

# FROM PHARMACIST TO HEALTHCARE HERO



PRESENTED BY:

## THE CURRENT SITUATION...

RESPONSIBLE FOR 125,000 AVOIDABLE DEATHS<sup>1</sup>  
AS THE 4TH LARGEST KILLER OF AMERICANS...

### MEDICATION NON-ADHERENCE IS A TRUE VILLAIN IN HEALTHCARE.

IN THE U.S., AVOIDABLE HEALTH CARE COSTS ADD UP TO \$213 BILLION, OF WHICH \$105 BILLION IS DUE TO MEDICATION NON-ADHERENCE<sup>1</sup>. HEALTHCARE REFORM INITIATIVES ARE AIMED AT REDUCING HEALTHCARE UTILIZATION AND IMPROVE CLINICAL OUTCOMES.

THE CMS STAR RATING SYSTEM DIRECTLY CONNECTS REIMBURSEMENT FOR MEDICARE SERVICES TO PATIENT OUTCOMES. THE STAR RATING SYSTEM HAS THE POTENTIAL TO SIGNIFICANTLY IMPACT THE ROLE OF THE **PHARMACIST**.

**48%** OF STAR RATING MEASUREMENTS FOR MEDICARE PART D ARE RELATED TO MEDICATION ADHERENCE.

**8 OF 10** WEIGHTED STAR RATING MEASURES, ARE DIRECTLY OR INDIRECTLY RELATED TO MEDICATION THERAPY, AND CAN BE IMPROVED BY PHARMACIST INTERVENTION.

**FORGETFULNESS** IS THE #1 REASON CITED FOR POOR MEDICATION ADHERENCE<sup>2</sup>...

**DID YOU KNOW?**

DID I TAKE MY MEDICATIONS THIS MORNING?



## HOW THE PHARMACIST CAN HELP:

BLISTER CARD ADHERENCE PACKAGING

MEDICATION THERAPY MANAGEMENT  
MEDICATION SYNCHRONIZATION

WHILE ONLY 7% OF PATIENTS ARE CONFIDENT IN THEIR MEDS WHEN SELF-SORTING PILLS, CONFIDENCE JUMPS TO 93% WHEN USING A BLISTER PACK.<sup>3</sup>



BLISTER CARD ADHERENCE PACKAGING PROVIDES A VISUAL REMINDER OF WHAT TO TAKE AND WHEN.

## THE IMPACT...

### HELP HEALTH SYSTEMS

OFFERING INDIVIDUALIZED ADHERENCE PACKAGING SOLUTIONS AT YOUR PHARMACY HELPS REDUCE AVOIDABLE ER VISITS, HOSPITALIZATIONS, AND NURSING HOME ADMISSIONS.

NON-ADHERENCE BY THE PATIENTS IS THE GREATEST CHALLENGE IN REDUCING READMISSION RATES.

**36%** OF PATIENTS AGREED

BLISTER PACKS PLAYED A ROLE IN REDUCING ER VISITS AND HOSPITALIZATIONS.<sup>3</sup>

### HELP PATIENTS

THE FAME STUDY DEMONSTRATED THAT BLISTER PACKAGING, AS PART OF A COMPREHENSIVE PHARMACY CARE PROGRAM, HAS A SIGNIFICANT IMPACT ON ADHERENCE.



ADHERENCE IMPROVED FROM 61.2% TO 96.9%

### HELP YOURSELF

DEPLOYING CLINICAL PHARMACY SERVICES RETURNS \$10 FOR EACH \$1 INVESTED.



GAINING A NEW PATIENT WHO IS TAKING 7 PRESCRIBED MEDICATIONS GENERATES OVER \$5,100 REVENUE ANNUALLY WITH \$1,600 MARGIN POTENTIAL.

IN ORDER TO SUSTAIN AND GROW YOUR BUSINESS, MAKE SURE YOUR PHARMACY OFFERS ADHERENCE PACKAGING RESOURCES FOR YOUR PATIENTS, SO YOU CAN BE A **HEALTHCARE HERO!**

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