Review

- Cost Growth Trends
  - Regulation
  - Manufacturer price escalation
  - Specialty drug utilization
  - Increased indications
  - Compounds
  - Polypills

- Control Mechanisms
  - Generic Prescribing Rate
  - Benefit design
  - Clinical management
  - High cost drug review
  - Specialty Management Tools
Update

- Payment reforms
- Matchbacks
- Third Party payer marketing
- Contract audit/tools
- CMS Star Ratings
- Provider Status

Payment Reform

- New forms of payment shift risk to providers
- Timing is critical
- Is your organization ready?
Matchbacks
• Old concept – used for coupons for some time
• New concept
  – de-identified data (i.e. Rx, MD visits, social media)
  – Aggregated with thousands of other pieces of de-identified data
  – Able to identify specific individuals again
• Subverting HIPAA?
• Sale of data

Third Party Contracts
• Some contracts require providers to market third party programs
• Contract management and auditing
  – Ensure you are paid what the contract states
  – Multiple vendors – some more robust than others
Star Rating:

- Developed by CMS – used by MCOs for years
- Essentially outcomes measures
- Being adopted by other Third Parties for providers
  - “High value” or preferred networks
- Tied to reimbursement

Provider Status

- Initiative sponsored by ASHP
- Would allow pharmacists to prescribe
- Federal legislation in both House and Senate introduced in January
Thank you!