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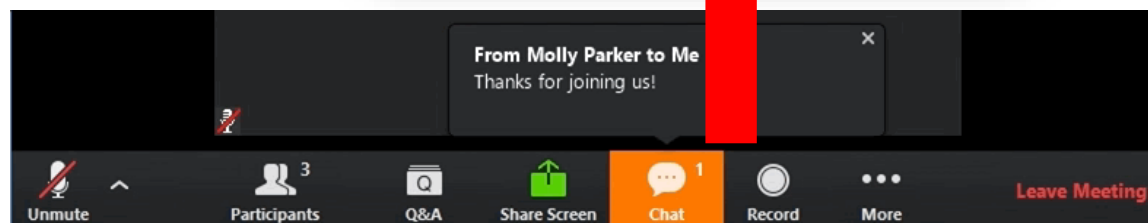
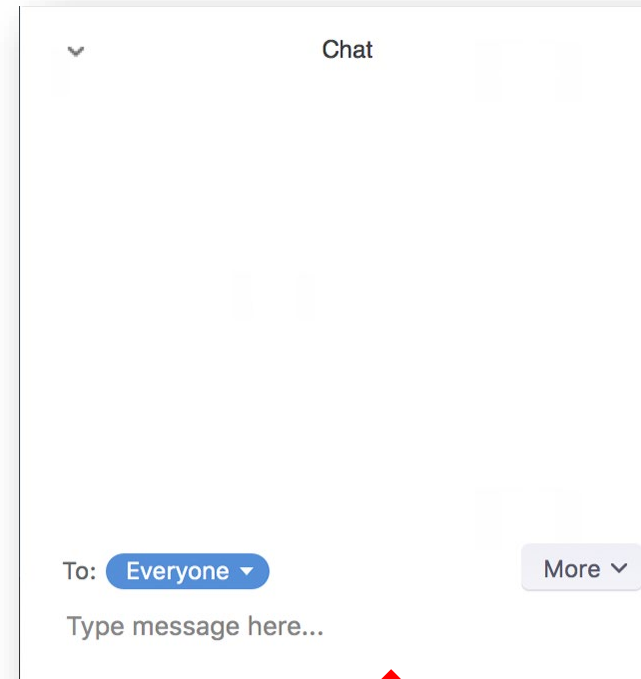
Get the medications right
www.gtmr.org

How to Integrate Clinical Pharmacists Into Primary Care

A Few Quick Tips and Reminders

All participants will be in **listen-only mode**.

Please submit questions for the speakers throughout the presentation. We will address them during the Q&A.



The Get the Medications Right Institute

gtmr.org

Vision Enhance life by ensuring appropriate and personalized use of medication and gene therapies.

Mission Bring critical stakeholders together, bound by the urgent need to optimize outcomes and reduce costs by getting the medications right.

Focus Areas

- Practice and Care System Transformation
- Payment & Policy Solutions
- Precision Medicine via Advanced Diagnostics
- Health IT to Support Optimized Medication Use

Multi-Stakeholder Coalition:
Launched April 2019 – 1450+ members & 895+ companies



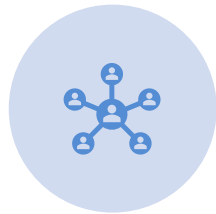
Medication Complexity



Over 10,000 prescription products marketed in the U.S¹



80% of patients leave their primary care provider office with a prescription.²



Medicare Part D beneficiaries have an average of three to four prescribing providers.³



Nearly 30% of adults take 5 or more medications.¹



Over 4 billion prescriptions annually.⁴



49 seconds of a 15-minute patient visit is spent talking about new medications⁵

Overburdened Physicians



Increasing demands, less time with patients, limited reimbursement all contribute to physician burnout which effects up to 54% of physicians.⁶



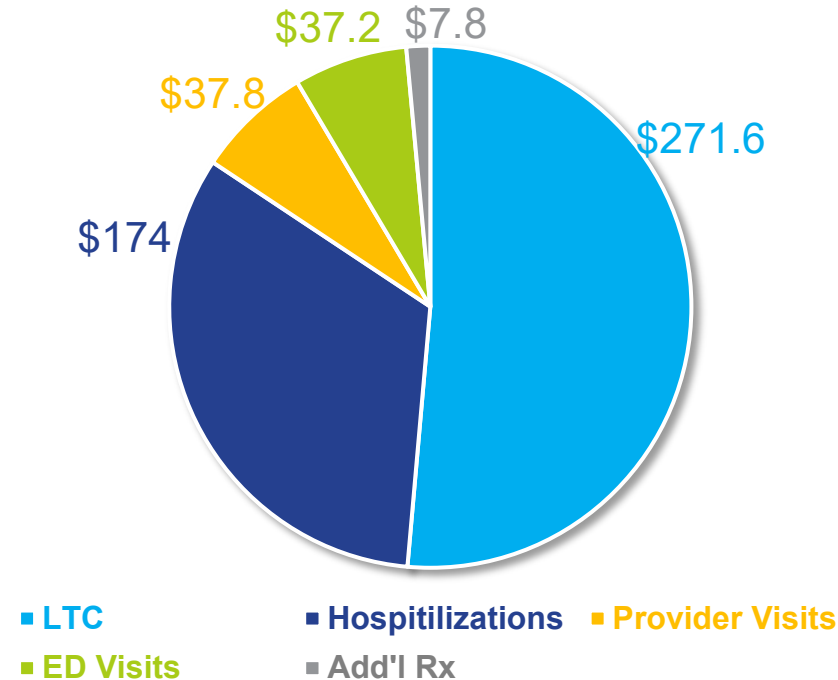
Primary care physicians see an average of 20 patients per day.⁷



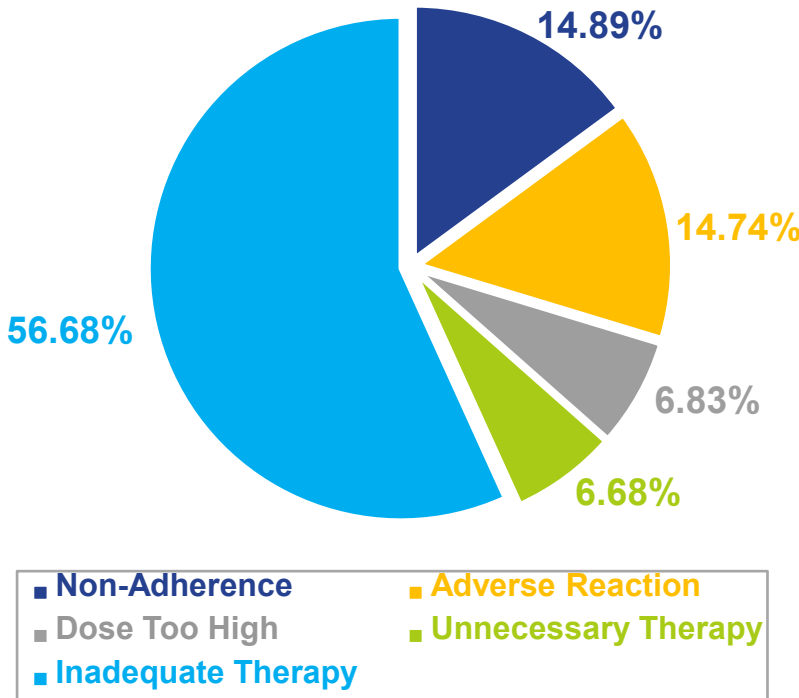
After each visit, 16 min spent on electronic health record (chart review, documentation, ordering) ⁸

The Risk Non-Optimized Medication Therapy

The Costs of Non-Optimized Medications:
\$528B



Medication Therapy Problems



*Watanabe JH, McInnis T, Hirsch JD. Cost of prescription drug-related morbidity and mortality. Ann Pharmacother. 2018;52(9): 829-837.

*Comprehensive medication management in team-based care. American College of Clinical Pharmacy.

Mitigating the Risk: Optimizing Medication Use Through Comprehensive Medication Management (CMM) in Practice

*CMM: A systematic approach to medications where physicians and pharmacists ensure that medications (whether they are prescription, non-prescription, alternative, traditional, vitamins or nutritional supplements) are individually assessed to determine that each medication is appropriate for the patient, effective for the medical condition, safe given the comorbidities and other medications being taken and able to be taken by the patient as intended.**

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

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GTMRx Pulse on Pharma Survey



New Data from GTMRx Reveals Some of the Biggest Hurdles in Health Care

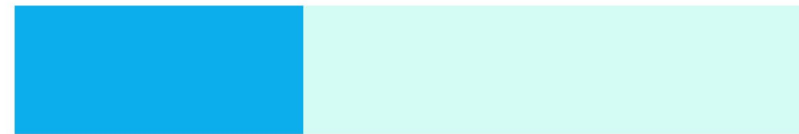
In a recent survey, we asked: What is the biggest issue with managing medications right now?

50.30%



lack of communication between prescribers and pharmacists

36.28%



cost of medications

Source: GTMRx Pulse on Pharma Survey – April 7-21, 2021

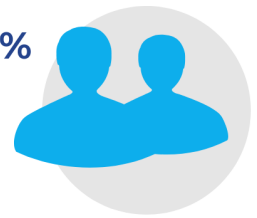
Further Industry Insight: Pulse on Pharma Survey



New Data from GTMRx Reveals Some of the Biggest Hurdles in Health Care

What should be the first step in changing the way we manage medications?

33%



Physicians working in collaborative practice with pharmacists to help patients reach their clinical goals of therapy

31%



Access to clinical information at the point-of-care for all team members (to include the clinical pharmacist) working with the patient

27%



Payment for comprehensive medication management services

Source: GTMRx Pulse on Pharma Survey – April 7-21, 2021



GTMRx Institute Surveys Over 1,000 Americans on Medication Management

61% of respondents believed it would be helpful to have a "medication coach" as part of their medical care team



Source: GTMRx Zogby Consumer Survey — May 25-27 2021

Today's Presenters



Shaowei Wan, PhD, MS, MA, BPharm

T32 Research Fellow in Palliative Care and Aging, University of Colorado, Anschutz Medical Campus, School of Medicine, General Internal Medicine



Peter G. Teichman, MD, MPA

Family Medicine Clinician and Primary Care Information Technology Lead, Asante Physician Partners

INTEGRATING CLINICAL PHARMACISTS INTO PRIMARY CARE

Peter Teichman



PETER TEICHMAN, MD, MPA, AND SHAOWEI WAN, PhD, BPharm

CMS

How to Integrate Clinical Pharmacists Into Primary Care

Clinical pharmacists can take team-based care to the next level.



In today's practice environment, with increased demands on physicians' time, increased complexity of medication management, and increased performance expectations, primary care physicians need not go it alone. Collaborating with clinical pharmacists is a promising way to expand team-based care.


Clinical pharmacists are among the least understood and most underrated members of health care teams. The duration of their education and clinical training surpasses that of nurse practitioners and physician assistants, yet clinical pharmacists are too often relegated to episodic consultations for individual patients or tinkering at the edges of clinical care in supply-based assignments calibrated below their doctorate degrees. With high ratios of education and training to sphere of practice, clinical pharmacists are capable of stepping into the challenges of daily clinical care, making substantial contributions to care teams, and building robust population health programs. (See "Get to know clinical pharmacists" in the online version of this article at <https://www.aafp.org/fpm/2021/0500/p12.html>.)

ABOUT THE AUTHORS

Dr. Teichman is a family medicine clinician and primary care information technology lead at Asante Physician Partners in Medford, Ore. Dr. Wan is an associate professor in social and economic sciences at California Health Sciences University in Clovis, Calif. Author disclosures: no relevant financial affiliations disclosed.

Key Points


- Medications play an oversized role in medical care.
- We need better oversight and care of medication-based care.
- Clinical pharmacists are well-suited to improve medical care.
- Clinical pharmacists have not been fully invited into or fully engaged at the point of medication decision-making.
- There are multiple effective pathways to integrating clinical pharmacists into the pivotal activities of medical care.



How to Integrate Clinical Pharmacists Into Primary Care


Shaowei Wan, PhD, BPharm

Peter Teichman, MD, MPA



Health Care Teams Need Clinical Pharmacists' Participation

- Shortage in US health care professionals' workforce worse after the pandemic
- Physician-centric decision-making and performance evaluation model
- Unmet patient needs for safe, effective and affordable treatments
- Complex and expensive medication use (\$528.4 billion dollar waste due to non-optimized medications)



*Clinical
Pharmacists
can take
team-based
care to the
next level*


Typically, 4-year PharmD degree
with rigorous basic and clinical
science curriculum

30% complete 1-2 year residency
training

10% attain Board Certified
Pharmacotherapy Specialist
credential

Reimbursement is a Barrier to Expand Clinical Pharmacist Services

- Value-based reimbursement model
 - Improved quality/outcomes and cost reduction
- Fee-for-service reimbursement model
 - Separate payment for each separate service
- Current U.S. health care system - mixed payment model



Practical Ideas of Clinical Pharmacists' Services Incidental to Physician Billing

Start with medication safety reviews

Medication introduction

Drug monitoring

Chronic disease management

Drug evolutions for updated medications

Deprescribing

Population health



Examples in Population Health

Social determinants of health

- “Low income” (Z59.6) or “Financial hardship” (Z91.120)
- Food insecurities lead to adverse drug events, e.g., hypoglycemia
- Patients with low health literacy

Clinical pharmacists can offer creative solutions to these challenges

- Navigate health plans or patient assistance programs
- Identify affordable options
- Patient screening/education

Discussion / Q&A



Shaowei Wan, PhD, MS, MA, BPharm

T32 Research Fellow in Palliative Care and Aging, University of Colorado, Anschutz Medical Campus, School of Medicine, General Internal Medicine



Peter G. Teichman, MD, MPA

Family Medicine Clinician and Primary Care Information Technology Lead, Asante Physician Partners

Thank you!

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