

# ASAP

## 2018 Annual Conference

January 10–12, 2018 | The Ritz-Carlton | Naples, Florida



Online conference registration available by visiting [www.asapnet.org/registration.html](http://www.asapnet.org/registration.html)

Early bird registration available until Dec. 5, 2017

See how technology is being applied to the world of pharmacy

Plenty of opportunities to network and hold offline business meetings

### Event Highlights

Pharmaceutical Trends, Issues, and Forecasts

Improving America's Communities Together:  
Innovative Practice and Business Models for  
Improving Population Health

Direct Secure Messaging: What You Need to Know

Legislative Update: What to Expect in 2018

New Revenue Streams for Pharmacy: Moving Beyond  
Rx Dispensing

Pharmacy System Vendors: Considerations for the  
Future

Value-Based Payment Models: What Are They and  
How Are They Changing the Healthcare System?

Direct and Indirect Remuneration Fees: The Current  
State of Affairs

Applying Technology to Clinical Care to Elevate the  
Pharmacist's Role in Improving Population Health

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**AMERICAN SOCIETY FOR AUTOMATION IN PHARMACY**

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# ASAP

## 2018 Annual Conference January 10–12, 2018 Naples, Florida

### Conference Details

#### Wednesday, January 10

- 3:30 – 5:00 Registration  
5:00 – 6:30 Opening Cocktail Reception

#### Thursday, January 11

- 8:00 – 8:45 Continental Breakfast  
8:45 – 9:00 Gold Sponsor Podium Time  
9:00 – 9:45 Pharmaceutical Trends, Issues,  
and Forecasts

Doug Long, M.B.A., Vice President, Industry Relations,  
QuintilesIMS

Doug will highlight the developing pharmaceutical trends and issues, with a focus on the forecast for retail pharmacy.

- 9:45 – 10:15 Improving America's Communities  
Together: Innovative Practice and  
Business Models for Improving  
Population Health

Ben Bluml, R.Ph., Senior Vice President, Research  
and Innovation, American Pharmacists Association  
Foundation

Ben will provide insight into innovative methods for integrating point-of-care technologies into new practice workflows that improve population health, practice workflow, and business models.

- 10:15 – 10:45 Break  
10:45 – 11:15 Direct Secure Messaging:  
What You Need to Know

Louie Foster, Director, Product Manager, Integra LTC  
Solutions, Inc.

Louie will discuss Direct Secure Messaging in pharmacy and describe practical applications for using this Centers for Medicare & Medicaid Services-supported secure transport protocol.

- 11:15 – 12:00 Legislative Update:  
What to Expect in 2018  
Brad Kile, Ph.D., President, Dumbarton Group, LLC

Congress is advancing a legislative agenda that will impact pharmacies and the patients they serve. Brad will detail critical initiatives that are moving through the legislative process in Congress, and what to expect for 2018. He will discuss key issues, including: pharmacist provider status; drug pricing; PBM and health plan transparency requirements; Medicare Part D changes; FDA oversight of pharmacies; and new reimbursement models. Attendees will learn what to expect from Congress this year and how to navigate newly implemented changes.

- 12:00 – 1:00 Lunch  
1:00 – 5:30 Networking and Business  
Meetings  
5:30 – 7:00 President's Reception

#### Friday, January 12

- 8:00 – 8:45 Continental Breakfast  
8:45 – 9:00 Annual Report on ASAP Activities  
9:00 – 9:30 New Revenue Streams for  
Pharmacy: Moving Beyond Rx  
Dispensing

Don Dietz, R.Ph., M.S., Vice President, Pharmacy  
Healthcare Solutions, Inc.

Pharmacies that diversify and generate profitable revenue beyond dispensing prescriptions are better positioned to be successful in the future. Industry consolidation will require the remaining pharmacies to improve their services for patients and payers to ensure network participation. In this session, Don will explore several nondispensing activities where pharmacists are uniquely positioned to assist patient care, improve outcomes, and receive remuneration.

## What Attendees like most about ASAP meetings:

"I love the format of each talk only lasting 30 minutes. That means the content is condensed to exactly what you need to know, and you can squeeze in more interesting topics."

"Meeting with others in the industry and talking about current trends."

"Presentations and relevance to current events."

"Networking and building relationships."

"Ability to network and listen to key presentations."

### 9:30 – 10:00 Pharmacy System Vendors: Considerations for the Future

Brent Fox, Pharm.D., Ph.D., Associate Professor, Auburn University Harrison School of Pharmacy

The rapidly changing nature of health information technology (HIT) is a reflection of the healthcare system within which it exists. Accordingly, pharmacy management systems are subject to the regulatory, administrative, workflow, and clinical forces that impact the practice of pharmacy. Brent will focus on prevailing trends in healthcare that impact the needs of pharmacy management system users.

### 10:00 – 10:30 Break

### 10:30 – 11:00 Value-Based Payment Models: What Are They and How Are They Changing the Healthcare System?

Anne Burns, R.Ph., Vice President, Professional Affairs, American Pharmacists Association

The healthcare system is transforming to new payment and care delivery models focused on improving health outcomes and bending the cost curve. The movement to value-based payment is impacting all healthcare sectors, including pharmacy. Anne will explore key aspects of value-based payment and care delivery, and profile example programs such as accountable care organizations, patient-centered medical homes, MACRA, star ratings, and the Part D Enhanced MTM program. Come to this session to learn about the effect of these models on pharmacy practice and how pharmacists are engaging.

### 11:00 – 11:30 Direct and Indirect Remuneration Fees: The Current State of Affairs

Marsha Millonig, M.B.A., B.Pharm., President and CEO, Catalyst Enterprises

Pharmacies are currently contending with numerous issues surrounding direct and indirect remuneration (DIR) fees. The term was coined by the Centers for Medicare & Medicaid Services to address price concessions (e.g., drug manufacturer rebates) that were not captured at the point of sale and that

would ultimately impact the gross prescription drug costs of Medicare Part D plans. The DIR fee has come to describe arrangements between plans/PBMs and pharmacies as a catch-all term designed to encompass a number of different types of fees, including pay-to-play fees for network participation, as well as periodic reimbursement reconciliations. As a result, pharmacies are taking reimbursement cuts related to network participation and network metrics, including quality metrics. In this session, Marsha will describe the current state of affairs with DIR fees and outline strategies pharmacies are using to reduce DIR fee impact related to quality metrics.

### 11:30 – 12:00 Applying Technology to Clinical Care to Elevate the Pharmacist's Role in Improving Population Health

Kevin Masci, Pharm.D., Vice President of Business Development and Population Health at FDS Rx

Kevin will discuss the scope of today's healthcare landscape and address current barriers impacting pharmacist-driven clinical care. He will highlight the impact pharmacists are making on population health and lowering total costs of care, as well as the need for technology, interoperability, and documentation to drive care and improve population health. Finally, Kevin will provide examples of how technology can simplify the operational burdens of care.

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# Conference Details

## Hotel Information

Don't delay in making your room reservation. Rooms will go quickly at the meeting rate of \$329 per night plus tax, available until Dec. 1. Call 239-598-3300 and mention the American Society for Automation in Pharmacy.

The Ritz-Carlton Naples is an award winning property located on three miles of white sand Gulf beachfront. It is a recipient of the prestigious AAA Five Diamond Award and Forbes Travel Guide Five Star Award. Guests have access to a range of amenities, including heated pools, the tri-level Ritz-Carlton Spa, a complimentary fitness center, tennis courts, and access to the Tiburón Golf Club, which offers two 18-hole Greg Norman-designed championship courses at the nearby Ritz-Carlton Golf Resort, Naples. The hotel offers seven on-site dining options, including The Grill, Gumbo Limbo, DUSK, and Terrazza.

## Meeting Attire

Attire for this meeting is business casual. Average January temperatures in Naples, Fla., range between 53°F and 76°F.

## Ground Transportation

The Ritz-Carlton Naples is approximately 27 miles or 40 minutes from Southwest Florida International Airport (RSW). A taxi from the airport costs approximately \$65. To arrange for car service, please contact the hotel concierge at 239-598-3300 in advance. The cost for a sedan is \$140 one way, including gratuity and tax. This can be charged to your room. Uber is available at the airport. There is also a Hertz office in the hotel, if you wish to arrange for one-way drop off. Valet parking is \$30 per day.

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## Registration

Are you an ASAP member?  Yes  No

Name \_\_\_\_\_ Preferred name for badge \_\_\_\_\_

Company/Pharmacy \_\_\_\_\_ Position \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Arrival and departure dates \_\_\_\_\_

**Registration by December 5:** \$950 Members • \$1,650 Nonmembers (includes membership)

**Registration after December 5:** \$1,085 Members • \$1,785 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: \_\_\_/\_\_\_/\_\_\_

Signature: \_\_\_\_\_ Security Code: \_\_\_\_\_

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