January 7, 2014

Dear Network Pharmacist:

Thank you for your participation in providing quality medication management services to members of UPlan and the State Employee Group Insurance Program (SEGIP). The values of managing patients’ medications have proven to be worthwhile, respected and desirable by the two programs.

From the onset of the SEGIP program, we have asked you to keep a record of the D5 metrics for your diabetic patients. Now we are beginning to collect these values to begin developing outcomes assessments. Your encounters, coupled with that patient’s medical costs, will clearly show the value that medication management has on impacting health care expenditures. With the positive results we expect to find, we plan on beginning to request pay-for-performance bonuses in addition to fee-for-service on future contracts.

We have contracted with Data IQ, a well-known health economics research firm, to begin capturing the patient services you have been providing and merging them with medical claims information for the eligible patients who have used your services. Data IQ is a premier measurement company located here, in Minnesota. They are well known and well respected with a proven track record of quality and individualized service. They are actively involved with Minnesota Community Measurements and other projects involving analysis and reporting results from service utilization and the impact of an intervention.

We are requesting you to start sending documentation of previous and subsequent SEGIP patient visits beginning on Wednesday, January 15, 2014. This should cover any MTM visits you have had beginning June 1, 2013 for the SEGIP Diabetes Management Program.

The following pages contain 5 documents with instructions on how to capture and provide Data IQ with the documentation needed for the outcomes measurements. There are four steps to follow. Initially, select the “Data File Instruction” sheet that you intend to use; either Excel Files or EMR or Data Registry Files. The remaining three documents contain information about the structure of the files. Setting up the reporting files properly is key to providing adequate information for reporting, extracting and matching the data to determine your successes. Note that Step 4: “Getting assistance” gives contact information for Data IQ.

Every pharmacist in The Network knows and appreciates the value that Medication Management can contribute to a patient’s health and quality of life; especially those with diseases that are more difficult to control and are much more costly to the health care system. We are now at a stage of the program where we can measure those values, in decreased doctor’s visits, less emergency room use and in lower hospitalizations as well as in lower expenses for that patient’s health care. Our goal is to show a significant Return on Investment (ROI). The money spent to provide quality Medication Management by the pharmacist will strongly impact the dollars saved in overall health care costs. We hope to show a significant ROI and prove the value of pharmacy. Presently, we are negotiating another contract with a significant client where pay-for-performance bonuses will be included. We hope to announce this new opportunity shortly.

Thank you, in advance, for your assistance in providing this documentation. Your provision of complete data is essential to showing the value of medication management and supporting the need for performance-based reimbursement as well. We will keep you apprised of our progress.

Sincerely,

Gary Schneider, R.Ph.
Director, Medication Management Network

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