

# New World of Pharmacy

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# Disclosures

- Bob Lomenick is an employee of The Tyson Drug Companies and Right Way Meds. The conflict of interest was resolved by peer review of the slide content. He declares no other conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

# Learning Objectives

**Following this presentation, attendees should be able to:**

1. Describe how med sync is a tool to get you to the end result.
2. Explain how to know your numbers and the changes that need to be made.
3. Describe how to use technology to the highest efficiency.
4. Describe how to use compliance packaging to create "adherence on steroids."
5. Explain how to change your business model from reactive to proactive.

# Shift to patient-centric healthcare

- Moving away from solely a fee-for- service or product model
- Migrating to value-based reimbursement
- New value-based payment models continue to grow with payment based in part on quality measures
- Started in Medicare and driven by Star Ratings
- Expansion of quality measures to new populations, including commercial and exchanges



# What Is Medication Synchronization (Med Sync)?

A proactive patient-care approach that aligns all of a patient's refills to a single "appointment" date each month



**From:** Multiple scripts,  
multiple refill dates, multiple store visits



**Better for patients, pharmacy teams and owners!**

## Why Med Sync?

Shifting from a reactive, transaction-based model of practicing pharmacy to an appointment-based, patient-centric model of care enables you to grow your business.

Getting 100+ patients on an appointment-based, med sync model streamlines your workflow and

***Increases Operational Efficiencies***



which in turn

***Reduces Labor & Inventory Costs***

and

***Frees Up Your Time***

to



***Increase Revenue***

with profitable health services and by attracting new patients who seek coordinated care in a convenient monthly visit

***Enhance Clinical Performance***

through improved adherence and proactive opportunities to address lapses in therapy

# Pharmacy Options for Med Sync

| Paper-Based   |             | Technology   |
|---|-------------|--|
| <ul style="list-style-type: none"><li>- Low cost<br/>(Can be as low as \$30 for binder, file folders and sheet protectors<sup>1)</sup>)</li><li>- Works for self-starters</li></ul> | <b>PROS</b> | <ul style="list-style-type: none"><li>- Increases efficiency</li><li>- 35% higher enrollment rate than manual sync<sup>2</sup></li><li>- Better management of process</li><li>- Better positioned for growth</li></ul> |
| <ul style="list-style-type: none"><li>- Manual workflow</li><li>- Limited options to scale</li><li>- Smaller efficiency gains</li></ul>   | <b>CONS</b> | <ul style="list-style-type: none"><li>- Potentially an additional expense</li><li>- System training</li><li>- Apprehension of change</li></ul>   |

1. American Pharmacist's Association Foundation. "Pharmacy's Appointment-Based Model: Implementation Guide for Pharmacy Practices." <http://www.aphafoundation.org/sites/default/files/ckeditor/files/ABMImplementationGuide-FINAL-20130923.pdf>

2. Alexander A. Drug Store News. Study: Med sync programs a "win-win-win", July 1, 2015. <http://www.drugstorenews.com/article/study-med-sync-programs-win-win-win>. Accessed 07/06/15.

**Questions?**