



#### COLLABORATIVE AGREEMENTS

It has been demonstrated that collaborative drug therapy management may result in enhanced medication adherence and improved clinical outcomes<sup>2</sup>.

The Oklahoma State Board of Pharmacy is currently talking with state healthcare authorities about introducing legislation that will allow Collaborative Agreements between Physicians and Pharmacists that will facilitate significantly improved health outcomes for our patients.

Healthcare Providers interested in MTM:

Oklahoma Pharmacists Association, Oklahoma Healthcare Authority, Oklahoma Medical Licensure Board, Oklahoma State Medical Association, Oklahoma Nurses Association and Board of Nursing, Oklahoma Osteopathic Association, and Oklahoma Optometric Association.



#### HOW DOES THE MTM PROCESS FLOW?

- Physician and Pharmacist voluntarily establish MTM working agreement
- Initiate MTM per Written Protocol (specific directives establishing decision criteria)
- Add appropriate documentation to patient's medical record
- Communicate and report MTM activities to Collaborating Physician

References can be found at

<http://www.opha.com/Resources.aspx>

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# MEDICATION

## — THERAPY MANAGEMENT —



#### — WHAT IS IT? —

MTM is an all-inclusive review of a patient's entire drug regimen and a mechanism to refer and connect with other health professionals based on the needs of the individual patient<sup>1</sup>.

# Research Concerning MTM



## WHAT DOES THIS MEAN FOR MY PATIENTS?

- Thousands of dollars saved per year
- Spend less Out of Pocket
- In-depth medication counseling
- Better health outcomes
- Increased medication adherence
- Decreased Adverse Drug Events
- Use 50% less sick days
- Increased productivity

## IMPACT OF PHYSICIAN-PHARMACIST COLLABORATION ON UNCONTROLLED HYPERTENSION

In this study, subjects cared for in the physician-pharmacist team model were 40% more likely to achieve their goal blood pressure compared to those cared for by their physician alone.

Among middle-aged patients (i.e., 60–69 years), the 6-mmHg difference in systolic blood pressure observed in this study would be expected to yield a 22% reduction in stroke mortality and a 17% reduction in mortality from ischemic heart disease. Thus, inclusion of pharmacy practitioners on the primary care team represents one possible strategy to address this important public health issue<sup>3</sup>.

## BEING A PART OF A HEALTHCARE TEAM REDUCES OVERALL COSTS

MTM services provided by pharmacists, working with physicians and other health care providers, help improve therapeutic outcomes, reduce medication errors and adverse drug events, enhance coordination of care and improve patients' overall quality of life, and reduce overall health care costs<sup>4</sup>.

Participating patients also had greater decreases in their average medication and medical costs. In 2006, for patients enrolled in the MTM program, the average per patient, per month medication costs fell by 17.2% and the average per patient, per month medical costs fell by 11.6%. For patients who did not participate in the MTM program, the average per patient, per month medication costs fell by 7% and the average per patient, per month medical costs fell by 3.1%<sup>4</sup>.



## MTM Highlights

- Pharmaceuticals are leading driver of healthcare expenditures
- For every dollar spent on drugs, another is spent on “drug misadventures” (about \$180 billion)
- Inappropriate use of medications causes 1.5 million preventable adverse drug events per year
- Treatment of chronic disease costs about 75 cents for every healthcare dollar (about \$1.3 trillion)