Program Highlights:

- Pharmacy Provider Status: An Update
- The Birth Dearth and Demographic Dip: Why LTC Markets Are Shrinking and How Technology Can Help
- The Evolving Needs for Quality Measurement Systems in Community Pharmacy
- Connecting with Patients: Remote Monitoring and Communication
- Health Information Exchanges: What’s Working, What’s Not, and What Pharmacies Can Expect
- Connecting the Community Pharmacy to the Medical Neighborhood
- The U.S. Pharmaceutical Market: Trends, Issues, and Outlook
- Immunization Reporting to Immunization Information Systems (IIS) by Pharmacies
- A Shot at Success: Challenges of Providing a Pharmacy-Based Immunization Clinic from the Provider’s Perspective
- Generic Pharmaceutical Market Dynamics: The Impact on Patients, Pharmacists, Payers, and Prescribers
- Technology and 340B Requirements: The Forecast for 2015
- Appointment-Based Medication Services: A Platform to Address Star Ratings and Other Quality Measurements
- How Workflow and Redesign Can Maximize Pharmacy Efficiency
THURSDAY, JANUARY 22

11:30 – 1:00  Registration

1:00 – 1:30  Pharmacy Provider Status: An Update
Anne Burns, R.Ph., Vice President, Professional Affairs, American Pharmacists Association

Many initiatives are currently underway at the federal and state levels to attain provider status for pharmacists. As part of this effort, a coalition of national organizations is pursuing recognition of pharmacists’ patient care services through Medicare Part B. Anne will provide the latest updates on pharmacy’s pursuit of provider status.

1:30 – 2:00  The Birth Dearth and Demographic Dip: Why LTC Markets Are Shrinking and How Technology Can Help
Irving Stackpole, M.Ed., RRT, President, Stackpole & Associates

Occupancies and utilization of aged-care services continue to decline nationally. In age-qualified services, the reason for shrinking markets is the precipitous decline in live births in the United States from 1925 to 1940, which is now resulting in a decline in the aged cohorts. Forget the media hype about the baby boomers; the average age on admission to skilled care and assisted living is over 85. These are today’s consumers, and there are millions fewer of them than the prior cohort, the “G.I. generation.” There is a proven role for technology to help providers survive, and even thrive, in a declining market. Irving will provide a four-step tactical approach that providers can take to protect market share, increase efficiency, innovate, and differentiate, as well as discuss the role technology plays in each step.

2:00 – 2:30  Break

2:30 – 3:00  The Evolving Needs for Quality Measurement Systems in Community Pharmacy
David Nau, Ph.D., R.Ph., FAPhA, President, Pharmacy Quality Solutions

This session will identify the growing importance of the Medicare Star Ratings and other programs for measuring the quality of medication use. These programs have driven changes in the way that health plans and pharmacy benefit managers (PBMs) are evaluated, and are now starting to affect the structure of pharmacy networks and the payment models for community pharmacy. David will describe the ways in which PBMs are creating incentives for improved quality within pharmacy networks, and how pharmacies will need to create efficient mechanisms to provide quality-related feedback to pharmacy staff.

3:00 – 3:30  Connecting with Patients: Remote Monitoring and Communication
Marc Young, Pharm.D., M.S., COO, TelePharm

Marc will discuss how remote and mobile technologies can help community pharmacy provide more patient-centered care and improve patients’ health and wellness.

3:30 – 4:00  Break

4:00 – 4:30  Health Information Exchanges: What’s Working, What’s Not, and What Pharmacies Can Expect
Brad Kile, Ph.D., President, Dumbarton Group

Health information exchanges (HIEs) present important challenges to pharmacies that want to ensure they are connected into the healthcare data flow. Brad will examine the lessons learned from HIEs so far, their viability, and what to expect for 2015 and beyond. Attendees will learn which components of HIEs have worked and which ones have not. Special emphasis will be placed on how pharmacies are navigating the challenges and opportunities presented by HIEs.

4:30 – 5:00  The U.S. Pharmaceutical Market: Trends, Issues, and Outlook
Doug Long, M.B.A., Vice President, Industry Relations, IMS Health

Doug will give an overview of the current state of the U.S. pharmaceutical market, focusing on demographics, sales, markets, and more. Find out which industry segments — brands, generics, and specialty — are growing and which are declining, and how it impacts pharmacy.

5:00 – 5:30  Open for Business Meetings

5:30 – 7:00  President’s Reception

FRIDAY, JANUARY 23

8:00 – 9:00  Continental Breakfast

9:00 – 9:15  Midyear Report on ASAP Activities

9:15 – 9:30  Gold Sponsor Podium Time

9:30 – 10:00  Connecting the Community Pharmacy to the Medical Neighborhood: The Next Big Thing
Troy Trygstad, Pharm.D., M.B.A., Ph.D., Vice President, Pharmacy Programs, Community Care of North Carolina

As the medical home model matures and begins its next iteration towards the medical neighborhood, Troy will explain why it’s essential that pharmacies are connected to community-wide care pathways and data streams to finally solidify their role as an active participant on the care team.
10:00 – 10:30  A Survey of Immunization Reporting to Immunization Information Systems (IIS) by Major U.S. Pharmacies

Alison Chi, M.P.H., Program Director, American Immunization Registry Association

Alison will provide a summary of the methods, successes, and challenges of pharmacy immunization information systems interfaces. She will also include a high-level overview of the legal and policy landscape regarding requirements for pharmacy reporting to IIS.

10:30 – 11:00  Break

11:00 – 11:30  A Shot at Success: Challenges of Providing A Pharmacy-Based Immunization Clinic from the Provider’s Perspective

Justin Wilson, Pharm.D., Owner, Valu-Med Pharmacy, Midwest City, Okla., and Tim Davis, Pharm.D., Owner, Beaver Health Mart Pharmacy, Beaver Falls, Pa.

Justin and Tim will highlight the opportunities of providing routine immunizations and travel-related vaccines in a community pharmacy-based clinic and discuss the challenges in regard to workflow, documentation, and patient record sharing.

11:30 – 12:00  Generic Pharmaceutical Market Dynamics: The Impact on Patients, Pharmacists, Payers, and Prescribers

Don Dietz, Vice President, Pharmacy Healthcare Solutions

Recent changes in the generic pharmaceutical marketplace have impacted all stakeholders. This presentation will review marketplace dynamics, including product supply and shortages, number of generic suppliers, pricing variability, and stakeholder strategies. Attendees will gain insight into and understand the impact of the changing generic landscape on supply (generic manufacturers), product selection (prescribers), pricing and profitability (pharmacy), health plan (benefit design) and pharmacy benefit manager (PBM) cost (MAC pricing), and patient co-payments.

2:00 – 2:30  Appointment-Based Medication Services: A Platform to Address Star Ratings and Other Quality Measurements

Al Babbington, President and CEO, PrescribeWellness

Al will discuss the rapid adoption of appointment-based medication (ABM) programs for benefits beyond just medication adherence. Leading independent pharmacies are using ABM to identify other opportunities to increase revenue and improve patient care. These include expanding immunizations, MTM, and other clinical services. Al will explore the need for technology vendors to create new integrations to allow for new sources of referrals, tips, alerts, and other needed interventions. He will also discuss the growing demand from group purchasing organizations (GPOs) and pharmacy services administration organizations (PSAOs) for enterprise reporting on quality metrics across their networks.

2:30 – 3:00  Break

3:00 – 3:30  Coming Attractions Have Arrived: How Workflow and Redesign Can Maximize Pharmacy Efficiency

Don Grove, R.Ph., Owner, J & D Pharmacy, Warsaw, Mo.

Hear the imagination pioneer of workflow and redesign maximization Don Grove explain how one pharmacist can routinely verify 350 to 700 prescriptions with a maximum of 1,000+ in a 10-hour shift. Since this pharmacist is doing the work of two to three pharmacists with no loss of accuracy, the owner can concentrate on patients, niches, or quality of life. Albert Einstein said “imagination is the preview of coming attractions.” Don will describe how he has used urgency color-coded workflow and a redesign method to develop five one-of-a-kind work stations and carousels that maximize output and decrease stress for all employees.

3:30 – 6:00  Open for Business Meetings

6:00 – 7:00  Reception

8:30 – 9:30  Concluding Continental Breakfast
Hotel Information

The Don CeSar at 800/282-1116 to make your room reservation. Rooms will go quickly at the meeting rate of $199 per night, which is available until Dec. 29, 2014. Mention the American Society for Automation in Pharmacy to receive the conference rate.

Known as Florida’s “Pink Palace,” The Don CeSar Hotel is a historic landmark built in 1928, it features newly redesigned rooms, many with spectacular views of the pristine Gulf beaches or Boca Ciega Bay. There are spa facilities and four-diamond dining at the award-winning Maritana Grille. Enjoy specialty cocktails in the refreshed Lobby Bar overlooking the Gulf of Mexico.

Meeting Attire

Attire for this meeting is business casual. Average January temperatures in St. Pete Beach range between 54°F and 69°F.

Ground Transportation

The Don CeSar is approximately 28 miles or 30 minutes from Tampa International Airport. A taxi from the airport costs approximately $80. Super Shuttle service is available at $25 per person. You can also call the hotel to arrange for car service. The cost for a sedan from Tampa International Airport is $65 one way, plus gratuity. Self-parking is $10 per day. Valet parking is $23 per day.

CE Credit

Application is being made for continuing education credit for the conference programming.

Online conference registration and payment available by visiting www.asapnet.org/registration.html.

### ASAP Registration Form

Are you an ASAP member?  □ Yes  □ No

Name _______________________________________________

Preferred name for badge _______________________________________________

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Arrival and departure dates __________________________________________

Registration before Dec. 18, $900 Members • $1,495 Nonmembers (includes membership).

Registration after Dec. 18, $1,035 Members • $1,630 Nonmembers (includes membership).

Spouse/guest name, if attending (registration: $125) __________________________________________

Registration fees for this conference are nonrefundable, but are transferable.

Check is enclosed for $ ____________ (make payable to ASAP)

Credit Card Charge:  □ American Express  □ Visa  □ MasterCard

Credit Card Number: ___________________________________________ Expiration Date: ___/___/___

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