

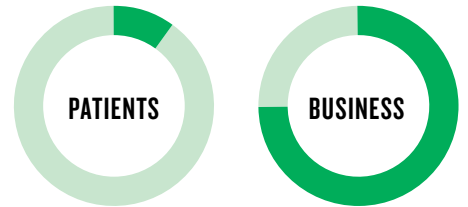
The Benefits of Medication Synchronization



Increase Operational Efficiencies and Free Up Time¹⁻³

- Fill all your med sync scripts on your schedule, rather than on demand when patients walk in
- Optimize ordering, inventory management and cash flow by knowing which drugs to stock, and order what you need, when you need it
- Reduce multiple calls from patients and to their prescribers by streamlining pickups or deliveries
- Better integrate medication therapy management (MTM) cases into your workflow, taking advantage of more opportunities during scheduled time with patients

ORGANIZE THE CHAOS



In retail, 10% of patients create roughly 75% of a store's business. Organizing that 10% of patients (with med sync) can make an enormous difference in a pharmacy workflow.²

Reduce Expenses and Increase Revenue to Improve Your Bottom Line¹⁻⁶

- Predicting your prescription needs and appointment schedule in advance allows you to balance and anticipate staffing and inventory, so you have what you need, and no more
- Monthly patient appointments create opportunities to earn fees for Comprehensive Medication Reviews (CMRs) and other clinical services, such as immunizations
- Maximize revenue from your current patient base by helping them to be adherent, refilling their prescriptions on time and more frequently

ADHERENCE PAYS

For every 100 typical multiple-medication patients enrolled, those increased refills represent an additional

\$90,000

in annual revenue — from the same patient base.⁶

Increase Your Clinical Performance¹⁻⁷

- Improve your clinical-performance data on key Star Ratings quality measures, such as PDC scores, as a result of more adherent patients
- Scheduled and routine check-ins with patients allow your pharmacy to better identify gaps in care, conduct Comprehensive Medication Reviews and ensure patient outcomes are positive
- Align additional clinical services to the appointment, such as immunizations and screenings, to do more for your patient as an overall destination for wellness

POSITIVE REFILL RATES, POSITIVE PATIENT OUTCOMES

The average patient fills 7.4 out of 12 refills on each maintenance prescription. Studies have consistently shown that patients with their medications in sync fill 11 out of 12 refills, generating an additional 3.6 scripts annually per medication per patient. Improved adherence is tied to better patient outcomes.⁶



REFERENCES

1. American Pharmacist's Association Foundation. *Pharmacy's Appointment-Based Model: Implementation Guide for Pharmacy Practices*. Available at: <http://www.aphafoundation.org/sites/default/files/ckeditor/files/ABMImplementationGuide-FINAL-20130923.pdf>. Accessed July 28, 2015.
2. Lomenick B. "The Business Case: Formal Adherence Service in the Community Pharmacy." *Pharmacy Times*. May 18, 2015. Available at: <http://www.pharmacytimes.com/publications/directions-in-pharmacy/2015/may2015/the-business-case-formal-adherence-service-in-the-community-pharmacy>. Accessed July 28, 2015.
3. Alexander A. "Study: Med sync programs a 'win-win-win'." *Drug Store News*. July 1, 2015. <http://www.drugstorenews.com/article/study-med-sync-programs-win-win-win>. Accessed July 28, 2015.
4. American Pharmacists Association Foundation. "Pharmacy's Appointment-Based Model: A Prescription Synchronization Program That Improves Adherence." APhA Foundation White Paper. August 30, 2013. Available at: [http://www.aphafoundation.org/sites/default/files/ckeditor/files/ABMWhitePaper-FINAL-20130923\(3\).pdf](http://www.aphafoundation.org/sites/default/files/ckeditor/files/ABMWhitePaper-FINAL-20130923(3).pdf). Accessed July 24, 2015.
5. Redman R. Study: Thrifty White's Med Sync Drives Rx Adherence. *Chain Drug Review*. September 30, 2013. Available at: <http://www.chaindrugreview.com/study-thrifty-white-s-med-sync-drives-rx-adherence>. Accessed July 28, 2015.
6. Holdford DA, Inocencio TJ. "Adherence and persistence associated with an appointment-based medication synchronization program." *J Am Pharm Assoc*. 2013;53(6):576-83. Available at: <http://japha.org/article.aspx?articleid=1765641>. Accessed July 23, 2015.
7. Holdford D, Sazena K. "Impact of Appointment-Based Medication Synchronization on Existing Users of Chronic Medications." *J Manag Care Spec Pharm*. 2015; 21(8): 662-9. Available at: <http://www.amcp.org/WorkArea/DownloadAsset.aspx?id=19943>. Accessed July 28, 2015.

