Rewarding Opportunity for Pharmacies

A coordinated program of medication therapy management (MTM) and adherence packaging can benefit your Pharmacies.

- Keep risk-shared patients healthy and decrease health care costs
- Capture pharmacy revenue and profit through patient acquisition

Not Sure How to Get Started? Here Are Three Easy Ways to Begin:

- Use adherence packaging with high-risk patient populations and track outcomes
- Conduct a mini 25-50 patient pilot
- Run a one-day consumer preference evaluation

Omnicell is uniquely positioned to support your pharmacy practice in the endeavor to drive patient growth and increased profitability.

To learn more, contact us at 800-671-0589 or insidesales@mts-mt.com.

"If we can continue to build confidence among patients that they can easily handle their medication intake through appropriate packaging alone, we are confident that we are on the right path to reducing the burden on our overwhelmed healthcare delivery system."

Sharrel Pinto, BSPharm, DMM, MS, PhD
Director, Center for Pharmaceutical Care and Outcomes Research (PCOR)
University of Toledo College of Pharmacy and Pharmaceutical Sciences

To learn more about Omnicell® adherence solutions, please contact: 800-671-0589.
Improve Clinical Results and Increase Profits for as Low as $2 per Week

Accountable care reimbursement changes elevate the importance of health professionals addressing the widespread problem of poor medication adherence. Effective medication adherence programs not only support the CMS Triple Aim benefits of improving health outcomes, improving experience of care, and reducing overall healthcare costs, but they also offer new economic incentives for pharmacies.

Economic Incentives

Why should pharmacies care about resolving medication non-adherence? Because there are economic drivers to consider—both revenue-making and cost-saving.

Investing in Adherence Pharmacy Services Pays Off

Non Adherence and CMS Star Ratings

Adopting medication adherence management programs with innovative, patient-preferred adherence packaging provides pharmacies with an opportunity to improve patient adherence, leading to better patient satisfaction and health system outcomes. It can also help unlock cash flows and establish a vital ongoing connection with patients’ medication management.

Figure 1: Value of New Patient - 7 Medications

On a microeconomic level, medication adherence solutions present the opportunity for new revenue from patients typically considered high risk/high cost: the chronically ill with comorbidities. Gaining a new patient who is taking seven medications generates over $5,300 in annual revenue and net income over $1,600 per year—consider—both revenue-making and cost-saving.

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Omnicell medication adherence technology provides an opportunity for pharmacies to realize new sources of revenue by offering adherence pharmacy services. No matter the size of your pharmacy, Omnicell offers a range of solutions to enable pharmacies with an opportunity to improve patient adherence, leading to better patient satisfaction and health system outcomes.

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Clinical Pharmacy Services Can Yield a Tenfold Return

Pill sorting can be time consuming and stressful. SureMed by Omnicell multimed blister cards to patients. Our systems include guided packing software and semi-automated and fully-automated technologies. Each level of our medication adherence technology generates over $5,100 annual revenue and nets more than $1,600 margin potential (see Figure 1). For every 100 patients, the pharmacy has an incremental annual revenue opportunity of approximately $50,000.

Effective

• Patients who start on our cards stay on our cards
• Proven to increase adherence in a randomized controlled study
• Increased patients’ confidence in taking their medications from 7% to 93%

Patient Response to SureMed:

“Since I now use the blister packs, my blood pressure has come down because I’m taking my pills regularly.”

“With the blister packages, he can manage his own medicine and knows he is taking the right thing. It gives him independence.”

Proven Clinical Benefits

Other studies have shown improved results when better adherence is demonstrated.

• Glucose: BP decreased 30% compared to 17%, and systolic BP decreased 37% compared to 42%
• Reduced annual costs for secondary prevention of coronary artery disease 10.1 – 17.8% 6

Benefits of Omnicell® Adherence Packaging

Medication adherence solutions that include innovative packaging fromOmnicell work and are easy to implement. Pill sorting can be time consuming and stressful. SureMed by Omnicell multimed blister cards organize multiple medications by time of day and day of the week, providing a convenient packaging alternative that is preferred by patients and caregivers.
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Non Adherence and CMS Star Ratings

The CMS Star Rating System directly connects reimbursement for Medicare services to patient outcomes. While pharmacists do not receive a star rating directly from CMS, 48% of the star rating measurements for Medicare Part D are related to medication adherence, an area in which pharmacies can have the greatest impact.

Investing in Adherence Pharmacy Services Pays Off

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Clinical Pharmacy Services Can Yield a Tenfold Return

Investing in adherence pharmacy services can reduce your filling and verification costs to less than $2 per patient per week. Investments in manual and automated blister packaging software and semi-automated and fully-automated technologies. Each level of our medication adherence technology generates over $5,100 annual revenue and nets more than $1,600 margin potential (see Figure 1). For every 100 patients, the pharmacy has an incremental annual revenue opportunity of $500,000.

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Omnicell medication adherence technology provides an opportunity for pharmacies to realize new sources of revenue by offering adherence pharmacy services. No matter the size of your pharmacy, Omnicell offers a range of solutions to enable pharmacists to address patient needs.

**Benefits of Omnicell® Adherence Packaging**

- **Easy to use**
  - Immediate visual verification of missed doses
  - Blister packs are easy to open
  - SureMed® by Omnicell multimed blister cards hold up to 14 medications—significantly more than the competition

**Proven Clinical Benefits**

Other studies have shown improved results when better adherence is demonstrated.

- **Chronic BP decreased 50% compared to 17%, and systolic BP decreased 40%**
- **Reduced annual costs for secondary prevention of coronary artery disease 10.1 – 17.8%**

**FAME study showed blister packaging improves adherence and outcomes.**

**Take on Tomorrow**
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Adherence Packaging

How It Leads to Clinical and Financial Benefits for Pharmacies