2015 Midyear Conference

June 25–27 | The Breakers | Palm Beach, Florida
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Conference Locations

Speaker Program
Magnolia

Thursday Reception
Front Lawn

Friday Lunch
The Circle

Friday Reception
Ocean Lawn

Saturday Continental Breakfast
Gulfstream 1 and 2
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Upcoming Conferences

2016 Annual Conference
January 21-23
The Sanctuary
Kiawah Island, South Carolina

2016 Midyear Conference
June 16-18
The Seelbach Hilton
Louisville, Kentucky

2017 Annual Conference
January 19-21
The Ritz-Carlton
Amelia Island, Florida

2017 Midyear Conference
June 22-24
The Breakers
Palm Beach, Florida
THURSDAY, JUNE 25

11:30 – 1:00 Registration

1:00 – 1:30 Government Procurement and Implementation of Technology: Navigating the Process

Marc Young, Pharm.D., M.S., R.Ph., Chief Strategy Officer, Nationwide Pharmaceutical

The government acquisition process and implementation of clinical information systems can be difficult and frustrating. Understanding the nuances, governance structure, and constraints are key to a good start. Marc will provide an overview of what it takes to successfully navigate the requirements.

1:30 – 2:00 Federal Healthcare Policy: A Legislative and Regulatory Update

Brian Reardon, Principal, Venn Strategies

Brian will provide an overview of health policy developments at the federal legislative and regulatory level. In particular, he will focus on how those policies could affect long-term care providers and the pharmacies that serve them.

2:00 – 2:30 Break

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2:30 – 3:00 Know Your Provider: Provider Regulation and Solutions Update

Dan Schofield, Head of Product Management, Health Market Science, a LexisNexis Company

Dan will provide an update on regulations in pharmacy, including CMS provider enrollment, ACA provider screening, and an update on the DEA. He will also discuss technology and solutions available to the pharmacy to manage these new challenges.

3:00 – 3:30 Retail Pharmacy Clinical Services: Influence of ACOs and Healthcare Financing Models

Tim Kosty, R.Ph., President, Pharmacy Healthcare Solutions, Inc.

Oftentimes we view clinical services in the retail setting only from the pharmacy perspective. Tim will look at the decision criteria from the different stakeholder perspectives to determine where potential alignment can occur to support retail pharmacy clinical services and create a self-sustaining business model. He’ll focus on the potential clinical services that can be delivered in a retail pharmacy setting and evaluate and discuss the perspective of the different stakeholders (risk-bearing entity, physicians, patients, pharmacists) in terms of their goals and objectives, timeline, and perspective. Tim will also provide a historical review of service offerings and the effectiveness in implementation.

3:30 – 4:00 Break

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4:00 – 4:30 Interoperability’s Call to Action: Doing What We Do Best Even Better

Tricia Lee Wilkins, Pharm.D., M.S., Ph.D., Pharmacy Advisor, Office of the National Coordinator for Health Information Technology (ONC)

ONC recognizes the vital role of pharmacists in delivery of safe and efficient high-quality patient care. While the increase in adoption of e-prescribing functionality is promising, unidirectional flow of patient information limits both system-wide efficiency and the extent to which patient care may be optimized. We need to build upon existing standards and technical capabilities, such as advanced e-prescribing functions, while moving toward fully interoperable health IT systems that allow bidirectional exchange of patient information. Tricia will cover both the need and opportunities for pharmacy integration within an interoperable health system, as outlined in the ONC Nationwide Interoperability Roadmap.

4:30 – 5:00 Automating the Distribution of Controlled Substances in the LTC Facility

Jonathan Shaatal, M.S., R.Ph., Director of Pharmacy, Four Seasons Nursing & Rehabilitation

Long-term care pharmacies and facilities are still struggling with paper-based systems for managing controlled substances. While the companies that are providing automated dispensing cabinets have provided some level of automation, there’s more that can be done. As a practicing LTC pharmacist, Jonathan will provide his perspective on where there are still gaps in these automated systems, as well as issues surrounding the retrieval and re-stocking of the cabinets.

5:00 – 5:30 Open for Business Meetings

5:30 – 7:00 President’s Reception

Sponsored by IMS Health
FRIDAY, JUNE 26

8:00 – 9:00  Continental Breakfast
Sponsored by Good Neighbor Pharmacy

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

9:15 – 9:30  Gold Sponsor Podium Time

9:30 – 10:00  Technology Financing: Solutions for Today’s Economic Climate
Mark Johnson, National Sales Manager, Americorp Financial
Mark will cover how to effectively use finance solutions for both vendors selling technology and pharmacies acquiring it. Find out how, with creative programs, marketing, and sales tools, the “budget” excuse should no longer be a hurdle that stops a customer from obtaining your technology. With such tools as bridge-to-budget, deferred payments, equity rentals, practice builders, and more, there really is a solution for every situation.

10:00 – 10:30  Credit-Card Security: Myths Versus Reality
Brad Jones, President & CEO, Retail Management Solutions
Brad will explain the difference between PCI-DSS and PA-DSS and what each actually means to the merchant. He will discuss EMV and how it won’t protect merchants from breaches, along with P2PE and how it will protect merchants from breaches. He’ll also explain the misconceptions regarding PCI and why merchants are really never out of scope as long as they accept credit cards. Finally, Brad will also explain what the October 2015 EMV date actually means versus what many believe it to mean.

11:30 – 12:00  Population Health Management: One Patient at a Time
Joe Moose, Pharm.D., Owner & Community Pharmacy Lead Coordinator, Moose Pharmacy and Community Care of North Carolina
How can pharmacy use technology to get into the population health management spectrum? What will the practice model look like if the healthcare silos crumble? Learn where on the total cost-of-care value curve pharmacy is today and where it will need to be in the future to shift the curve.

12:00 – 1:30  Lunch
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1:30 – 5:30  Open for Business Meetings

5:30 – 7:00  Reception
Sponsored by CoverMyMeds

SATURDAY, JUNE 27

8:30 – 9:30  Concluding Continental Breakfast

Please take a minute to let us know what you think about the 2015 Midyear Conference by visiting: www.asapnet.org/conference-evaluation.html
Marc Young, Pharm.D., M.S., is chief strategy officer for Nationwide Pharmaceutical, which provides repackaging support for the federal government, business consulting in the areas of pharmaceuticals and technology, and data analytics. Marc was commissioned as a naval officer and served 20 years under various assignments in ambulatory clinics and in critical care settings before moving into the informatics arena. He was both a project and program manager and during his last assignment was directly responsible for all of the clinical and business systems used by Navy Medicine Worldwide. Marc also served as the chief operating officer for TelePharm, a digital healthcare company providing software to retail pharmacies in the United States.

Brian Reardon is a principal at Venn Strategies. He has over 25 years of experience working at the highest levels of public policy within the Congress, the executive branch, and the private sector. Brian joined Venn after working at the White House under President George W. Bush, serving as a special assistant to the president at the National Economic Council. While at the White House, Brian was responsible for helping to develop and implement some of the president's most significant legislative accomplishments, including the 2003 Jobs and Growth Tax Relief Reconciliation Act and the Medicare Modernization Act. Prior to serving on the White House staff, Brian was staff director and chief economist for the Senate Republican Policy Committee. He has worked for the National Federation of Independent Business (NFIB) and as a budget aide to Senator Spencer Abraham (R-Mich.). His first job in D.C. was working for Senator Bill Armstrong from his home state of Colorado. Brian has a M.A. in economics from George Mason University.

Dan Schofield is head of product management for Health Market Science, a LexisNexis Company. He has 15 years’ experience designing, managing, and delivering enterprise master data management solutions for the healthcare industry. During his time at Health Market Science, Dan has focused on retail pharmacy, prescription processors, and payers. He is a thought leader via relationships with top industry partners. He is currently serving as co-chair of NCPDP’s valid prescriber task group. Dan holds a degree in computer science from Susquehanna University.

Tim Kosty, R.Ph., M.B.A., is president of Pharmacy Healthcare Solutions, Inc. (PHSI), which provides business strategy and management consulting services in the pharmaceutical industry. Clients include pharmaceutical manufacturers, pharmacy providers, technology providers, and the payer community. Tim specializes in evaluating marketplace initiatives to ensure that the financial incentives are properly aligned to generate the desired results. One specific focus is the application of technology to solve business problems and increase operational efficiency. Tim’s professional experience includes retail pharmacy and PBM operations, strategic operational realignments, rebate contracting, pharmacy network development, and turnaround management. He is an adjunct faculty member at the Duquesne University Mylan School of Pharmacy and is an active member of the Academy of Managed Care Pharmacy, the American Pharmacists Association, ASAP, and the National Association of Chain Drug Stores. Tim received his B.S. from The Ohio State University College of Pharmacy and his M.B.A. from Penn State University.

Tricia Lee Wilkins, Pharm.D., M.S., Ph.D., is a pharmacy advisor working with the Office of the National Coordinator for Health Information Technology (ONC). She previously worked as an inpatient pharmacist at an academic medical center in West Virginia and with the Beacon Community Program supporting community-led efforts to build and strengthen health IT, improve quality of care, and develop innovative delivery-of-care models. Tricia Lee is passionate about health IT-enabled comprehensive medication management and medication safety. Her areas of expertise include pharmacy practice and health outcomes research. Tricia Lee earned her Pharm.D. from the State University of New York at Buffalo and completed her M.S. and Ph.D. degrees at West Virginia University.

Jonathan Shaatal, M.S., R.Ph., is director of pharmacy for the Four Seasons Nursing & Rehabilitation Center. He is responsible for pharmacy operations and chairs the pharmacy and therapeutic committee. He has been a director of pharmacy for over 25 years and has held that...
Heather Zenk, Pharm.D., R.Ph., is vice president of secure supply chain at AmerisourceBergen Corporation. In this role, she is responsible for developing and implementing traceability business processes and technology that will enhance patient safety, further secure the pharmaceutical supply chain, and create broader service offerings to manufacturer partners and AmerisourceBergen customers. Heather has over 15 years of pharmacy, procurement, and supply chain experience. During her career at AmerisourceBergen, her experience includes serving as vice president of distribution center management at the Chicago distribution center, SAP business liaison, and work within the Canadian distribution network. Prior to joining AmerisourceBergen in 2007, Heather worked at Walgreen Co., and remains licensed to practice pharmacy in Minnesota and Illinois. Heather received a B.A. from the College of St. Benedict, St. Joseph, Minn., and her Pharm.D. degree from the University of Minnesota.

Joe Moose, Pharm.D., is a co-owner and community pharmacy lead coordinator for Moose Pharmacy and Community Care of North Carolina. In his role at Moose Pharmacy, Joe has established collaborative practice agreements with local physicians’ offices to integrate community pharmacists into a patient-centered medical home. Under his leadership, Moose Pharmacy has also partnered with the city of Charlotte and Union County to manage employees enrolled in the diabetes management program. Working with his pharmacy staff, Joe has implemented and enhanced a variety of clinical services in his pharmacy, including MTM. In his role of lead community pharmacy coordinator with Community Care of North Carolina, Joe has built a network of high-quality community pharmacies that strive to offer enhanced value to payers. He serves as a primary preceptor with the UNC Eshelman School of Pharmacy Community Pharmacy Residency Program and is also a preceptor for students completing introductory and advanced practice experiential education rotations with the UNC Eshelman School of Pharmacy, Campbell University, and Wingate. Joe received his Pharm.D. from Campbell University.
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