



## THE EVIDENCE FOR VALUE OF COMPREHENSIVE MEDICATION MANAGEMENT SERVICES: “GETTING THE MEDICATIONS RIGHT” RESOLVES REAL PROBLEMS AND IMPROVES OUTCOMES

Growing evidence demonstrates the care quality and economic benefits of a **comprehensive approach to team-based medication management**. It also reveals that some commonly cited “medication problems” for patients, including seniors, are often not the leading reasons for treatment failures and incomplete achievement of clinical goals. “Medications” include prescription and non-prescription products, herbals, and vitamins/supplements.

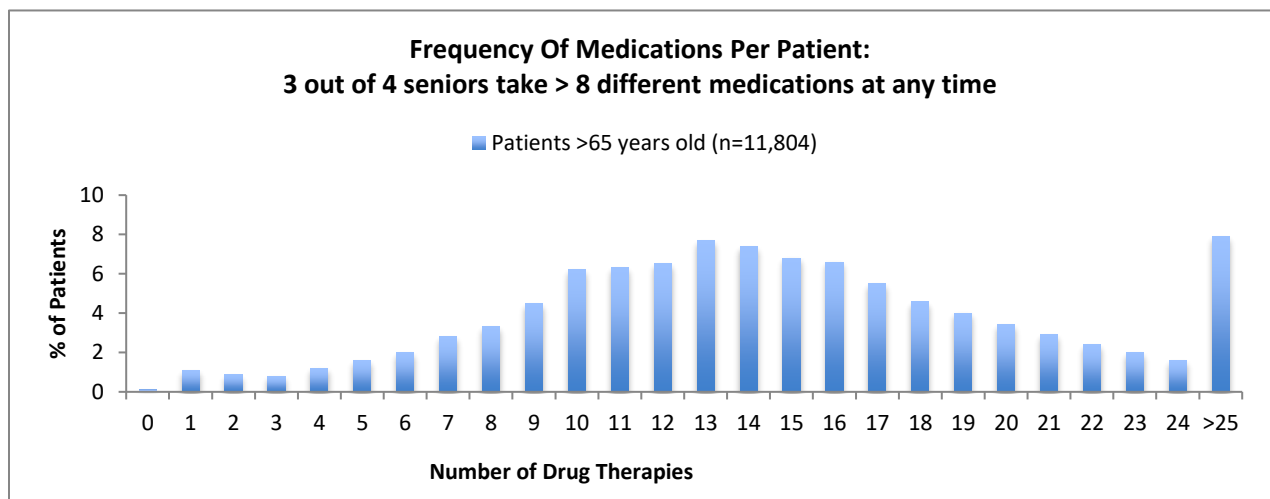
The data represented below reflect aggregated results from 19 distinct medication management service practices, provided by qualified pharmacists within settings such as community-based pharmacies, hospital-based clinics, free-standing medical clinics, and health systems. In all cases, a consistent and comprehensive process of care was used in the provision of the service. Data reflect 11,804 patients (over 65 years old) with 21,213 documented encounters. All patients received services between April 2006 and September 2010.<sup>1</sup>

### 2 out of 3 Medicare Beneficiaries Need Access to Comprehensive Medication Management (CMM) Services

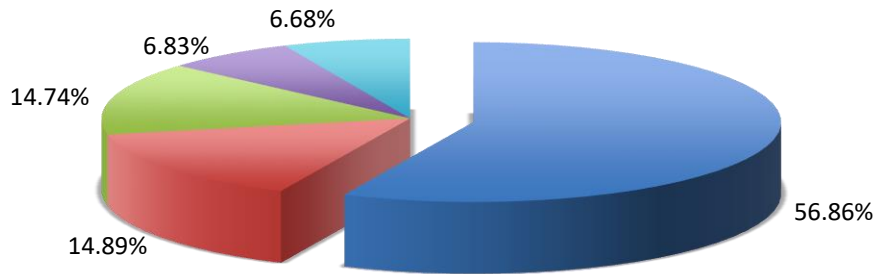
Of the 11,804 patients documented, 2 out of 3 seniors had 3 or more medical conditions and 2 out of 3 seniors were identified with 2 or more drug therapy problems.

Providing coverage for CMM services could help the Medicare program avoid:

**Almost 6 million physician office visits, saving more than \$1 billion annually**  
**670,000 emergency room visits, saving more than \$500 million annually**



**Types of Drug Therapy Problems:  
Almost half of problems result from improper medication use.**



**Category of Drug Therapy Problem**

- Improper Use (Dose too low/Different or additional drug needed/Wrong drug)
- Non-Adherence
- Adverse reaction
- Dose too high
- Unnecessary

**HEALTH CARE SERVICES SAVINGS FROM CMM SERVICES**

	11,804 patients (over 65 years old) 21,213 encounters			Medicare Part B Population Projections	Medicare Part B Population Projections**
Health care savings*	# of events avoided	# of referrals	\$ net savings	# of events avoided	\$ Gross Savings
Hospital admission (\$29,046)	69	15	\$1,568,484	179,471	5,212,914,666
Emergency department visit (\$821)	1,033	12	\$838,241	2,686,868	2,205,918,628
Specialist visit (\$564)	549	149	\$225,600	1,427,967	805,373,388
<b>Totals</b>			<b>\$2,632,325</b>		

\*Health care event savings and referral costs based on 2008 U.S. averages from Expenses per Visit for Ambulatory Visits and Inpatient Stay for 2008, Agency for Healthcare Research & Quality-Center for Financing, Access, and Cost Trends, 2010 and Genworth 2011 Cost of Care Survey, Genworth Financial 2011.

\*\* Projections based on data collected over period: April 2006 to September 2010

(Endnotes) 1 Cipolle RJ, Strand LM, Morley PC. Pharmaceutical Care Practice: The Patient-centered Approach to Medication Management Services. 3<sup>rd</sup> edition. Copyright © 2012 by McGraw-Hill Companies, Inc