



Pharmacist Outreach to Primary Care Partner Guidance for MTM

Why consider Medication Therapy Management?

MTM is a patient-centered, collaborative set of services that focus on medication appropriateness, effectiveness, safety, and adherence with the goal of improving health outcomes. Patients with a history of non-adherence, multiple chronic conditions, a recent transition in care, or high risk medications may all be good candidates for MTM services.

MTM seeks to enhance patient care by improving collaboration among pharmacists, physicians, and other healthcare professionals; enhancing communication between patients and their healthcare team; and empowering patients to optimize medication use for improved healthcare outcomes.

How will your partnership with a pharmacist enhance your practice?

Pharmacists can improve patient care through MTM by identifying, prioritizing, and resolving medication related problems; actively collaborating; and empowering patients to take an active role in medication and healthcare self-management.

What potential financial impact can this have?

- A study by Pinto et al.¹ (compared costs vs. benefits of implementing an MTM program in 5 different community pharmacies in Toledo, Ohio and found that physician office visits increased in cost by \$11,776.41, but emergency room and inpatient costs decreased by a combined estimated \$190,825.01 (\$179,047.80 net savings).
- For every \$1 spent on MTM it is estimated that \$4 in overall health care costs are saved.
- MTM has the potential to yield positive cost impacts through reductions in multiple types of care utilization.²
- Medication adherence is associated with healthcare costs. High medication adherence rates are associated with low healthcare costs.³
- MTM and similar programs show the potential for cost savings through decreased medical claims and hospital/emergency room admissions.⁴

Questions to discuss:

- What challenges are you facing with your patients in terms of medication adherence, management of glucose, blood pressure, or cholesterol?
- What would you hope to gain by providing MTM to your patients?
- What is your payer mix?
- What is your patient mix, and what kind of caseload do you have monthly?
- What kind of communication do you have with your patients for scheduling and follow-up?

¹ Pinto SL, Kumar J, Partha G, Bechtol RA. "Improving the economic and humanistic outcomes for diabetic patients: making a case for employer-sponsored medication therapy management." *ClinicoEconomics and Outcomes Research: CEOR*. 2013;5:153-159.

² Impact of a PatientCentered Pharmacy Program and Intervention in a High-Risk Group. Moore JM, Shartle D, Faudskar L, Matlin OS, Brennan TA. *Journal of Managed Care Pharmacy*. 2013. 19(3):228-236.

³ Medicaid Beneficiaries With Congestive Heart Failure: Association of Medication Adherence with Healthcare Use and Costs. Esposito D, Bagchi AD, Verdier JM, Bencio DS, Kim MS. *American Journal of Managed Care*. 2009. 15(7):437-45.

⁴ The Asheville Project: long-term clinical, humanistic, and economic outcomes of a communitybased medication program for asthma. Bunting BA, Cranor CW. *Journal of the American Pharmacists Association*. 2006. 46(2):133-147



- Can you estimate the costs that could be saved if these patients had improved medication adherence? What information would you need in order to estimate these costs?
- How are you reimbursed for patient care, is there any opportunity for sharing bonus payments or other capitated payment arrangements?
- Would you be willing to pay the MTM fees for these patients if we provide the services?
- Do you coordinate with the patient's primary care provider at all (If not the PCP)? Do you collect this information?
- What kind of intake information do you have on the patient related to their medications that you might be able to share with us ahead of the MTM visit?

¹ Pinto SL, Kumar J, Partha G, Bechtol RA. "Improving the economic and humanistic outcomes for diabetic patients: making a case for employer-sponsored medication therapy management." *ClinicoEconomics and Outcomes Research: CEOR*. 2013;5:153-159.

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