

# MMA ePrescribing Pilots

## *NCPDP March Workgroup Meeting*

March 19, 2006

Anthony J. (Tony) Schueth  
Founder, CEO and Managing Partner



**POINT-OF-CARE PARTNERS**  
eHealth Management & Marketing Consultants

# Agenda

---

- ePrescribing Components of MMA
- Progress to Date
- 2006 eRx Pilots



# ePrescribing Components of the MMA (Medicare Part D)



**POINT-OF-CARE PARTNERS**  
eHealth Management & Marketing Consultants

# MMA (Medicare Part D) & ePrescribing

---

- ▶ MMA establishes a real-time ePrescribing program to be used by prescribers, plans, pharmacies and pharmacists who serve Medicare patients
  - ▶ No mandate, but if used, standards must be followed
  - ▶ Standards via National Committee on Vital and Health Stats
- ▶ NCVHS tasked with identifying foundation standards required for January 2006 implementations.
- ▶ Directs HHS to conduct a voluntary eRx pilot project in 2006, for areas where industry experience is insufficient
- ▶ Other components:
  - ▶ Discretionary grants to be made available to prescribers
  - ▶ Plans, hospitals, groups may purchase hardware for MDs
  - ▶ Plans may pay additional fees for reduced medication errors, improved formulary compliance & fewer adverse drug events

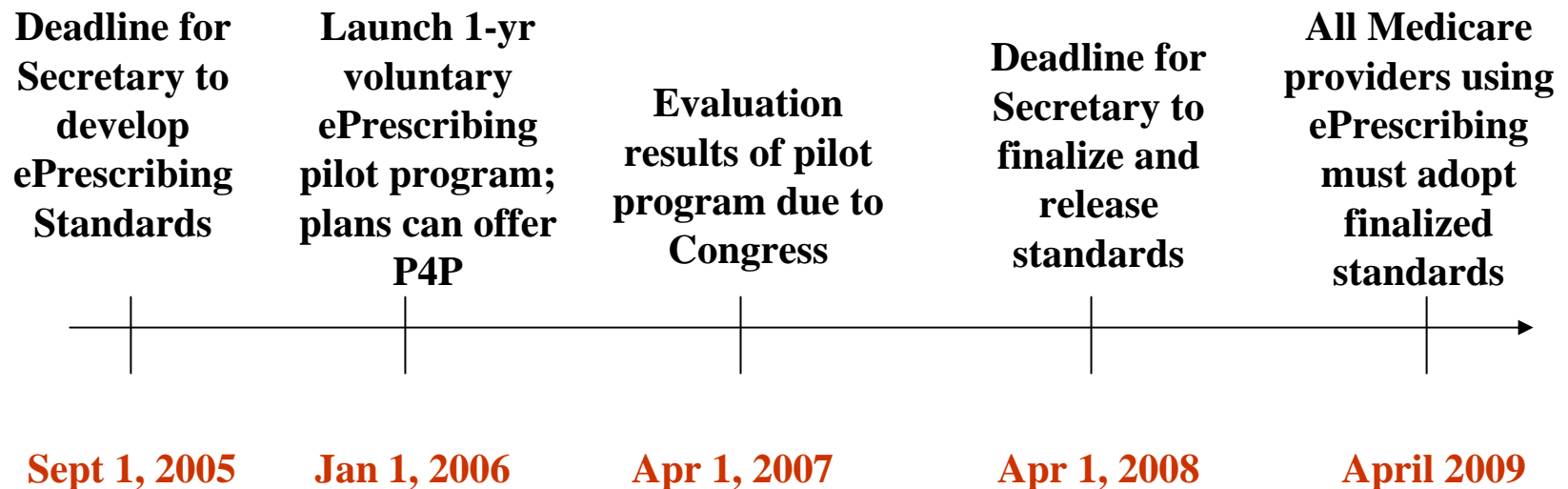


# MMA (Medicare Part D) & ePrescribing

---

## ➔ Progress-to-date

- ➔ Issued Notice of Proposed Rule-Making (10/05)
  - Exception to Stark (Physician Self-Referral Prohibition)
  - Anti-kickback Safe Harbor
- ➔ Issued final rule naming foundation standards (11/05)



# Remaining MMA “To Dos”

---

- ➔ Discretionary grants to physicians
  - ➔ CMS said in Final Rule that they would be in '07
- ➔ Pay-for-performance for ePrescribing
  - ➔ Lots of P4P demonstration projects
  - ➔ CMS announced a relationship with Bridges to Excellence
- ➔ Additional rules
  - ➔ New eRx rules will come out of the pilots
- ➔ Additional pilots?
  - ➔ Hinted at in Final Rule



# MMA Pilots



**POINT-OF-CARE PARTNERS**  
eHealth Management & Marketing Consultants

# Overview

---

- ➔ RFAs released in September 2005
- ➔ Key components:
  - ➔ Must be conducted in CY 2006
  - ➔ \$6M available, no more than 9 funded, no award > \$2M
  - ➔ Cooperative agreements (coalitions)
  - ➔ Proposals evaluated by peer group
- ➔ At least 25% of population Medicare-eligible
- ➔ Testing EDI (vs fax) is critical
- ➔ Test the interoperability of Foundation and Initial Standards



# Foundation & Initial Standards

---

## Foundation Standards

- ▶ SCRIPT (new Rx, renewal, change, cancel, admin functions)
- ▶ ASC X12N 270/271
- ▶ NCPDP Telecommunication

## Initial Standards

- ▶ Medication History
- ▶ Formulary & Benefits
- ▶ Structured & Codified SIG
- ▶ Prior Authorization (X12N 278)
- ▶ RxNorm (new Rx, renewal, cancel)
- ▶ SCRIPT (fill status)



# MMA Pilot Awardees

---

## 1. New Jersey ePrescribing Action Coalition

- ▶ RAND, Horizon, Caremark (PBM, mail, iScribe), Allscripts, RxHub, SureScripts, UMDNJ and Point-of-Care Partners

## 2. SureScripts

- ▶ SureScripts, Brown University, Allscripts, DrFirst, Gold Standard, MedPlus/Quest Diagnostics, ZixCorp, pharmacies in Florida, Mass, Nevada, New Jersey, Tennessee and Rhode Island

## 3. Achieve Healthcare (Long-term Care)

- ▶ Achieve, RNA Health Information Systems, Benedictine Health System, Preferred Choice Pharmacy, RxHub, Prime Therapeutics, BCBSMN

## 4. Brigham & Women's (Massachusetts)

- ▶ Brigham & Women's Hospital, Partners Healthcare, MA-Share, CSC, BCBSMA, RxHub, SureScripts



# MMA Pilot Awardees (cont)

---

## 5. Ohio KePRO-UPCP

- ▶ University Primary Care & Specialty Physicians (UPCP), Ohio KePRO, InstantDx, NDC Health, RxHub, SureScripts, Qualchoice, Aetna, MGMA Center for Research and the University of Minnesota
- ▶ High-level Observations
  - ▶ Comprehensive, with 5 very different approaches
  - ▶ SureScripts, RxHub involved in 4 of 5 pilots, each
  - ▶ OnCallData (InstantDx) is involved in 3, Allscripts 2
  - ▶ Very cooperative environment
  - ▶ Objective is to advise Congress, CMS on policy issues
  - ▶ Timing is an issue



# Pilot Observations

---

1. New Jersey ePrescribing Action Coalition
  - ▶ Goal: to provide objective, scientific-based evidence enabling public policy
  - ▶ Built on a successful ePrescribing implementation
2. SureScripts
  - ▶ Five-state pilot involving pharmacies and key clinical software vendors
3. Achieve Healthcare (Long-term Care)
  - ▶ Building ePrescribing in the Long-term care setting
4. Brigham & Women's (Massachusetts)
  - ▶ Testing the interoperability of standards
  - ▶ Studying safety, quality, efficiency and business processes
5. Ohio KePRO-UPCP
  - ▶ Validating a number of studies that have been conducted over the years



---

**Anthony J. (Tony) Schueth**  
**Founder, CEO and Managing Partner**  
**Point-of-Care Partners, LLC**

[www.pocp.com](http://www.pocp.com)

954-346-1999

tonys@pocp.com

**For free eNewsletters dedicated to ePrescribing, go to**  
**[www.pocp.com/subscribe.aspx](http://www.pocp.com/subscribe.aspx)**

