Evolving Health Care Landscape Provides New Opportunities for Pharmacists’ Patient Care Services

Avalere Health Report Explores Growing Role of Pharmacists in Meeting Patient Needs and Improving Health Outcomes


Avalere identified the most recent U.S. research articles and focused this report on four pharmacist services and one care delivery arrangement: medication management; medication reconciliation; preventive services (screening and immunization); education and behavioral counseling; and collaborative care models. According to the report, “many of the pharmacist services explored in this paper have been shown to improve therapeutic outcomes, adherence to medications, or reduced downstream healthcare costs.”

“Due to the health care coverage expansion, 20 million new lives are expected to enter the insurance market by 2015, with further projected increases in enrollment thereafter. Demand for health care services is expected to surpass supply in many areas across the country. In light of this, payers, providers, and policymakers are considering strategies to deliver more efficient care,” the report states.

The report summarizes, “The evidence around pharmacists’ impact on clinical and economic outcomes is growing, and overall, points to improving therapeutic outcomes and reducing costs,” and notes that “continued research that clearly reports the specific pharmacist services … and the impact these services have on outcomes and healthcare costs” can help to further inform policymakers and healthcare providers. This is especially true as the healthcare environment continues to change.

The report concludes, “As payment and delivery models, such as ACOs and PCMHs, become more prominent, they will further shape the opportunities for pharmacists to contribute their services to deliver more efficient patient care. Moving forward, it will be critical that reimbursement policies are aligned to incent appropriate utilization of pharmacist services in order to deliver the highest value healthcare to patients.”

The American Association of Colleges of Pharmacy (AACP); American Pharmacists Association (APhA); American Society of Consultant Pharmacists (ASCP); American Society of Health-System Pharmacists (ASHP); National Alliance of State Pharmacy Associations (NASPA); and the National Association of Chain Drug Stores (NACDS) provided funding for this research. Avalere Health maintained full editorial control and the conclusions expressed are those of the authors. Avalere Health is a strategic advisory company whose core purpose is to create innovative solutions to complex healthcare problems. Based in Washington, D.C., the firm delivers actionable insights, business intelligence tools and custom analytics for leaders in healthcare business and policy.

American Association of Colleges of Pharmacy (AACP)
Founded in 1900, the American Association of Colleges of Pharmacy is a national organization representing the interests of pharmacy education and educators. AACP is comprised of all accredited colleges and schools of pharmacy with pharmacy degree programs, including more than 6,400 faculty, 62,500 students enrolled in professional programs, and 5,100 individuals pursuing graduate study. To learn more about AACP, visit www.aacp.org.

American Pharmacists Association (APhA)
The American Pharmacists Association, founded in 1852 as the American Pharmaceutical Association, is a 501 (c)(6) organization, representing more than 62,000 practicing pharmacists, pharmaceutical scientists, student pharmacists, pharmacy technicians and others interested in advancing the profession. APhA, dedicated to helping all pharmacists improve medication use and advance patient care, is the first-established and largest association of pharmacists in the United States. For more information, please visit www.pharmacist.com.

American Society of Consultant Pharmacists (ASCP)
The American Society of Consultant Pharmacists is the only international professional society devoted to optimal medication management and improved health outcomes for all older persons. ASCP's members manage and improve drug therapy and improve the quality of life of geriatric patients and other individuals residing in a variety of environments, including nursing facilities, sub-acute care and assisted living facilities, psychiatric hospitals, hospice programs, and home and community-based care.

**American Society of Health-System Pharmacists (ASHP)**
ASHP is the national professional organization whose more than 40,000 members include pharmacists, pharmacy technicians, and student pharmacists who provide patient care services in hospitals, health systems, and ambulatory clinics. For over 70 years, the Society has been on the forefront of efforts to improve medication use and enhance patient safety. For more information about the wide array of ASHP activities and the many ways in which pharmacists help people make the best use of medicines, visit ASHP's website, [www.ashp.org](http://www.ashp.org), or its consumer website, [www.safemedication.com](http://www.safemedication.com).

**National Alliance of State Pharmacy Associations (NASPA)**
The National Alliance of State Pharmacy Associations (NASPA) promotes leadership, sharing, learning, and policy exchange among state pharmacy associations and pharmacy leaders nationwide, and provides education and advocacy to support pharmacists, patients, and communities working together to improve public health. NASPA was founded in 1927 as the National Council of State Pharmacy Association Executives (NCSPAE).

**National Association of Chain Drug Stores (NACDS)**
The National Association of Chain Drug Stores (NACDS) represents traditional drug stores, supermarkets, and mass merchants with pharmacies – from regional chains with four stores to national companies. Chains operate 39,000 pharmacies, and employ more than 2.7 million employees, including 118,000 full-time pharmacists. They fill nearly 2.6 billion prescriptions annually, which is more than 72 percent of annual prescriptions in the United States. The total economic impact of all retail stores with pharmacies transcends their $830 billion in annual sales. Every $1 spent in these stores creates a ripple effect of $1.96 in other industries, for a total economic impact of $1.57 trillion, equal to 11 percent of GDP. NACDS represents 137 chains that operate these pharmacies in neighborhoods across America, and NACDS members also include more than 900 pharmacy and consumer packaged goods suppliers and service providers, and over 60 international members from 23 countries. For more information about NACDS, visit [www.NACDS.org](http://www.NACDS.org).