

The Puerto Rico Chamber of Commerce and the University of Miami School of Business Administration present the...

UNIVERSITY OF MIAMI SCHOOL of BUSINESS ADMINISTRATION





**Economic Transformation in Health** 

February 2, 2012

Conrad San Juan Condado Plaza

The Community Pharmacy & Medicare Part D

Elliot Pacheco Beauchamp President Asociación Farmacias de Comunidad de Puerto Rico



#### About the AFCPR



- Founded in 1952
- We are dedicated to the continuing growth and prosperity of the Community Pharmacies in Puerto Rico.
- We are the voice of Community Pharmacies in the Legislative & Regulatory bodies of the Government.
- We are committed to high-quality care, restoring, maintaining, promoting and educating the well being of the public we serve.



#### About the AFCPR



- 715 Pharmacies in Puerto Rico.
  - 78% of the Retail Outlets.
- We represent \$1.2 billion (18%) of the total in Healthcare expenditures.
- According to ASES: Community pharmacies dispense 85% of all prescriptions processed through the Government Health Plan (Mi Salud).
- Job Created 9,000 (Direct)

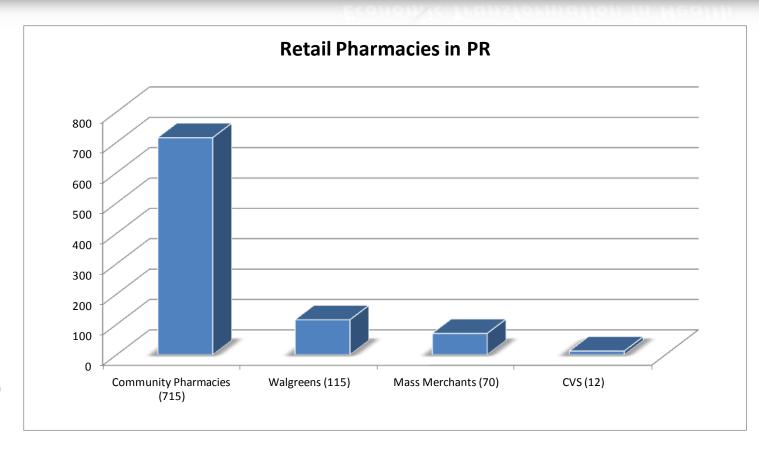


### About the AFCPR



Total Retail Pharmacies 912

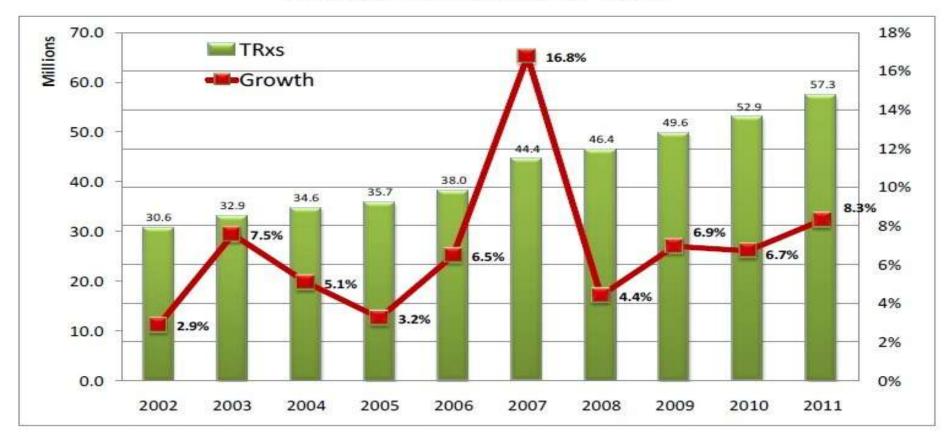
Community
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The Community Pharmacy since the beginning of Part D: have transactions increased?



#### Puerto Rico Pharmaceutical Total Prescriptions (TRxs) and Growth from 2002 to 2011

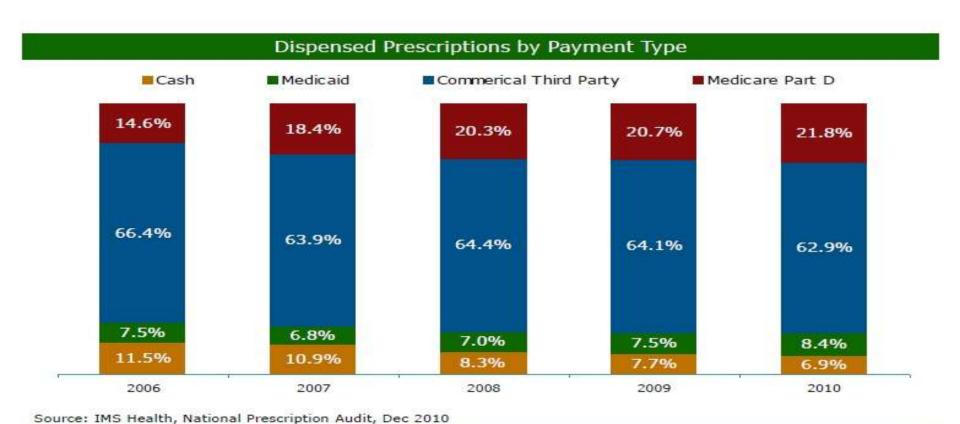


Source: PRRX (Puerto Rico Prescription Audit) - August 2011 data month

The Community Pharmacy since the beginning of Part D: have transactions increased?



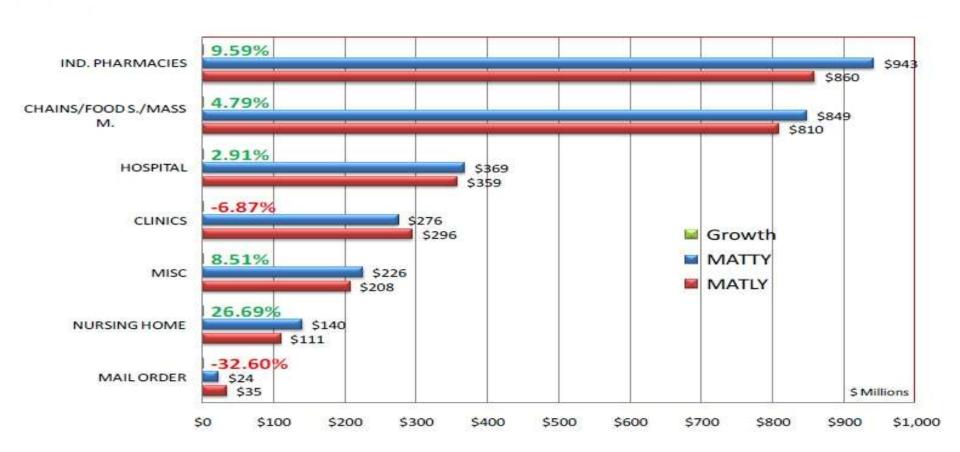
#### Payment type continued shift toward Medicare Part D and Medicaid



The Community Pharmacy since the beginning of Part D: have transactions increased?



#### PR Class of Trade Breakout Sales and Growth



### The Current Climate



- Independent Community Pharmacies sits at the top of retail consumer healthcare.
- Independent Community Pharmacies in Puerto Rico account for nearly 52% of all prescriptions dispensed.
- Patients consistently rank pharmacists among the most trusted professionals according to the annual Gallup survey (2010).



### The Current Climate



- Likewise, Consumer Reports magazine recently reported that 90% of survey respondents gave independent drugstores high remarks for accessibility, accuracy, and courtesy.
- Patients already are predisposed, by a wide margin, to favor Independent Community Pharmacies with their prescriptions.



## Part C and D Star Ratings



- In 2012, plan ratings measures will be weighted more on outcomes and patient experience measures such as medication adherence, process-based measures such as customers service waiting times.
- CMS is adding the medication adherence measures to the star rating analysis in the following three therapeutic categories: Cholesterol (statins), Hypertension (ACEI or ARB) and Oral Diabetes Medications.
- Poor scores are subject to compliance actions by CMS



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 As the star rating system matures, plans will be focusing on their network pharmacies in terms of performance related to adherence measures.

- Pharmacists play an integral role in managing their patients' medications, in both minimizing the risk of adverse drug events, and optimizing drug regimens to reach therapeutic goals.
- Pharmacists should work with all Medicare Part D patients to ensure proper adherence.

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- In that spirit, CMS has signaled that future Star ratings may include measures related to Sponsors' Medication Therapy Management programs (MTMP).
- As pharmacists have continued to be the leading provider of MTM services across Part D sponsors, it is clear that their impact to Medicare beneficiaries will continue to be highlighted.





# THANK YOU! THANK YOU!

