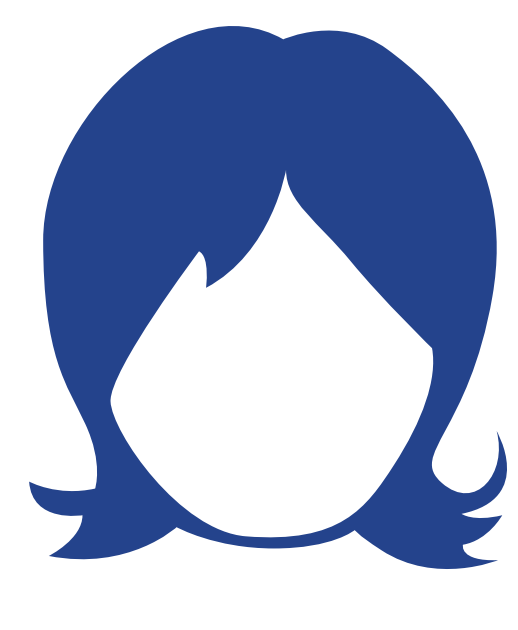


Our Goal



THE RIGHT
MEDICATIONS

TO THE RIGHT
PATIENT

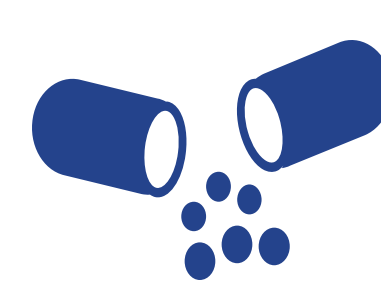
IN THE RIGHT
DOSES

THE
FIRST TIME!

Current Situation



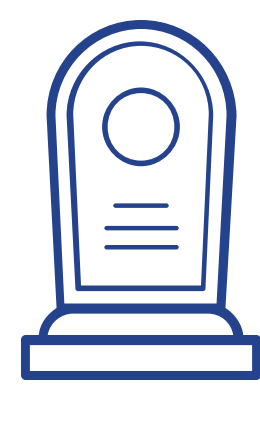
Nearly 30% of adults in the U.S. take 5+ medications.¹



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



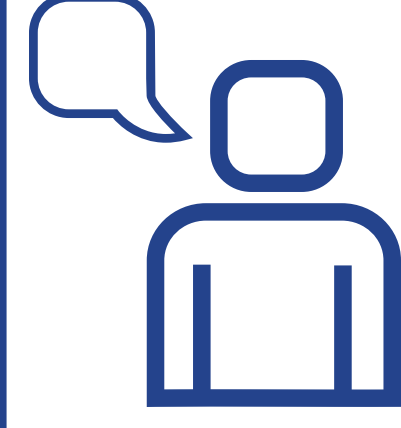
10,000 prescription medications are available on the market.³



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.

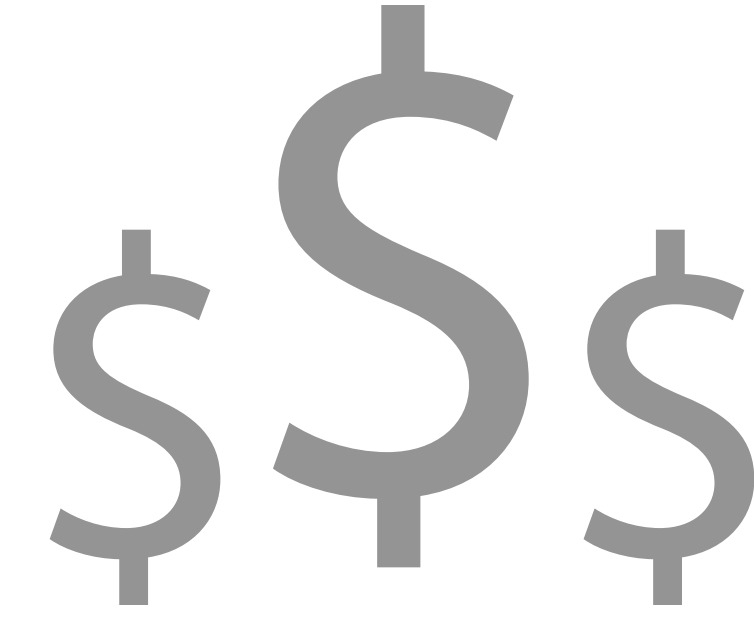
[3] Medication Errors. June 2017, <http://psnet.ahrq.gov/primers/primer/23/medication-errors>. Accessed 4 Jan. 2018. AHRQ Patient Safety Network

[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 rates¹
- Medication-related morbidity & mortality costs exceeds \$528B annually²
- Rx drug spending exceeds \$300B a year³
- One in every four commercial health plan dollars is spent for prescription medications⁴
- 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 \$4.2B⁷

[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/ic2iH2maTdl5zfN5iUay/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.

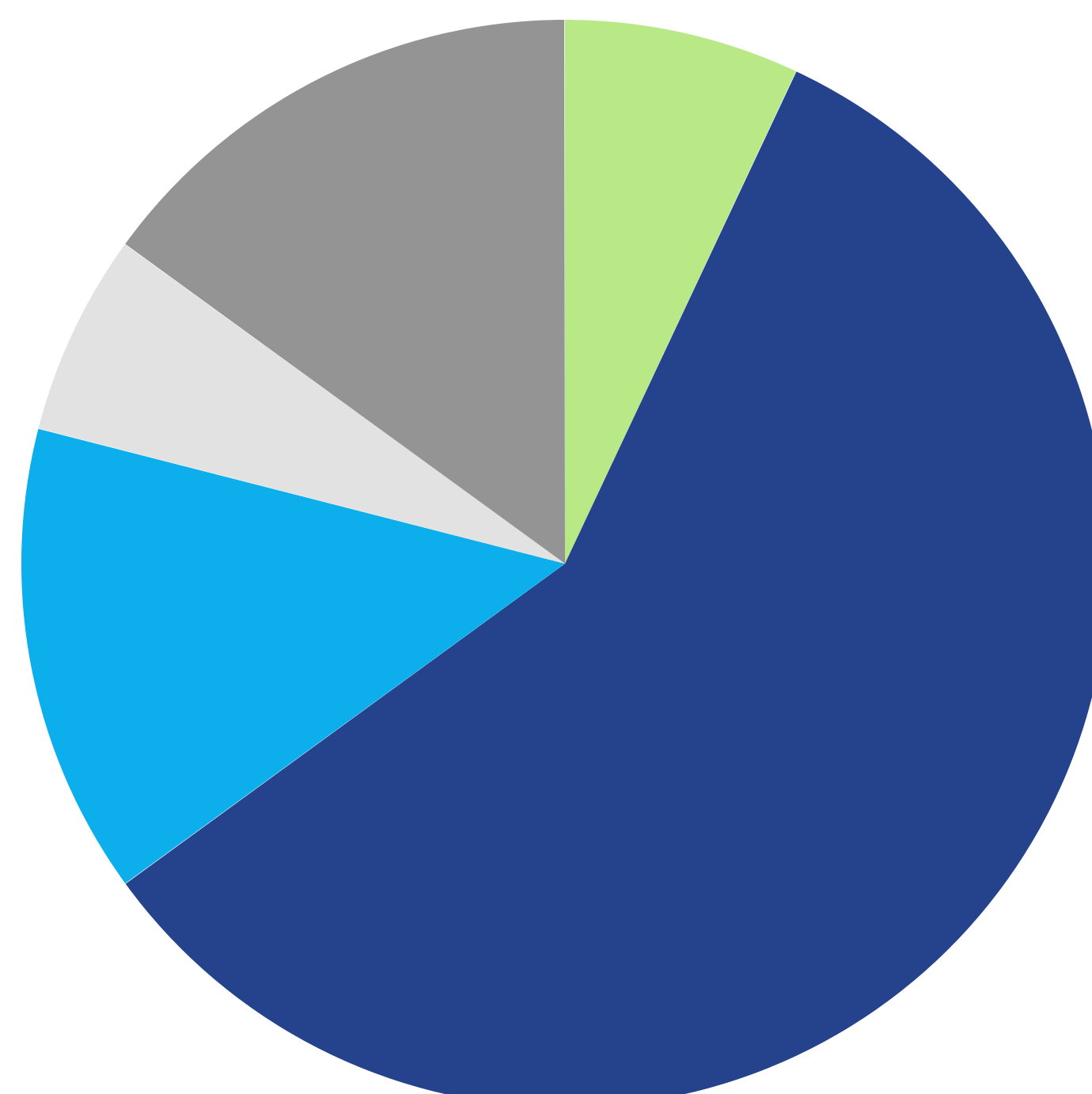
[5] Cutler DM, Everett W. Thinking outside the pillbox: medication adherence as a priority for health care reform. *N Engl J Med*. 2010;362(17):1553-1555PubMedGoogle ScholarCrossref

[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/ic2iH2maTdl5zfN5iUay/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

Between 50% and 75% of patients do not take their medications as prescribed.^{1,2}



• \$528.4B annual—cost of non-optimized medication therapy³

• 275,689 deaths—from non-optimized medication therapy³

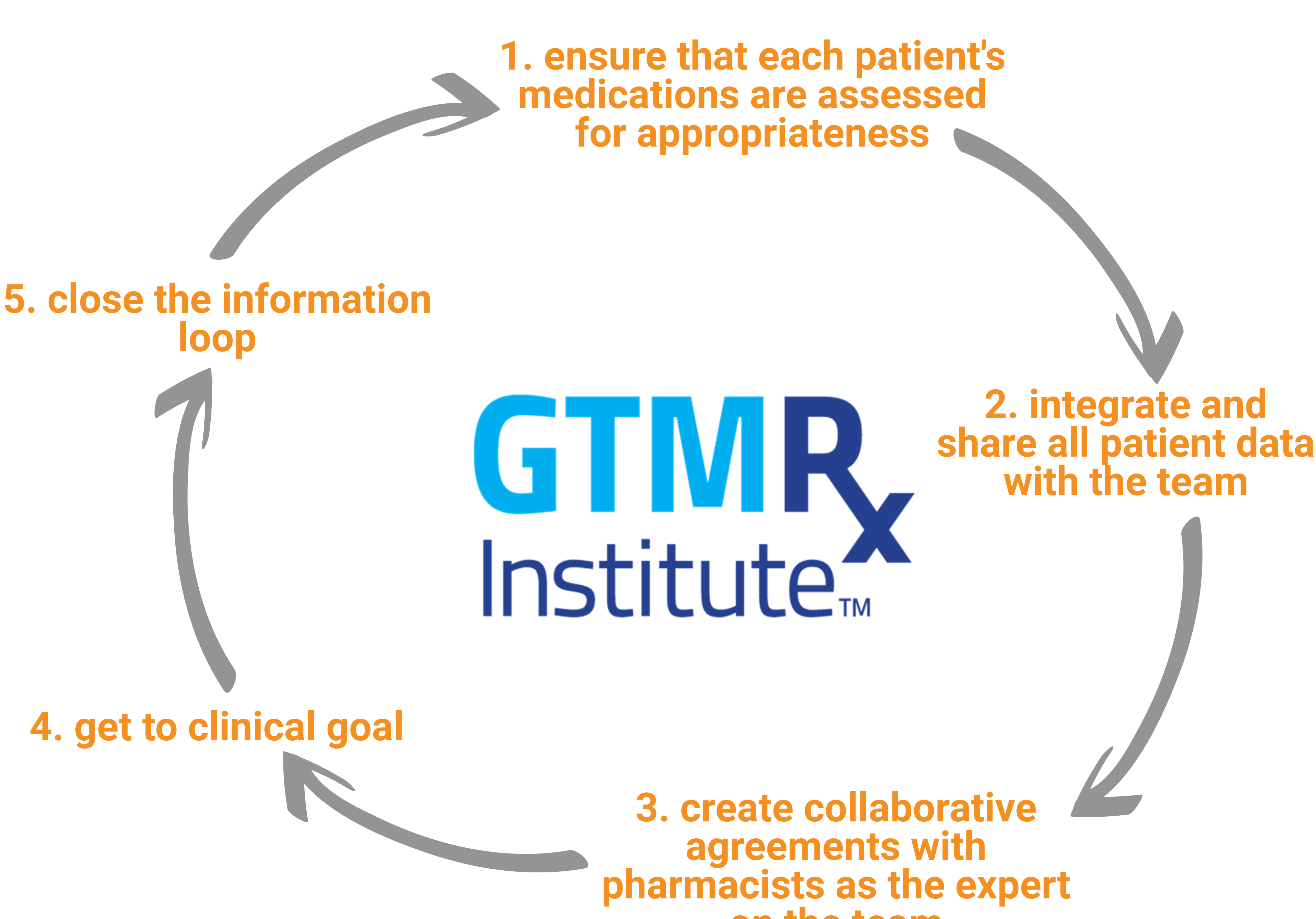
• \$2,481-\$2,610—average cost of an individual experiencing treatment failure or new medical problems after initial prescription use³

[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/ic2iH2maTdl5zfN5iUay/full>.

So we must



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