

Advisory: Ambulatory Care Pharmacy

Engaging ambulatory care pharmacists in patient care saves physician time, improves access to care, and enhances clinical and economic outcomes.

Overview

Ambulatory care pharmacy practice is a provision of integrated, accessible health care services by pharmacists who address medication needs, develop sustainable partnerships with patients, and practice in the context of family and community.

- Direct patient care and medication management in an ambulatory setting
- Coordination of care
- Health and wellness promotion and preventive care
- Transitions of care and chronic care management
- Community and family focus
- Incremental revenue from optimized billing practices, 340B savings and value-based care

\$290B

Annual U.S. direct and indirect cost of poor medication adherence according to the NEHI¹

Most growth in drug spending occurs in the outpatient setting for several reasons

- A global shift to team-based care for chronic disease management and a focus to include medication review, reconciliation and therapy management has created pharmacist stakeholders
- Endorsements by AMA² and the CDC³ to include pharmacists in the care team in order to improve outcomes, improve patient satisfaction, and decrease drug spend
- Rapidly growing recognition of pharmacists as providers by the states

Both health systems and patients benefit from an ambulatory care pharmacy practice

Pharmacist providers benefit health systems through improved patient access, improved quality, enhanced medication safety and additional revenue opportunities. Patients appreciate the ability to receive an individualized medication consultation, targeted disease and drug therapy management and education from pharmacist providers.

If your organization is considering implementing an ambulatory care pharmacy practice, consider these requirements:

- Collaboration with primary and specialty care providers to improve patient access
- Credentialed and privileged pharmacist specialist providers
- Development of collaborative practice agreements and an ambulatory protocol to improve medication therapy management
- Collaboration with primary and specialty care providers
- Integration of pharmacist services to close quality care gaps and integrate into population health management in order to enhance value-based care savings
- Alignment of the ambulatory pharmacist to organization goals
- Connection with an integral team member from the 340B program, when applicable

Our pharmacy experts provide customized business plan development, implementation and ongoing support

Vizient pharmacy advisory services enable your organization to create a fully integrated, patient-focused, ambulatory care pharmacy practice. Our team of experienced experts will:

- Conduct on-site leadership interviews to assess needs and determine your organization's goals
- Review current ambulatory care pharmacy practice operations
- Analyze and report sources and volumes of billable care visits as well as potential revenue and profits
- Identify the ambulatory care pharmacy practices required to capture new sustainable business opportunities and overcome obstacles, including specialty pharmacy care services and 340B services, when applicable
- Provide a five-year financial pro forma, including projected start-up costs, revenues and net margin



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¹The Network for Excellence in Health Innovation

²The American Medical Association

³The Centers for Disease Control and Prevention

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.