



Partnering with a Pharmacist for Diabetes Management

March 22, 2023

Louisiana's Health Initiative

Speaker

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 - Pharmacist Consultant





Objectives

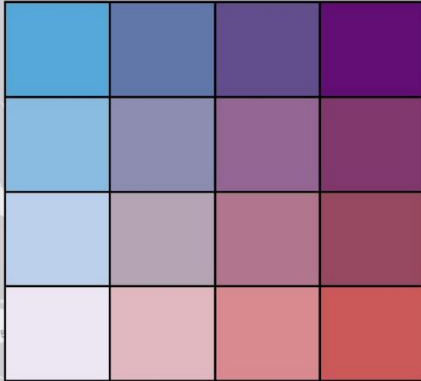
- Learn how to impact chronic disease outcomes through collaboration with pharmacists and best practices for working together
- Learn the pharmacist's role in Diabetes Self-Management Education Services (DSMES)
- Learn about Medication Therapy Management and Chronic Care Management services including the roles of the pharmacist and primary care collaborator

Diabetes Facts

- **Total:** 37.3 million people have diabetes (11.3% of the US population)
- **Diagnosed:** 28.7 million people, including 28.5 million adults
 - Risk of early death 50% higher vs. non-DM
- **Undiagnosed:** 8.5 million people (23.0% of adults are undiagnosed)
- 7th leading cause of death in US
- **Cost**
 - \$327 billion annually due to increased medical costs & lost wages
 - Average 2.3 times higher medical costs than those without diabetes

2019

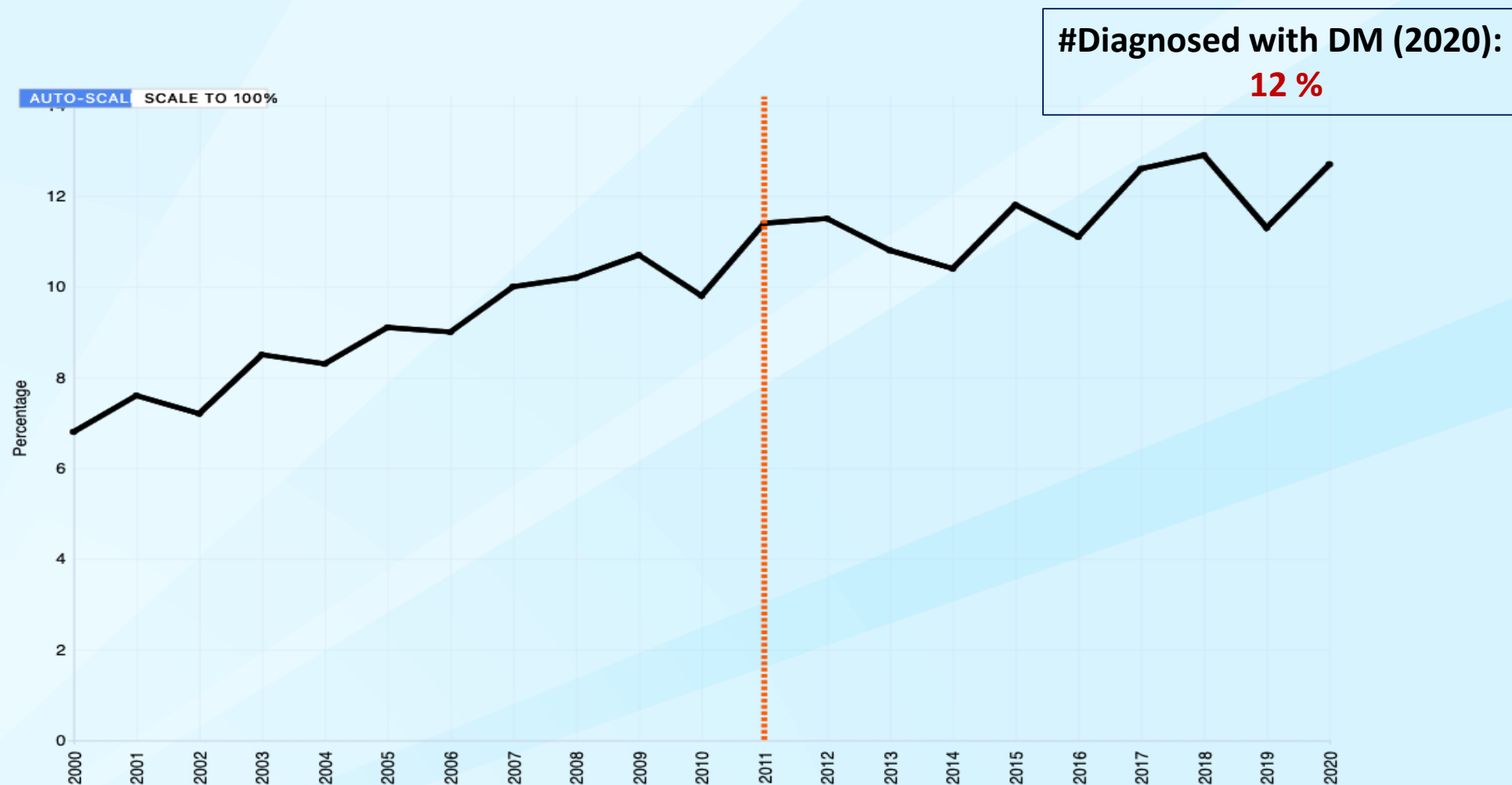
Obesity (%)



Diagnosed Diabetes (%)

Diagnosed Diabetes and Obesity estimates are percentage; natural breaks were used to create categories using all data from 2004-2019; Diagnosed Diabetes (%): <7.1, 7.1-8.6, 8.6-10.5, >10.5; Obesity (%): <21.2, 21.2-25.5, 25.5-30.5, >30.5

Diagnosed Diabetes, Total, Adults Aged 18+ Years, Age-Adjusted Percentage, Louisiana



Source: [USDSS](#) Major changes to the survey methods in 2011

Horizontal dotted line indicates "No Data", "Suppressed Data" or both.

Disclaimer: This is a user-generated report. The findings and conclusions are those of the user and do not necessarily represent the views of the CDC.

National Center for Chronic Disease Prevention and Health Promotion

Division of Diabetes Translation



CHRONIC DISEASES IN AMERICA

6 IN 10

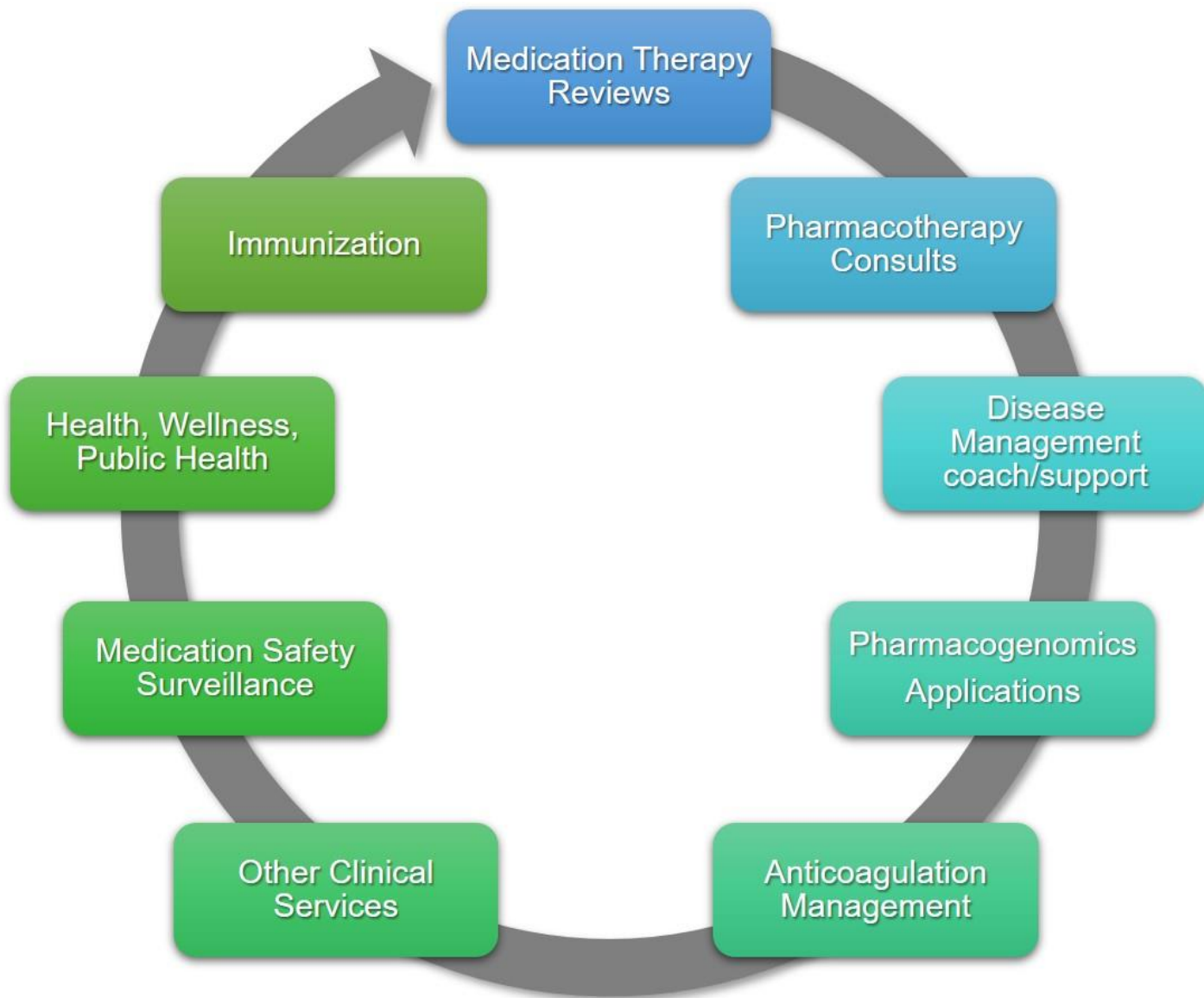
Adults in the US
have a **chronic**
disease



4 IN 10

Adults in the US
have **two or**
more

THE LEADING CAUSES OF DEATH AND DISABILITY
and Leading Drivers of the Nation's **\$4.1 Trillion** in Annual Health Care Costs



Primary Care Provider/Pharmacist Collaboration

Improving Outcomes for Diverse Populations Disproportionately Affected by Diabetes: Final Results of Project IMPACT: Diabetes

- FQHCs, free clinics, employer worksites, community pharmacies, departments of health, physician offices, & other care facilities in 25 communities in 17 states
- June 2011 – January 2013
- n = 1,836
- Outcomes
 - HbA1C: – 0.8 %
 - Statistically, but not clinically significant
 - LDL-C: –7.1 mg/dL
 - Trig – 23.7 mg/dL
 - TC: – 8.8 mg/dL
 - Study Communities: 92% intend to sustain pharmacists' services

Improvement in Clinical Outcomes and Access to Care With Pharmacist-Led Chronic Care Management Services at a Rural Family Medicine Clinic

Oct 2020 – May 2021

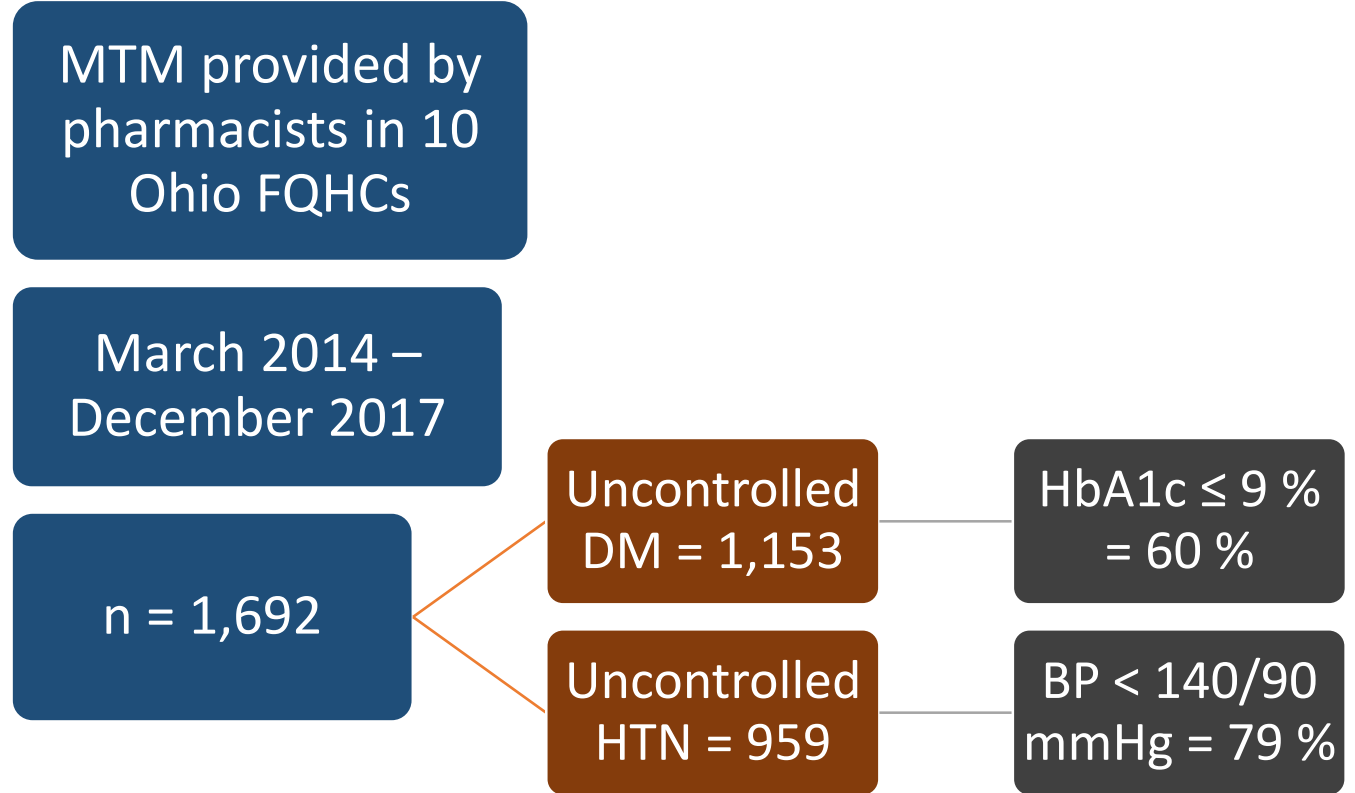
Clinical encounters at 3- & 6-months, also changes in HbA1C or BP at 3- & 6-month intervals

n = 46

Outcomes

- HbA1C
 - 3 months: - 1.07 % (95% CI -1.70 to -0.44, P = 0.0016)
 - 6 months: - 1.64 % (95% CI -2.35 to -0.92, P < 0.001)
- 73.8% ↑ in encounters = ↑ access

Pharmacists in Federally Qualified Health Centers: Models of Care to Improve Chronic Disease



Pharmacist-Physician Split-Shared Visits in a Federally Qualified Health Center: Lessons Learned from a Novel Reimbursement Model using Telehealth

6 sites & 5 clinical pharmacists

June 2020 – March 2022

Clinical Pharmacists: DM video-conference → Visits w/clinical pharmacists, then “enhanced visit” w/eligible, billable clinic provider

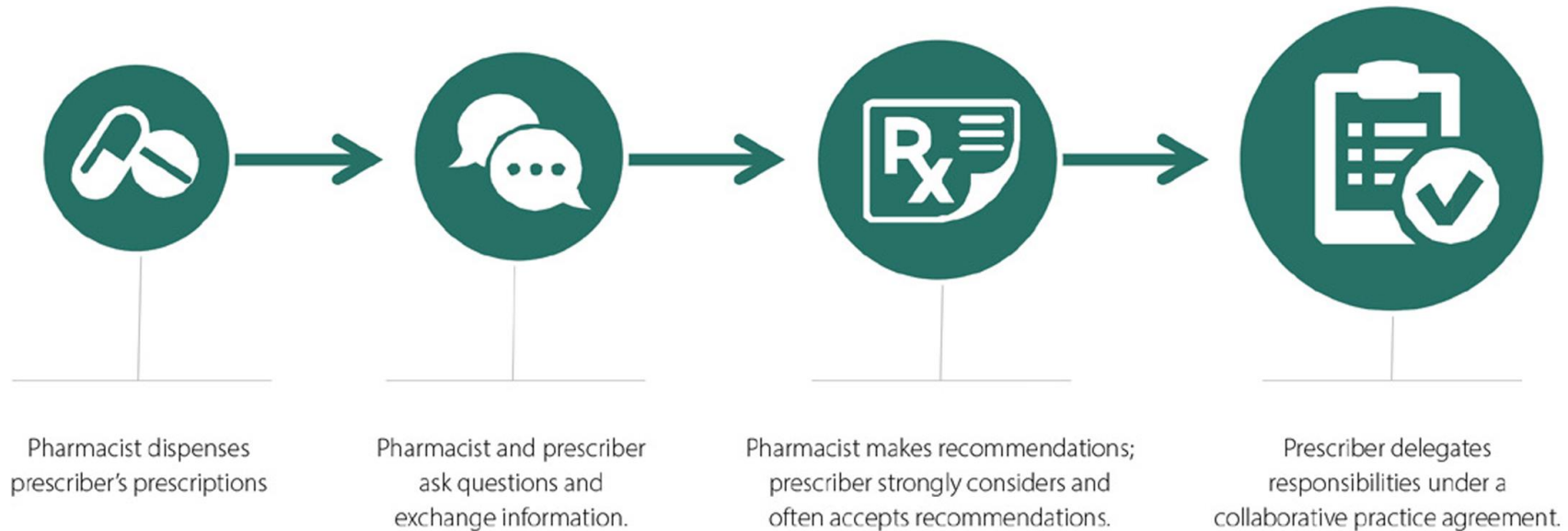
n = 195

HbA1C ↓ = - 1.5 % (avg. 11% → 9.5%)

Primary Care Provider/Pharmacist Relationship

Degree of Trust Between Pharm & MD

Figure 1: Level of Professional Interaction Reflects Degree of Trust Between the Pharmacist and the Prescriber



Communication Tips

- Define your service (MTM, CCM, etc).
- Make the message patient-centered.
- Emphasize shared goals.
- Provide a vision of what the partnership would include.
- Frame the partnership as a collaboration that enhances the provider's services.



AMA's Embedding Pharmacists Into the Practice

6 STEPS to Integrate Pharmacists into Your Team

Identify the roles of the pharmacists or pharmacy technicians

Decide how your practice can benefit from including a pharmacist

Find your pharmacist or pharmacy technician match

Prepare & set expectations for your team & patients

Determine the resources the pharmacist needs & the impact on the physician's workflow

Measure impact

Potential Roles & Relationships

Community Pharmacist

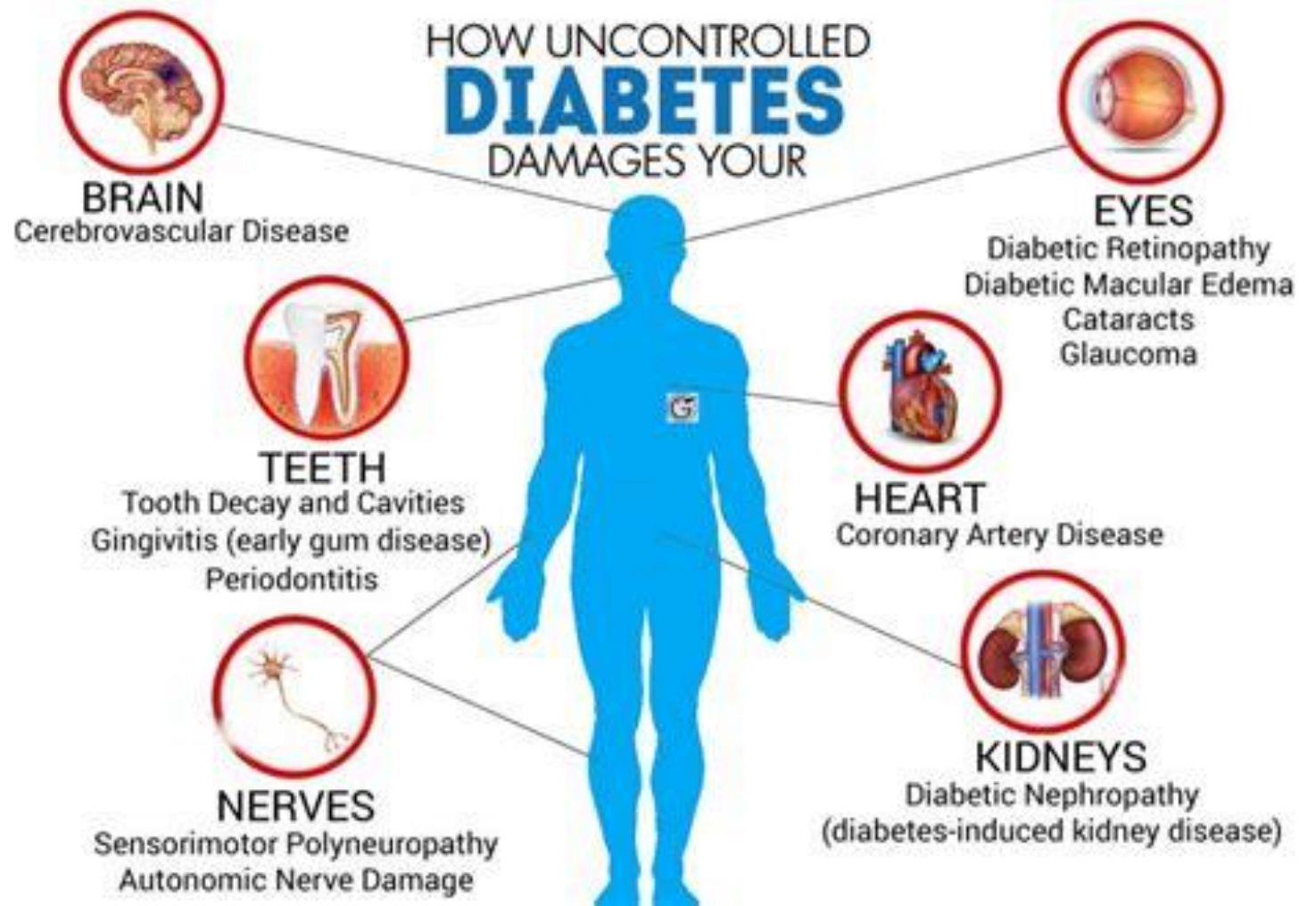
- Med Rec
- Drug information
- Identify & address nonadherence
- MTM
- Consolidate med fills
- Provide pt ED on community recourses (PAP)
- PAs
- Review orders for interactions
- Relationship
 - Lack access to EMR & provider
 - Readily accessible to pts

Clinical Pharmacists

- Authorize refills under CPA
- Identify & resolve MRP
- Recommend or initiate med changes based on CPA
- Provide CMR for complex or polypharmacy pts
- Establish disease management services & pop health strategies
 - Focus on gaps in care
- Relationship
 - Access to EMR & provider
 - Not as accessible to pts

Pharmacist's Role in Diabetes Self- Management Education & Support (DSMES)

Why Diabetes Self-Management Education & Support (DSMES) ?



DSMES = “the ongoing process of facilitating the knowledge, skills, & ability necessary for diabetes self-care, as well as activities that assist a person in implementing and sustaining the behaviors needed to manage his or her condition on an ongoing basis, beyond or outside of formal self-management training”

<https://www.cdc.gov/diabetes/dsmes-toolkit/background/terminology.html>

Pharmacist's Role

- National Standards for Diabetes Self-Management Education & Support address pharmacist's role in the provision of DSMES
- Pharmacists may serve as part of the multidisciplinary DSMES team or provide DSMES directly
- Settings may include community pharmacies, managed care organizations, clinics/provider practices, long-term care facilities, hospitals, and government entities such as federally qualified health centers and Department of Veterans Affairs medical centers
- Pharmacists may not directly bill CMS for the provision of diabetes self-management training (DSMT)
 - However, if pharmacist employed by a pharmacy that is a Medicare part B provider AND provides services such as urgent care & influenza vaccines → pharmacy may be able to bill CMS for the provision of DSMT services

DSMES Benefits

Provider

- Contain cost of delivering health care services
- Increase indirect revenue, such as revenue from lab tests related to the DSMES service
- Receive assistance adhering to standards & goals for healthcare reform
- Gain help meeting National Committee for Quality Assurance (NCQA) standards for patient centered medical home or an accountable care organization

Patient

- Reduce onset &/or progression of diabetes complications
- Increase quality of life
- Encourage long-term lifestyle behavior change
- Enhance self-efficacy & empowerment
- Increase healthy coping
- Decrease diabetes-related depression

**Medication Therapy
Management (MTM)
&
Chronic Care Management (CCM)**

Potential Challenges At the Office

- No time to get to inboxes
- Refill requests from many pharmacies
- Prior authorizations
- MTM recommendations pile up
- Lab results to counsel
- Patients are overbooked
- Quality measures overlooked
- 3rd party rejections for inappropriate note documentation
- New Pt visit = 30 mins / Follow up visit = 15 mins
 - Just enough time to address 1 problem = the main problem
- Front desk
 - Check-in/out
 - Answer non-stop phone calls from pharmacies, patients checking on status of refills/PA, cancel or change appointments, fax requests, receive & transfer of medical records



Why MTM?

- People visit **pharmacies** on avg **35 times** per yr
- **Pharmacists** are the **MED EXPERTS**
- Every **\$1 spent** on MTM = up to **\$4 saved** on overall health care costs
- **29%** of adults take **5 or more** meds
- Pharmacist-provided MTM = improvements in **A1C, BP, & LDL**
- U.S. spends **\$3.5 billion** on **extra medical costs** that result from **ADEs**
- **125,000 deaths** per year due to nonadherence

[www.pharmacytimes.com/publications/directions-in-pharmacy/2014/august2014/pharmacists-as-influencers-of-patient-adherence-](http://www.pharmacytimes.com/publications/directions-in-pharmacy/2014/august2014/pharmacists-as-influencers-of-patient-adherence)

<http://www.pharmacist.com/toolkit-marketing-mtm-prescribers>

N Engl J Med. 2005;353:487-489

<https://www.bu.edu/slone/files/2012/11/SloneSurveyReport2006.pdf>

http://avalere-health-production.s3.amazonaws.com/uploads/pdfs/1400680820_05212014-Exploring_Pharmacists_Role_in_a_Changing_Healthcare_Environment.pdf

JOM. Preventing Medication Errors: Quality Chasm Series.2006



What is MTM ?

Distinct service or group of services that **optimize therapeutic outcomes** for **individual patients** and are **independent of**, but can occur in conjunction with, the **provision of a medication product**

JCPP Definition

Now called “**Medication Management Services**”

A **spectrum** of **patient-centered, pharmacist-provided, collaborative** services that **focus** on **medication** appropriateness, effectiveness, safety, and adherence with the goal of **improving health outcomes**.

Patient-specific & individualized services or sets of services provided directly by a **pharmacist**

Face-to-face interaction between the patient & pharmacist as the **preferred** method of delivery

Opportunities for pharmacists & other qualified healthcare providers to **identify patients** who should receive MTM

Payment for MTM consistent with contemporary provider payment rates that are based on the **time, clinical intensity, & resources** required

Processes to improve continuity of care, outcomes, & outcome measures

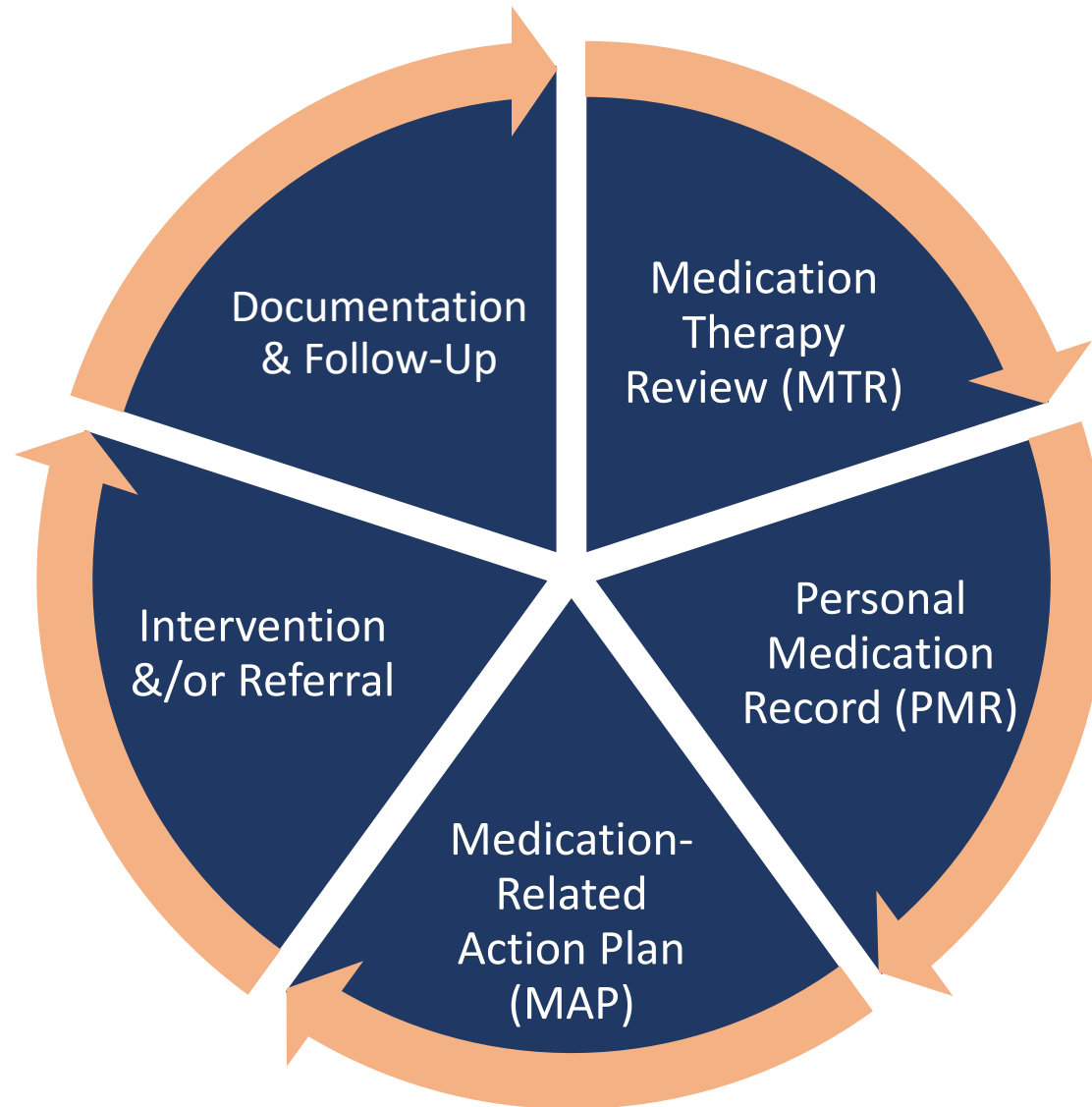
MTM Requirements

Who Needs MTM?

Patients who have:

- Experienced transitions of care
- Multiple chronic conditions, providers, or meds
- History of nonadherence
- Limited health literacy
- Desire to reduce healthcare costs
- Changed medication regimens or insurance coverage
- High-risk meds

MTM Components



MTM Billing Codes

99605

- MTM provided by a pharmacist, individual, face-to-face with pt, initial 15 minutes, with assessment, & intervention if provided; initial 15 minutes, new patient

99606

- Initial 15 minutes, established patient

99607

- Each additional 15 minutes (List separately in addition to code for the primary service)

Types of MTM Services

1. Targeted Interventions (15 min)
2. Comprehensive Medication (45 – 60 min)
 - Face-to-face
2. Targeted Medication Reviews (15 min)

Patients with **multiple (2+) chronic conditions** expected to last at least 12 months or until the death, and that place the patient at **significant risk of death, acute exacerbation/decompensation, or functional decline**, are eligible for CCM services

Chronic Care Management

CHRONIC CARE MANAGEMENT 5 CORE ACTIVITIES



RECORDING PATIENT DATA IN EMR



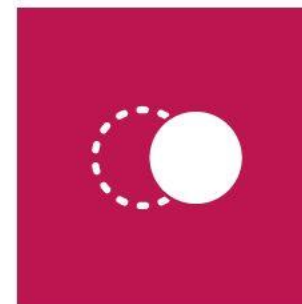
MAINTAINING COMPREHENSIVE CARE
PLAN



PROVIDING 24/7 ACCESS TO CARE



COMPREHENSIVE CARE MANAGEMENT



TRANSITIONAL CARE MANAGEMENT

[HTTPS://WWW.PHARMACIST.COM/SITES/DEFAULT/FILES/CCM-AN-OVERVIEW-FOR-PHARMACISTS-FINAL.PDF](https://www.pharmacist.com/sites/default/files/ccm-an-overview-for-pharmacists-final.pdf)

Services Provided by Various Care Team Members

	Qualified Healthcare Professional (Physician)	Clinical Staff (Pharmacist)	Non-clinical Staff (Pharmacy Staff, Office Manager)
Consent Patient	X		
Collect Structured Data	X	X	X
Develop Comprehensive Care Plan	X		
Maintain/Inform Updates for Care Plan	X	X	
Manage Care	X	X	
Provide 24/7 Access to Care	X	X	
Document CCM Services	X	X	
Bill for CCM Services	X		
Provide Support Services to Facilitate CCM		X	X

CCM CPT/HCPCS Codes

CPT/HCPCS Code	Description	Estimated Reimbursement
99490	Chrn care mgmt staff 1st 20	\$59.76
99487	Cplx chrnc care 1st 60 min	\$125.36
99489	Cplx chrnc care ea addl 30	\$66.58
99491	Chrn care mgmt phys 1st 30	\$81.72
G0506	Comp asses care plan ccm svc	\$58.53

<https://www.ashp.org/-/media/assets/pharmacy-practice/resource-centers/ambulatory-care/chronic-care-management-faq.ashx?la=en&hash=A24F2B9E9BBE4C31E0361111EFD8CA61ADCAC211>

<https://www.cms.gov/apps/physician-fee-schedule/search/search-results.aspx?Y=0&T=0&HT=1&CT=2&H1=99490&H2=99487&H3=99489&H4=G0506&H5=99491&C=73&M=5>

Types of CCM – 20 Min Requirement

- Perform **medication reconciliation**, review medications, & help with **self-medication management**
- Create **structured clinical summary** including demographics, health & medical information using certified EHR
- Ensure receipt of all recommended **preventive care services**
- **Monitor patient's condition & share plan** as appropriate with other health-care professionals
- **Provide education & address opportunities** for patient/caregiver to **communicate** about patient's care
- **Follow-up** with patient after **ED visits, hospital discharges, or other health care facilities**
- **Coordinate transitions of care** or with home and community based clinical service providers
- Ensure that **complex CCM services** (CPT 99487 & 99489) require & **include medical decision making of moderate to high complexity** (by the CCM provider)
- Provide patient with **written/electronic copy of care plan & document** provided information in **EMR**
- **Document patient interactions**

Atrium CCM Referral Process:

Provider

1. Identify your eligible patient

Medicare
Complex
Chronic (2+
chronic
conditions)

Clinical Team

3. Send referral (on behalf
of the provider)
via the message center in
EMR Proxy box to Region
Team
Patient scheduled with
Pharmacist, prior to leaving
clinic

Care Management Team

5. Pharmacist Initial
Assessment
RN Care Manager Initial
Assessment
(LCSW assess patient as
needed)
BHI Integration



Provider

2. Explain Program
Give brochure to
patient*
Discuss billing(see
codes)*
Verbal consent
Document in EMR:
"Patient has agreed to
enroll in the CCM
Billing Care
Management Program"

Patient

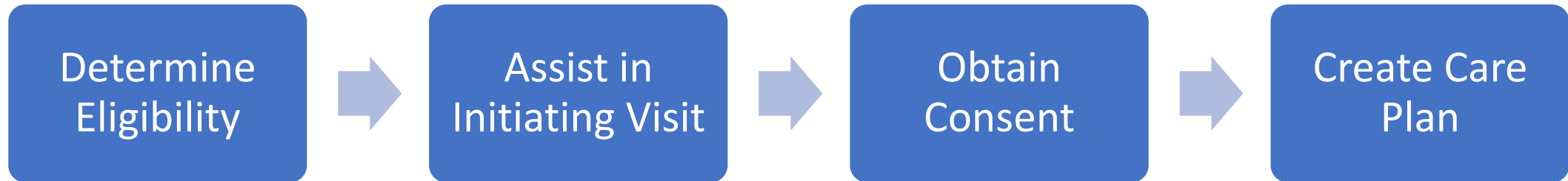
4. Patient Agreement
meet the pharmacist
(1 face to face
encounter)
Agrees to phone access
Can withdraw at any
time

Ongoing Care

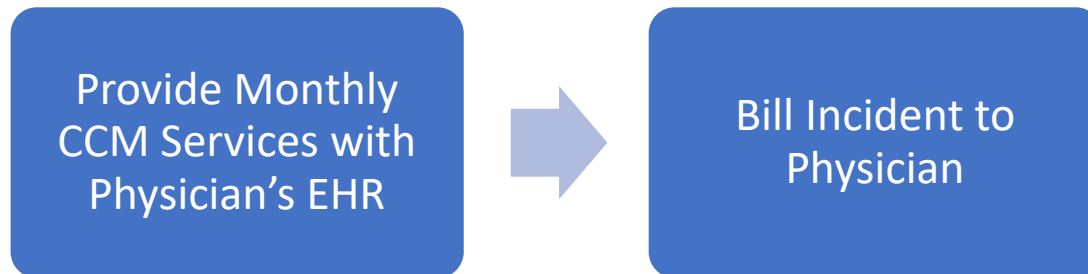
6. Goal: to achieve
Self Management
Patient will be called
weekly 1st month,
then every 2 weeks
or as needed
Reassessed every
90-days

Physician's Office

Physician's Office



Community Pharmacy



EHR = Electronic Health Record

MTM/CCM Benefits

Provider

- Improve pt outcomes
- Decrease med errors
- Promote pt self-management
- Improve coordination & continuity of care
- Improve quality metrics

Patient

- Potential cost savings
- Review of med efficacy
- Pharmacist's expert opinion
- Med education

QUESTIONS?

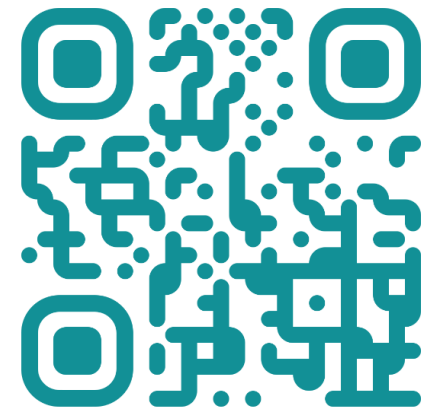


Contact Information

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Join the Provider Education Network!

- Well-Ahead Louisiana's Provider Education Network provides tools, training and technical assistance that can help you provide the best possible care to our communities
 - Biweekly Newsletters + Real-Time Email Alerts
 - Education and Training Opportunities
 - Community Linkage Coordination
 - Workforce Recruitment and Retention Support
- Learn More: www.wellaheadla.com/move-well-ahead/provider-education-network





Thank You for Joining Us!

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