



# Improve patient care and physician work-life

## The Problem?

Medication regimen complexity and non-optimization overburden physicians and lead to poor patient outcomes.

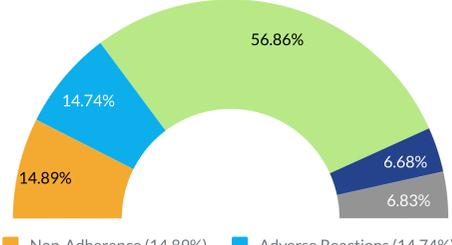
Learn how to ensure your patients avoid illness and death resulting from non-optimized medication management (e.g., adverse reactions, inadequate or unnecessary therapies, nonadherence and incorrect dosing). In total, this trial-and-error approach results in the loss of 275,000 lives and \$528.4 billion in total US health care expenditures each year.<sup>1</sup>

### Medication complexity:

- 30% of adults take 5+ medications<sup>2</sup>
- Medicare Part D beneficiaries have an average of 3-4 prescribing providers<sup>3</sup>
- 49 seconds in a 15 minute patient visit is spent talking about new medications<sup>4</sup>

### Types of Medication Therapy Problems<sup>5</sup>

It's not all about adherence!



### A Familiar Story:

Lenette is your 17th patient of the day. She is a 68 year-old with low health literacy. She has type 2 diabetes, hypertension, heart failure, atrial fibrillation, osteoarthritis and a history of stroke. She takes 27 prescription medications, several of them prescribed by specialists. She has 3 new complaints today and would like to know if her constipation is a side effect of her medications. Her labs indicate the need for a new, injectable therapy for diabetes.

A medication expert on your health care team (usually a clinical pharmacist) meets with Lenette to provide CMM services. Before their next visit, the clinical pharmacist provides you with a summary of medication related problems and proposed solutions. After your visit, the clinical pharmacist meets with Lenette to provide her with patient-centered education on therapy changes. Later on, the clinical pharmacist provides ongoing follow up with Lenette and collaborate with you to ensure her medications are fully optimized.



## The Solution?

A fully complemented and interprofessional health care team providing CMM services

### Comprehensive Medication Management

CMM is a [service](#) delivered by a team, consisting of a physician, clinical pharmacist and others working in collaborative practice to ensure appropriate use of medications and gene therapies. In CMM, the medication expert (clinical pharmacist) contributes to therapy selection—in collaborative practice with the physician—and monitoring and follow-up to ensure safe, effective, precise, personal and cost-conscious regimens. This allows physicians the time to focus on complex diagnostic dilemmas and relationship-building with their patients, resulting in:

#### Better outcomes, lower costs

##### Achieving clinical goals of therapy

- CMM (compared to standard care) results in a **30-40%** increase in combined goal attainment for diabetes, hypertension and cardiovascular disease prevention<sup>9,10</sup>
- Increased attainment of individual therapy goals following CMM enrollment:<sup>9</sup>
  - A1c (**54% vs. 36%**,  $P = 0.01$ )
  - blood pressure (**93% vs. 77%**,  $P = 0.001$ )
  - use of a statin (**79% vs. 63%**,  $P = 0.01$ )

##### Decreased hospitalization

- Reduced medication-related hospitalizations in patients over age 65 and those with chronic illness<sup>11,12</sup>

#### Improved physician and patient experience

##### Physicians

- CMM can lead to
  - Decreased workload<sup>13</sup>
  - Decreased mental exhaustion<sup>13</sup>
  - Improved job satisfaction<sup>14</sup>
  - PCPs highly value the pharmacists' medication expertise and ability to manage/adjust patient medications<sup>15</sup>

##### Patients

- **95%** of patients indicate they are satisfied with CMM services and **93%** say CMM is extremely or very helpful<sup>10,16</sup>
- Enhanced access to a member of the health care team<sup>14</sup>

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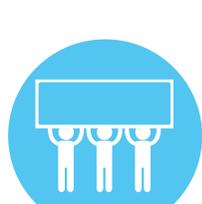
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## Next steps

Learn what you can do now to implement and bring CMM services in your practice setting



### Support CMM in your practice:

- Visit our Physician Toolkit to learn more about integrating CMM into your practice from our expert physician voices.



### Become Informed About...

- [The CMM process of care](#)
- [The evidence to support CMM's impact on patient care](#)
- The value proposition for CMM ([American Health & Drug Benefits](#))
- [CMM FAQs](#)
- [How to integrate clinical pharmacists into primary care](#)



### Explore CMM Use Cases...

- Integrated health system ([Minnesota Health Fairview](#); [Hennepin County Medical Center](#))
- Accountable Care Organization ([Advocate Medical Group](#))
- Group/private practice ([East Hawaii Health Clinic](#))
- Government/integrated health system ([Department of Veteran Affairs](#))

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