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Specialty Spotlight

Pioneer ACO Models Versus Home Grown Models

The move is on to try new models of care that are still focused on the same population health goals conceptually as Accountable Care Organizations (ACOs). Recent new accounts of --

- “The physician network of Mount Auburn Hospital and Steward Health Care System have dropped out of the Medicare Pioneer accountable care organization program but expressed their commitment to the ACO model and confirmed they will participate in the Next Generation program. The total three-year savings posted by Steward from being part of the Pioneer pilot reached about \$30 million, while the Mount Auburn Hospital physician network estimated savings to be around \$14 million.” [The Boston Globe \(tiered subscription model\)](#) (11/3/15)
- “Privately run health insurance exchanges might start offering accountable care options, which would spur more competition among health care providers, industry observers say.” [Employee Benefit News](#) (11/4/15)
- “Central Ohio Primary Care and Toledo Clinic are the most recent additions to the Ohio Independent Collaborative, an association of independent physicians and health systems that aims to improve care through data sharing and better continuity of care while lowering costs through joint purchases for supplies, services and liability insurance. The collaborative will cover about 900,000 patients once Toledo Clinic is fully integrated.” [The Columbus Dispatch \(Ohio\) \(tiered subscription model\)](#) (11/3/15)

Comment:

The Affordable Care Act provided an outline for coordinated care delivery. While the politicians argued the merits, or lack thereof, of the ACO model, health care professionals sat on the sidelines. Now, interestingly, health care systems try to find the models that work. Expecting that no one model will work for everyone, the elements of the ACO model seem to have traction. Cost has been a major focus since the advent of managed care in the 1970's, but we have to recognize that purchasing decisions are only part of the story. Depending on contracts, purchasing may provide a minimum of 10-15% savings, but utilization is the multiplier. The ACO model is a team approach to care. Whatever the model, data, analytics, sharing of information, wellness, disease management and coordination/continuity of care provide a knowledge base and an approach. The key is the patient and their buy-in to the approach.

This is arguably the hardest part. As a result, all models must include the same issue that salesmen must address which is – what/where is the pain, and what's in it for the patient?

Find out more

Are Doctors More Price-Conscious When Prices Are Displayed When They Prescribe?

“Doctors place less expensive orders for health care services when prices are displayed alongside the services during the ordering process, according to an analysis published in the *Journal of Hospital Medicine*.”

Silvestri, Mark. et al. "Impact of Price Display on Provider Ordering: A Systematic Review." Journal of Hospital Medicine (2015). Print.

Comment:

In the 1990's Dr. Clem McDonald at the Indiana University School of Medicine did an experiment. He placed the cost of services next to the service on the computer screen that interns and residents used to order laboratory testing and radiology services. He found that the cost information led to fewer services, but when the cost information was removed the interns and residents returned to their prior habits.

While the message is obvious, i.e., that we need to find ways to display all relevant information at the point of care, it is just as critical that we provide easy to use "shot cuts" for practitioners to use in ordering services, drugs, etc. All prescribers need an approach, a method, a game plan for ordering that includes the value of tests and drugs, appropriate risk information and cost/cost comparisons of alternatives. This is more science than art, but a necessary advancement for practitioners.

AMA Recommends Synchronized Prescription Renewals

“A report from the American Medical Association recommends a synchronized prescription renewal process to streamline medication management. Renewing stable medications in a 12- to 15-month cycle could decrease the number of calls related to prescription refills, the report says. The AMA also recommends an annual medication review during a dedicated patient visit.”

IAMA WireO: 3 steps to cut down time spent on Rx renewals. (n.d.). Retrieved December 14, 2015, from <http://www.ama-assn.org/ama/ama-wire/post/3-steps-cut-down-time-spent-rx-renewals>

Comment:

Interestingly, pharmacy has brought up the issue of synchronized refills for chronic care medications for a different reason. The AMA recommendation is directed to reducing the number of telephone calls to physicians from pharmacists for prescription refills. Pharmacists have argued for some time that compliance is improved if the patient receives all of their chronic care medications at one time. Pharmacists have also argued that the evaluation of the medication profile is more effective and counseling of the patient is more effective when done at one time. Now, maybe, incentives are aligned. Pharmacists and doctors can both get what they want.

Pro Pharma Launches Newly Redesigned Mobile and Use Friendly Website

CANOGA PARK, Calif. - Nov. 17, 2015 - PRLog – Pro Pharma Pharmaceutical Consultants, Inc., a healthcare consulting firm which focuses on data analytical expertise, has announced the launch of its newly redesigned website.

Please visit <http://www.propharmaconsultants.com>

“Faster, easier to navigate, user friendly and adaptable to mobile use, those were a few of our goals with the our new Website” states Craig Stern, President. Dr. Stern goes on to say, “As a technology Thought Leader, it was important for us to make information regarding solutions, services and trends as easily accessible as possible for our current and prospective clients. We make it a point to provide our clients with the most accurate, up-to-date information available and share our knowledge and expertise in the field of technology.”

Pro Pharma’s CEO Carol Stern, states that “one of the most noticeable changes on our new site is our new logo with a bright blue and modern font. When redesigning our logo we found various studies validating that the color blue evokes a sense of trust, loyalty, security and strength – qualities which Pro Pharma embodies. Our clients are always our first priority.”



New and returning customers will find our new site is divided into five main areas: **Consulting Services**, **Services as Products**, **Education**, **ProData Analytics™**, and **About Pro Pharma**. The Website is client-centric allowing ease of navigation around our site and the ability to locate critical information faster. The **Consulting Services** section provides detailed descriptions of our Services and Solutions. We have dedicated our new **Services as Product** section to explaining current technologies and our unique approach to managing current trends in the industry. The **Education** section provides in-depth details on the verticals we serve, including articles in our Pharmacy Benefit News (available bi-weekly with updates on major industry trends).

The **About Us** section better illustrates who we are as a company and the leaders driving the Pro Pharma Team. Browse through our “About Us” section, to get a good idea of who we are, what we do as a company and what others are saying about us.

The Pro Pharma Team has worked collaboratively to put together a new Website rich in information to be used as a valuable resource. We pride ourselves as Thought Leaders in the technology field and look forward to hearing any feedback from you.

If you experience any problems using the new website or if you have any questions, please contact us at info@propharmaconsultants.com.

For more information about Pro Pharma contact:

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[Find out more →](#)

Pro Pharma Pharmaceutical Consultants, Inc. has assisted payer and providers for over 29 years to maintain quality while controlling costs.

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