

# *Chairperson's Welcome and Opening Keynote Address: An ePrescribing State of the Union*

*World Health Care Congress Leadership Summit on  
ePrescribing & Medication Management*

Falls Church, Virginia  
November 17, 2008

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# Agenda

- ePrescribing Overview
- High-Level Trends
- Key Drivers
- Day's Agenda
- First Panel



# ePrescribing Overview



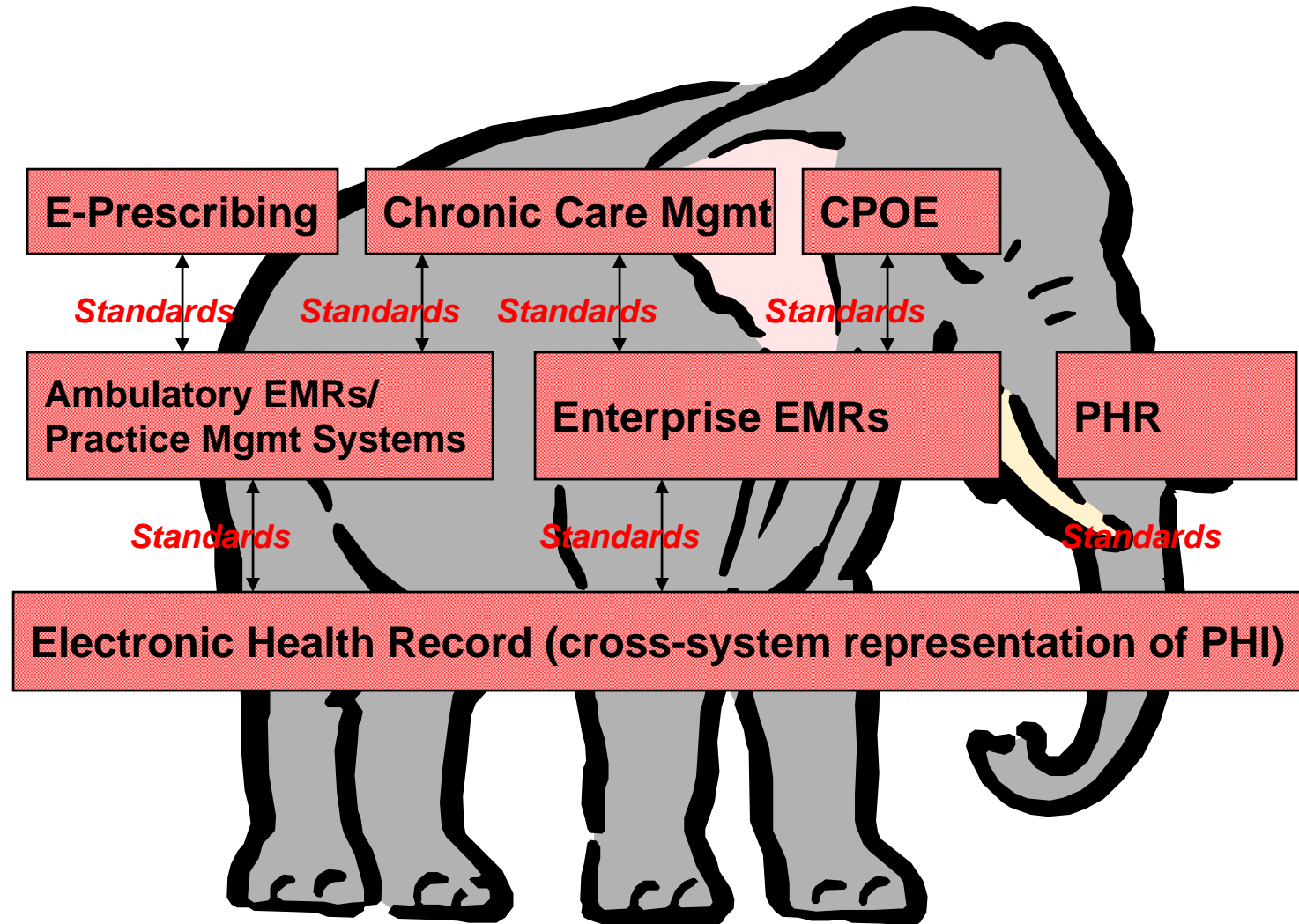
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# Health Information Technology



# ePrescribing Definition

*The transmission, using electronic media, of prescription or prescription-related information between a prescriber, dispenser, pharmacy benefit manager or health plan, either directly or through an intermediary. It includes:*

- ▶ *Two-way transmissions between the point-of-care and dispenser*
- ▶ *Decision support to aid in safer, more informed prescribing such as access to drug-to-drug interactions, patient medication history and formulary and benefits information*



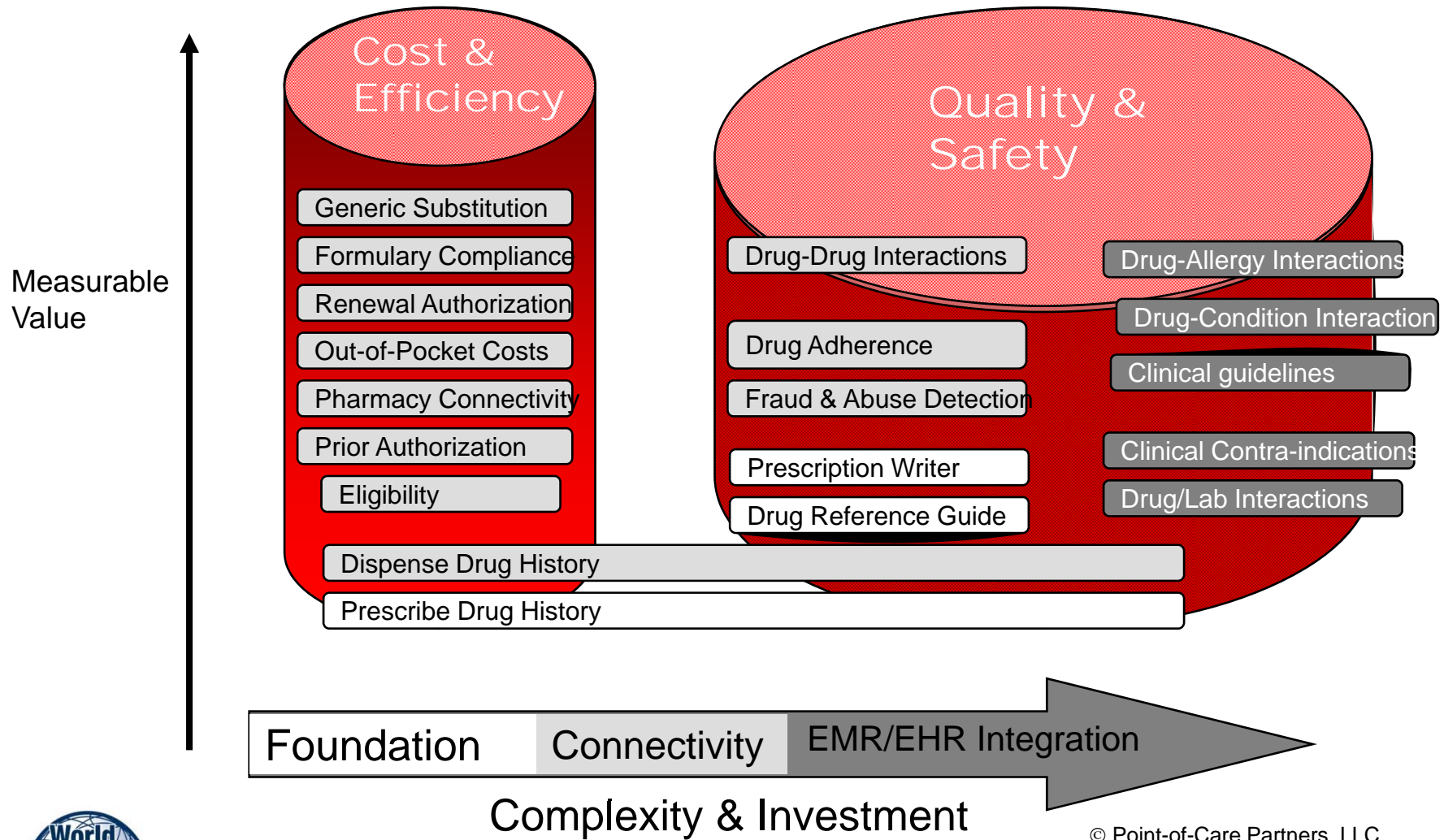
# Medication Management

Set of tools that targets improvements to the medication management process, including:

- Writing of the prescription
- Transmission between the prescriber and dispenser
- Dispensing of the medication and support for it's administration



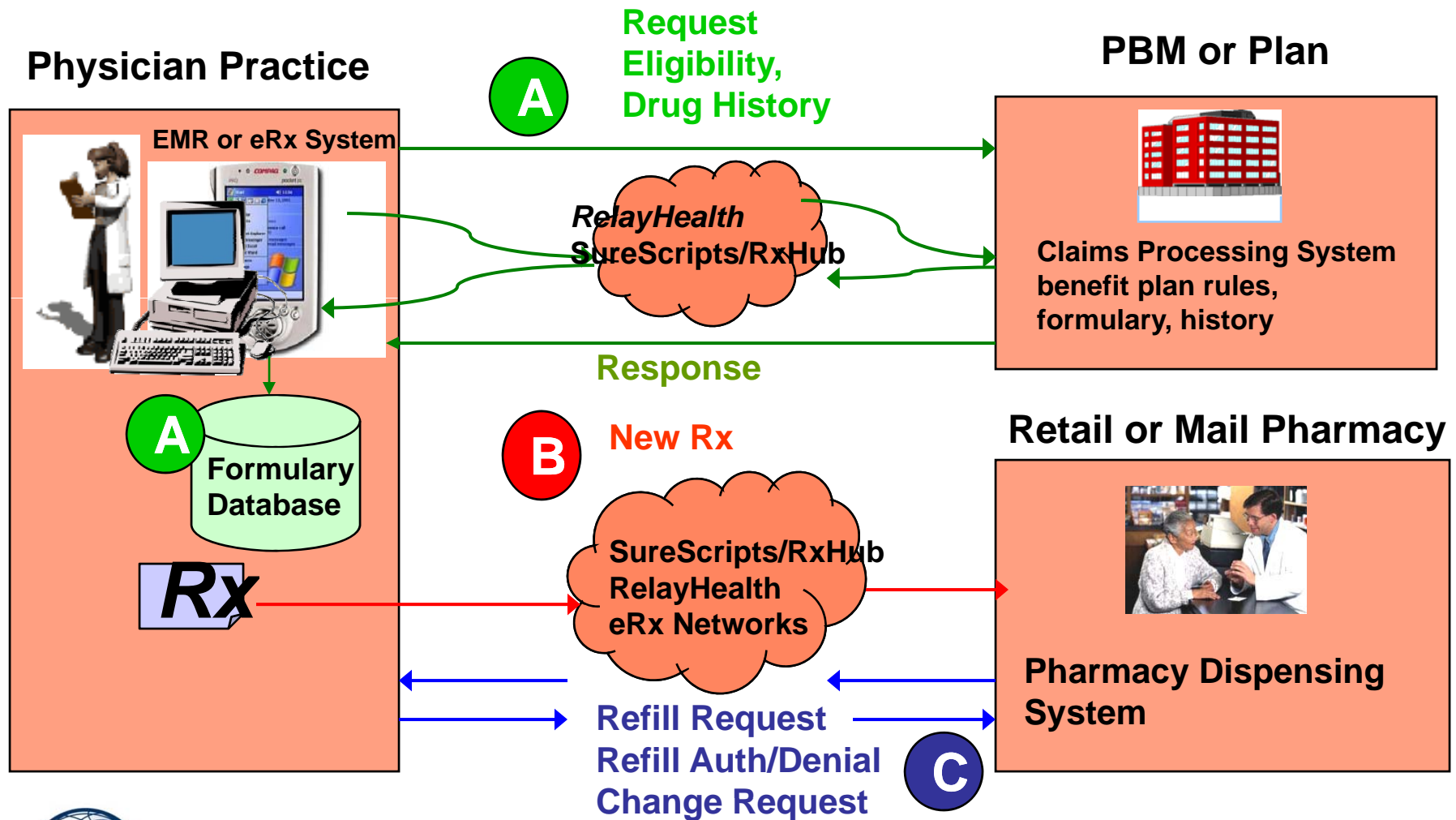
# ePrescribing Components & Value



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# Evolution of ePrescribing (Interoperability)



# High-Level Trends



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# ePrescribing by the numbers...

**7%** MDs prescribing electronically

(Ayers, McHenry & Associates on behalf of PCMA, 2007)

**41,000** Pharmacies ePrescribing

(SureScripts *National Progress Report on ePrescribing*, December 2007)

**80 million** Prescriptions sent online to Pharmacies

(SureScripts)

**7.5%** US hospitals using CPOE for Rx orders

(KLAS, 2006)

**24%** Outpatient EMR use

(National Center for Health Statistics, 2006)

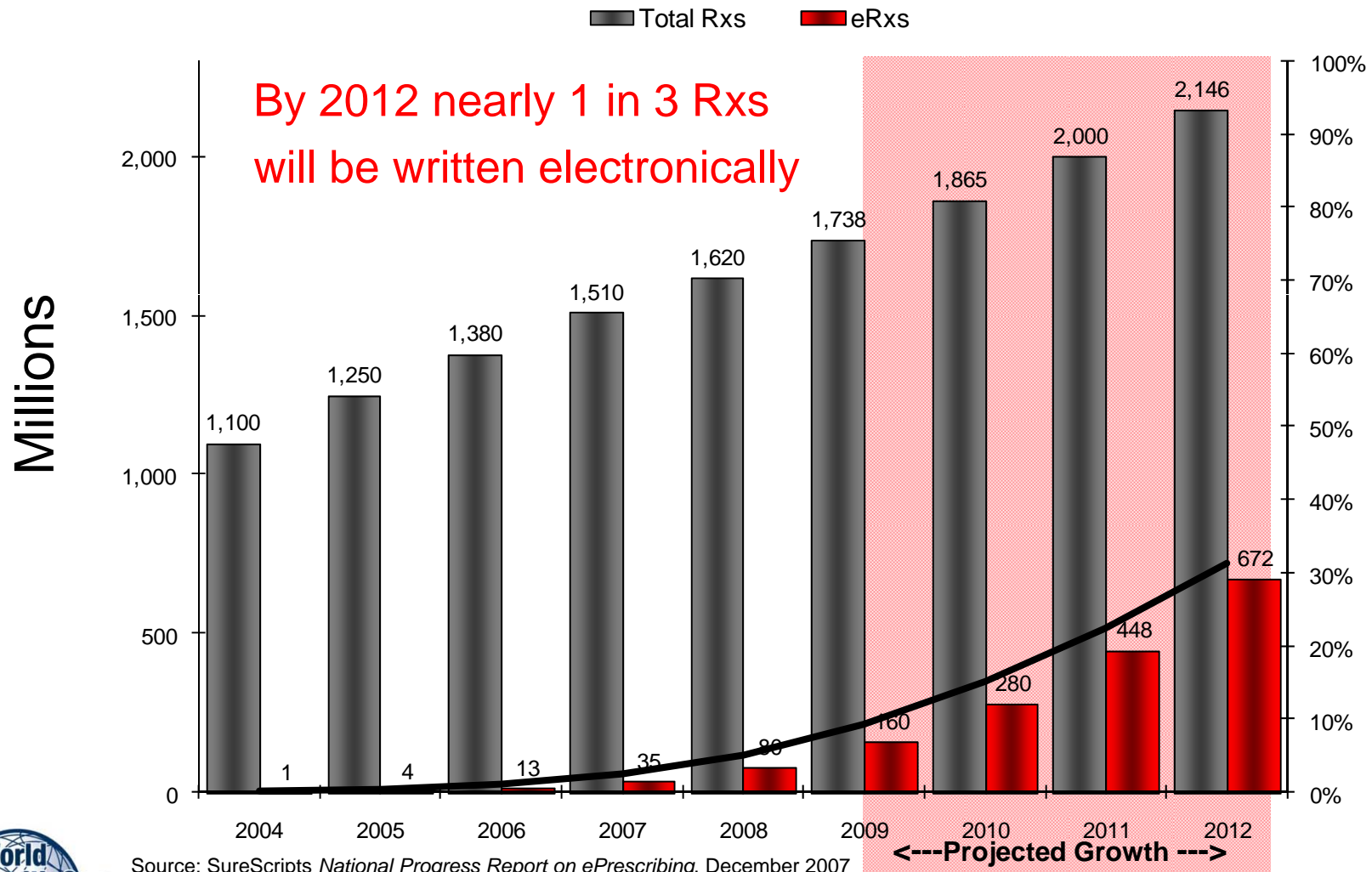
**210 million** Lives for whom formulary & benefits are contractually available through RxHub

**\$29 billion** Potential annual ePrescribing savings

(Center for Information Technology Leadership, 2004)



# SureScripts/RxHub Retail Volume

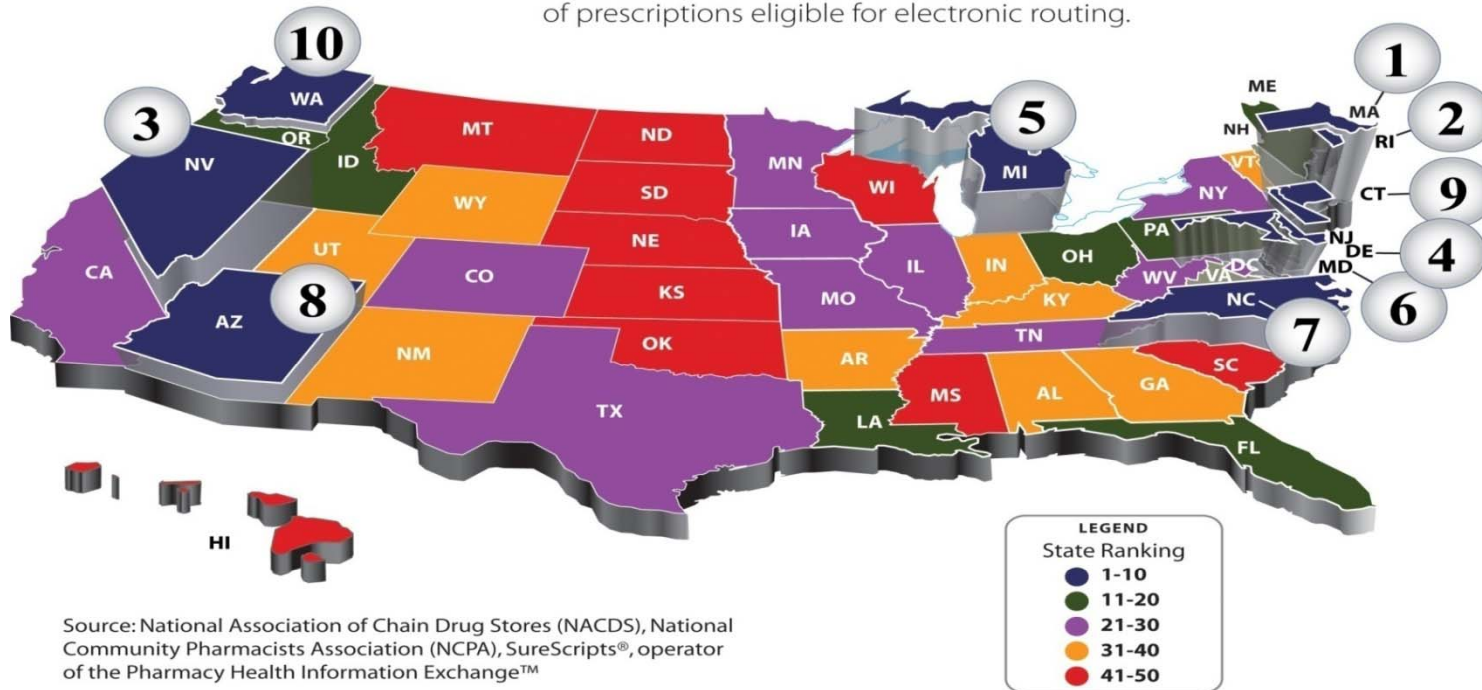


# E-Prescribing Rankings



## Status of Electronic Prescribing Across the U.S.

States are ranked based on the number of prescriptions routed electronically in 2007 as a percentage of the total number of prescriptions eligible for electronic routing.



Source: National Association of Chain Drug Stores (NACDS), National Community Pharmacists Association (NCPA), SureScripts®, operator of the Pharmacy Health Information Exchange™



# Drivers



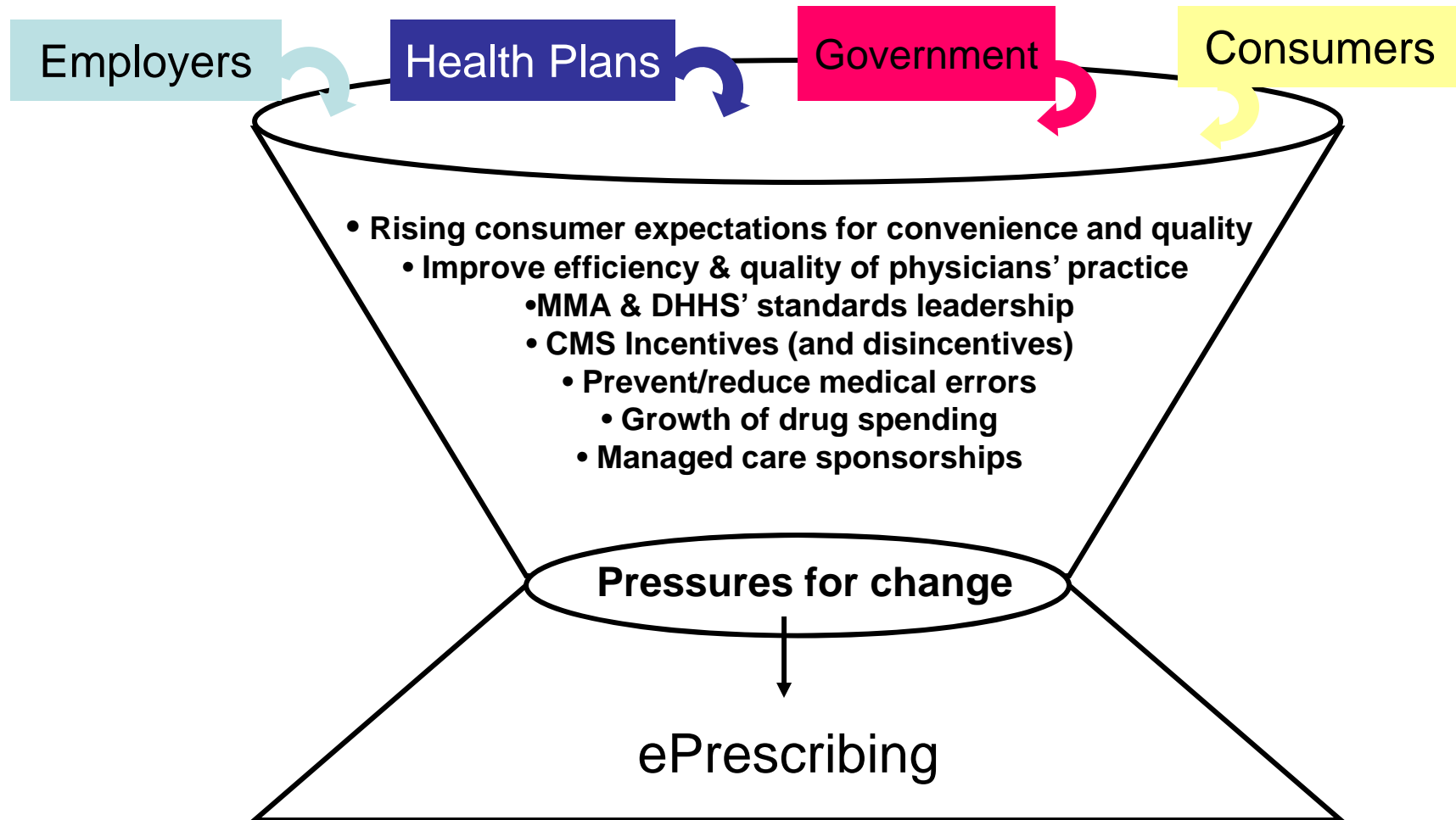
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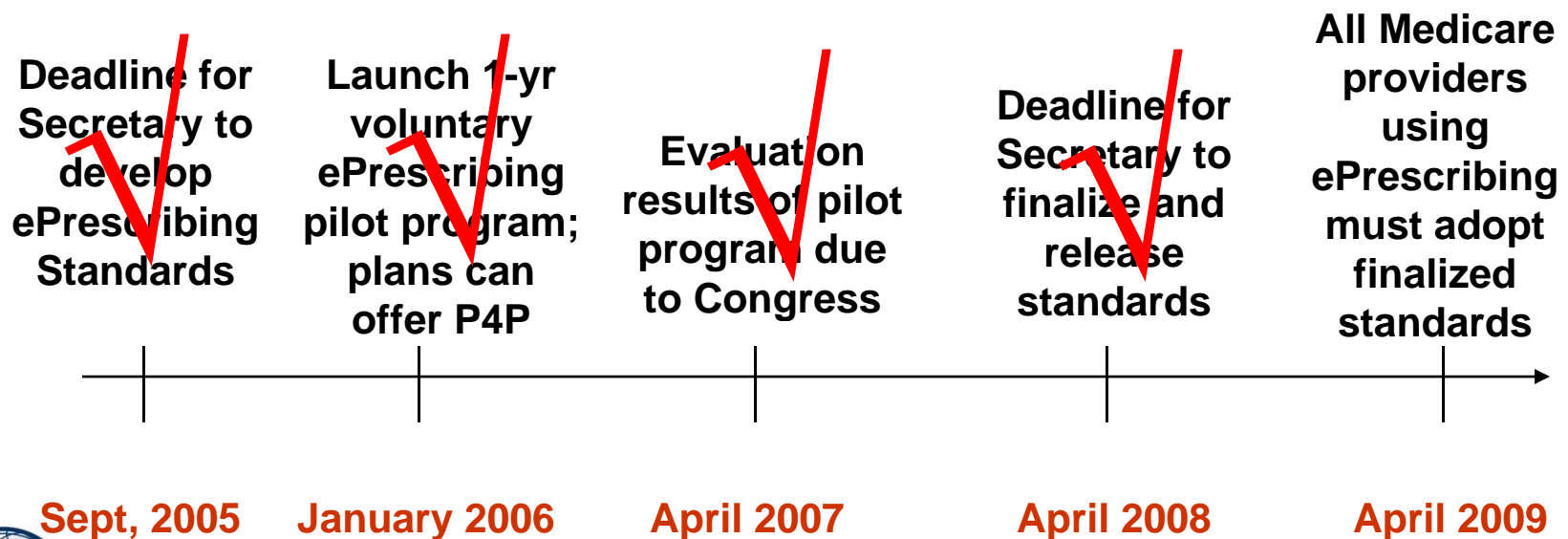
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# ePrescribing Market Drivers



# Impact of MMA (Medicare Part D)

- Progress-to-date
  - Issued final rule naming foundation standards (11/05)
  - Awarded 5 grants for ePrescribing pilots (12/05)
  - New regulations excepting interoperable EHRs from safe harbor and Stark laws issued by HHS (08/06)
    - Clarification from IRS on not-for-profit entity subsidies expected soon (03/07)
  - Published results from pilots (04/07)
  - Announced a 5-year financial incentive program/demonstration project for 1,200 small- to medium-size Physician groups (10/07)
  - Issued final rule (4/08)



# Medicare Improvements for Patients and Providers Act of 2008 (MIPPA)

- Legislation to modify Medicare payments to physicians
- Includes incentives for eRx (carrots), and penalties for not eRxing (sticks)
- Begins 1/1/2009
- Will initially leverage PQRI physician self-reporting process
- Longer-term expect that they will use the "prescription origin code" in the pharmacy claim to make calculations

Incentive	Year	Penalty
2%	2009	None
2%	2010	None
1%	2011	None
1%	2012	1%
.5%	2013	1.5%
None	Beyond	2%



# Top 10 States for E-Prescribing Penetration and How Some of Them Got There

1. Massachusetts
2. Rhode Island
3. Nevada
4. Delaware
5. Michigan
6. Maryland
7. North Carolina
8. Arizona
9. Connecticut
10. Washington

## *Different Stakeholders Are Leading:*

- Massachusetts – Health plans created eRx Collaborative
- Rhode Island – Multi-stakeholder collaborative with leadership from RI Dept. of Health and RIQI
- Nevada – Large multi-specialty clinic driven
- Michigan – Big 3 Autos created e-prescribing program



# Agenda



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# High-Level Agenda

- 8:15 – 9:30 Legislative Update: An In-Depth Look at the Current State and Federal Level Initiatives
- 9:30 – 10:45 A Meeting of the Minds: Identifying the Challenges and Implementing Solutions for Decision Support and Adoption
- 11:15 – 12:30 The Payer Perspective: Uncovering Why Health Plan Integration is Crucial for the Success of e-Prescribing and Medication Management
- 1:30 – 2:45 Technology Assessment: Examining the Impact of Privacy and Security Mandates on HIT
- 3:00 – 4:00 e-Prescribing 101: Best Practices for Implementation
- 4:00 – 5:00 CLOSING KEYNOTE ADDRESS: The Right Drug, at the Right Price, at the Right Time: An In-Depth Look at Medication Management



# Panel



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# Legislative Update: An In-Depth Look at the Current State and Federal Level Initiatives



**Michael T. Rapp, MD, JD**

Director, Quality Measurement and Health Assessment Group, Office of Clinical Standards & Quality, **Centers for Medicare & Medicaid Services**



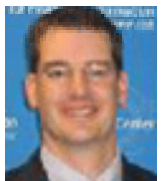
**Tony Trenkle**

Director, Office of e-Health Standards and Services  
**Centers for Medicare and Medicaid Services**



**Rep. Peter J. Koutoujian, (D-MA)**

House Chair, Joint Committee on Public Health  
**Massachusetts House of Representatives**



**David Merritt**

Project Director  
**The Center for Health Transformation**

Moderator: Tony Schueth, MS, Point-of-Care Partners



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# Panel Discussion

- With 3% of prescriptions being e-Prescribed, how will the current and potential legislative initiatives impact all stakeholders in the near future (2009-2013?)
- What are the current mandates regarding e- Prescribing for controlled substances?
- Why is this standard a key aspect of proper medication management?

