

Med Sync Pilot Program Nearing Successful End

Later this month, APCI will wrap up its medication synchronization pilot program on a high note.

"Med sync has proved to be terrific for our membership and network," said Bruce Harris, Manager of Professional and Clinical Affairs at APCI. "Med sync is a very non-invasive clinical program, and has shifted the paradigm for our members to embrace clinical practices.

"As a network, this program gave APCI a lot of exposure in the industry, as we were first to the scene," Harris added. "It's really opened the gates for additional innovative thinking."

APCI, in conjunction with Health Mart and PrescribeWellness, began the pilot program in October 2015 with the goal of having 100 patients enrolled in a medication synchronization program at each of 150 pilot pharmacies in Alabama and Georgia.

PrescribeWellness, APCI's technology partner and the developer of the PRO Wellness dashboard, provided a pharmacist to assist with training. Health Mart also provided a clinician for store trainings, in addition to development of training materials.

In the pilot program, a pharmacist or other "med sync champion" from each of the pilot pharmacies attended a training seminar, followed by a full day of in-store training

with a training clinician. Follow-up visits to check on the progress of each store's program were also scheduled.

Overall, 164 member pharmacies were identified for the pilot program, and 130 received visits from the med sync training staff during the pilot. An additional one- to two-percent rebate incentive helped spark interest in the program, and a number of member pharmacies decided to forego program training and jump-start the program themselves.

As a result, more than half the stores in the pilot program enrolled at least 50 patients in med sync.

"I think the results from the pilot program are where we expected them to be," Harris said. "Our members were extremely responsive and receptive to the Med Sync program, and I feel that is an excellent indication of our members' willingness to respond to the needs of the community pharmacy industry."

The ultimate goal is to have every APCI member implement a med sync program. APCI will continue conversations with Health Mart in the near future to determine the best ways to achieve that goal.

For more information about med sync programs, contact APCI at (800) 532-2724.

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Medication Synchronization

By *PrescribeWellness*

Adherence to medication is a prominent issue among the 69 million Americans taking more than three prescriptions per month. These patients require multiple trips to the pharmacy and often forget to refill or pick up their prescription on time. Many pharmacies are instituting Medication Synchronization programs to improve the patient experience and increase medication adherence.

Medication Synchronization (Med Sync) is the process of refilling all of a patient's medications on a single day pick-up each and every month.

Med Sync was introduced as a solution for improving medication adherence amongst patients with multiple prescriptions. Patients who have three or more prescriptions to fill every month are more likely to miss a pick-up date, forget to refill their prescriptions and/or don't make the time to go into the pharmacy, therefore, impacting the quality measurements for that pharmacy. Many pharmacists have decided to opt-in patients and rearrange their medications into short fills, aligning their prescriptions to the same refill date. Doing so has proven crucial for maintaining healthy patients, retaining key customers and increasing pharmacy revenue (without adding new patients).

Why Med Sync

Not only is Med Sync an important program for patients, of whom only 1 in 2 take their medication appropriately, but it is beneficial for the pharmacy as well. According to a recent study conducted by NCPA and the Arkansas Pharmacists Association, Med Sync patients are over 2.5 times more likely to be adherent to their medications. Additionally, it has been reported that those customers



were 21% less likely to discontinue drug therapy while enrolled in a Med Sync program.

Pharmacy Benefits:

- Improve your Star Ratings through increased patient adherence
- Build customer loyalty through the convenience of monthly pick-ups
- Recommend additional patient care services via the Appointment-based Model

Identifying Patients for Med Sync

Patients eligible for Med Sync are defined by a variety of factors. Most commonly they should have at least one chronic disease that requires three or more medications to treat. The pharmacist should identify the total number of visits that patient has made each year. Additionally, the pharmacist should know if a particular patient has difficulty with adherence, rely on a caregiver with their pharmacy needs, or who find traveling to their pharmacy difficult.

Patients Who Make Ideal Med Sync Candidates:

- Patients taking multiple monthly medications
- Patients who have at least one chronic disease
- Patients who have difficulty with adherence
- Patients who forget to refill their prescriptions
- Patients with who make multiple trips to the pharmacy



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Our mission is to represent the economic and professional interests of independent pharmacies by providing leadership, vision and a collective voice for our members in the healthcare marketplace.

Automated MAC Appeals Paying Off

A new automated MAC pricing appeals process for APNS members is paying dividends, four months after its implementation.

According to Josh Nichols, APNS Business Analyst, the new process has resulted in more than 10,000 successful MAC appeals through April 30, compared to a total of approximately 1,500 for all of 2015.

"It's not surprising to see the MAC numbers going up like this," Nichols said. "We expected to see larger numbers of successful appeals now that we are identifying every MAC discrepancy."

Automation is the key to the increased numbers. APNS now captures all claims and automatically identifies MAC pricing discrepancies. Previously, APNS members entered MAC pricing issues through a form on the APCI website; only about 19 percent of members

entered such claims. The new process identifies many more pricing issues because every claim submitted through Relay Health is examined, resulting in both more appeals and successful pricing resolutions.

The MAC review process is available to highly-compliant APNS members who purchase through McKesson and switch through Relay Health.

Information on successful appeals is posted on the APCI website on a monthly and year-to-date basis.

For questions or more information about the automated MAC review process, contact APNS.

CAPS Website to Integrate with APCI

Comprehensive Audit Prevention Services (CAPS), APCI's pharmacy audit division, will soon have a new online presence on the APCI website. The content of the current CAPS website (capsaudit.com) is being integrated into the APCI website as part of the CAPS conversion to a division of APCI.

"Bringing the CAPS website under the APCI umbrella is another great way that CAPS can help serve APNS and APCI members," said Angie Shirley, APCI's Director of Managed Care and Audit Prevention. "We're pleased to offer our members a single online

location to learn how to help prevent audits and what to do when one occurs."

Previously, CAPS operated as an independent company and was able to provide services to the independent pharmacy community as a whole. As such, CAPS maintained a website separate from APCI.

In early 2015, however, APCI's Board of Directors voted to withdraw CAPS from the general marketplace to keep the program solely as an APCI product. As a result, CAPS was placed under the oversight

of APNS, resulting in opportunities for collaboration between the two divisions, as well as making the separate CAPS website redundant. CAPS currently has a presence on the APCI website that links to the outside site.

The conversion of the CAPS website is one of the final steps in the full integration of CAPS into APNS. The project is expected to be complete by May 27, 2016.

For more information on CAPS, please call APCI at (800) 532-2724.

The APCI Platinum Bundle



Bundle All Four Of These Services For a Low Monthly Fee Of Only \$400



ON THE SHELF: Duo Fusion

Now available from the makers of Zantac: Duo Fusion, 2-in-1 heartburn relief in a great-tasting chewable tablet.

One chewable Duo Fusion tablet contains both antacids that start to neutralize stomach acid in seconds along with an acid reducer that lasts up to 12 hours to relieve heartburn associated with acid indigestion and sour stomach.

Duo Fusion is available in both berry and cool mint flavors. The active ingredients in Duo Fusion are Famotidine (10 mg), Calcium Carbonate (800 mg), and Magnesium Hydroxide (165 mg).

Patients should not use Duo Fusion if they have trouble or pain swallowing food, vomiting with blood, or bloody or black stools. Duo Fusion should not be used with other acid reducers.

Duo Fusion is featured in the May sales circular at a sale price of \$8.49.



Econo	Description	SRP	Sale Price
3510690	Duo Fusion Chewable Tab 20ct Berry	\$13.99	\$8.49
3510708	Duo Fusion Chewable Tab 20ct Cool Mint	\$13.99	\$8.49

Member Anniversaries

We congratulate our members who are celebrating significant anniversaries as members of APCI!
Thank you for your continued membership!

30 Years

Bauer Drugs
George Bauer
Mobile, Ala.

Scott-Cook Pharmacy
Marvin Cook
Dothan, Ala.

Vacca Discount Drug Co.
John Vacca
Birmingham, Ala.

Wiregrass Pharmacy
Marvin Cook
Ashford, Ala.

5 Years

Byrd Watson Drug Company
Wesley Breeze
Centralia, Ill.

West Lake Pharmacy
Napoleon Onyechi
Kissimmee, Fla.

Island Pharmacy
John Bird
Sicily Island, La.

My Community Pharmacy
Johnny Meier
Wellington, Fla.

Cahaba Pharmacy
Jim Parekh
Birmingham, Ala.

Plaza Medical Pharmacy
Hiten Patel
Dallas, Texas

NCPA Announces 2016 Congressional Pharmacy Summit Programming, Speakers

The **National Community Pharmacists Association** (NCPA) will hold its 2016 Congressional Pharmacy Summit May 24-25, when hundreds of community pharmacists will visit our nation's capital to advocate for community pharmacy and their patients.

"From crippling DIR fees to low or slow reimbursement rates from pharmacy benefit manager (PBM) corporations that leave pharmacy owners struggling to provide patients the access to medication and care they need and want, the time is now to take a stand and protect patient access to community pharmacies – often the sole health provider in many communities," said NCPA President Bradley J. Arthur, RPh, co-owner of Black Rock Pharmacy and Brighton-Eggert Pharmacy in Buffalo, N.Y. "Making progress on Capitol Hill is not like 'House of Cards' or the 'West Wing' – what it really takes is a strong message from concerned citizens to affect change. I strongly urge community pharmacists from across the country to join me at the



Congressional Pharmacy Summit as we advocate for bipartisan measures to support small business pharmacies and patient access to their pharmacy of choice."

Patient advocate and community pharmacy champion Rep. Cathy McMorris Rodgers (R-Wash.) will serve as the featured speaker at this year's opening lunch on May 24 at the Doubletree by Hilton, Crystal City in Arlington, Va. The Summit will conclude on May 25 with pharmacist visits on Capitol Hill.

NCPA members' top legislative priorities are enacting federal and state MAC reform legislation to alleviate the delays in **generic drug reimbursement updates**; allowing **any willing pharmacy** to

participate in Medicare Part D preferred networks; and passing **pharmacist provider status** legislation.

Pharmacist attendees can obtain more than four hours of continuing education credits at the Summit (formerly known as the NCPA Legislative Conference), which will include a legislative briefing on issues affecting community pharmacy, a workshop on how to communicate with elected officials led by congressional specialist Judy Schneider of the Congressional Research Service, and updates on DIR fees and how they are currently being used in today's Medicare Part D and commercial marketplaces.

Stephen Hayes, senior writer at The Weekly Standard and a FOX News contributor, will keynote the NCPA Sal D'Angelo PAC Breakfast on May 25.

Individuals can register for the event online at www.ncpanet.org/pharmacysummit or by calling 1-800-544-7447.



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New Members

We bid a warm welcome to our newest APCI members!

Carepac Pharmacy
Berkley Rayfield
Mechanicsville, Va.

Jim's Pharmacy at the Lake
Jim Clanton
Dadeville, Ala.

Peoples Drug Store
Susan Brunet
Houma, La.

Estill Community Pharmacy
Heather Epton
Estill, S.C.

Mission Plaza Pharmacy
Dora Espinoza
Mission, Texas

Specialty Pharmacy of the Shoals
Brandi Kennedy
Tuscumbia, Ala.

Health Park Pharmacy
Steve Adkins
Raleigh, N.C.

Northside Pharmacy
David Ayres
Elkton, Md.

Tupelo Drugs
Brett Speegle
Tupelo, Miss.

Membership Additions

We also welcome these APCI members who added additional pharmacies to their membership!

Bailey's Pharmacy
Trisha Bailey
Orlando, Fla.

Express Drugs Health Mart Pharmacy
Oahn Ly
Savannah, Ga.

Hana Plus Pharmacy
Ja Young Kongkim
Duluth, Ga.

Jupiter Compounding
Raj Data
Jupiter, Fla.

Walkers Drug Store
Vipul Patel
Charlotte, N.C.

Preventing Losses Before They Happen Is Easier Than Recovering Them

It's an unfortunate fact: Store losses happen. A strong loss prevention effort on your part can help keep losses from occurring before they happen. **PRO's Loss Prevention Management Service** can help you and your store decrease your operating expenses and increase company profits.



For more information on PRO's Loss Prevention Management Service,
contact **Bobby Little** at (800) 532-2724 / (205) 427-8098 or by email at bobbyl@apcinet.com

MAY SPECIALS!

APCI's MONTHLY MARKETING SPECIALS!

Take Advantage of These Money-Saving Marketing Tools!

**MAXIMIZE YOUR MATCHING FUNDS...ALWAYS CHECK WITH
APCI's MARKETING TEAM *BEFORE YOU HEAD TO THE HUB!***

- *Have It Your Way! APCI will totally customize your marketing materials to meet your specific needs...no pre-canned templates or restrictions.*
- *Across the board, you'll find APCI to be less expensive...dramatically less expensive in most cases than prices on the Marketing Hub.*
- *APCI always provides the best quality marketing materials...in most instances, APCI products will be more substantial and include a heavy UV protective coating on most printed items.*
- *APCI's Marketing Department does **ALL** the work for you...you can spend your time managing your pharmacy... you don't have to design your materials, fill in templates or upload photos/graphics...**WE DO IT ALL** for you!*

Special Pricing Orders Must Be Approved Before May 31!

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9" x 12" Custom UV Coated Pocket
Folders Reg \$2.20ea **\$1.80ea**
250 **\$445**+shipping

- Custom designed for your pharmacy
- 2 Inside pockets & bus card slit

AKUAFOIL STICKERS



1.5" x 3.5" Custom UV Coated Stickers
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Custom designed for your pharmacy

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- ✓ Stores average >5-10 bottles per month
- ✓ Works for sciatica pain
- ✓ Works with prescription neuropathy medications

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