



# MedMonitor<sup>®</sup>XR Success Stories

## Medication Therapy Management in Action

These success stories identify three examples of how MedMonitor<sup>®</sup>XR, the next-generation medication therapy management program, showed substantial cost savings of \$52 per member per month for participating members receiving polypharmacy interventions, resulting in a return on investment of 2.5 to 1 for the payor. One of these examples also illustrates how additional savings on overall healthcare spend may result from improved medication management.

### Outstanding Results

Payors have achieved substantial cost savings with the Walgreens Health Services MedMonitor<sup>®</sup>XR Program: First-year results illustrate an overall total prescription savings of \$52 per member per month (PMPM) for participating members receiving polypharmacy interventions—a 2.5 to 1 return on investment in the first 12 months.\* Members who qualified for MedMonitorXR interventions represented only 3 percent of the total membership but accounted for more than 10 times that amount in total prescription costs—32 percent, demonstrating our effectiveness at targeting high utilizers. An extrapolation of this data from the commercial payors studied for a 100,000 life group showed an annualized net prescription savings of \$782,400 for the polypharmacy program. Payors may realize additional savings from reduced medical expenses and increased employee productivity, which represent potential spillover benefits of improved medication management.

### Case Studies

Three examples, analyzed summer 2006, illustrate our polypharmacy intervention process, a key MedMonitorXR component that payors most commonly use, and its effect on healthcare expenditures. (See chart on back.) All three cases resulted in shared member and payor savings: These were estimated for year 1 at \$4,413 in prescription savings only for case 1;

\$1,019 in prescription savings only for case 2; and \$6,305 in prescription and medical savings for case 3.

In each case, the member was taking multiple maintenance medications for chronic conditions, inferred from their medication history. Our MedMonitorXR pharmacists intervened with members' prescribers and made therapy recommendations, such as:

- Decreasing the number of medications a member takes (decreasing “pill burden”)
- Substituting expensive medications with less expensive alternatives
- Adjusting medications or dosages to be safer for elderly patients
- Eliminating duplicate therapies
- Promoting proper prescribing in accordance with national guidelines
- Increasing members' adherence to medication therapy

### Impact on Overall Healthcare Spend

Case 3 is also an example of how additional savings on overall healthcare spend may result from improved medication management and its impact on member health. In this example, a MedMonitorXR pharmacist recommended adding an additional HIV medication for an HIV-positive member in accordance with national guidelines. The MedMonitorXR pharmacist

### Three Polypharmacy Case Studies

	Number of Medications Intervened Upon	Intervention Types Accepted by Prescriber	Estimated Annual Savings**
Case 1	10	<ul style="list-style-type: none"> <li>Combining multiple medications to a single medication</li> <li>Substituting with generic</li> <li>Reducing dosage for elderly patients</li> <li>Eliminating duplicate medications</li> </ul>	\$4,413
Case 2	6	<ul style="list-style-type: none"> <li>Combining multiple medications to a single medication</li> <li>Eliminating duplicate medications</li> </ul>	\$1,019
Case 3	2	<ul style="list-style-type: none"> <li>Adding HIV medication according to national guidelines</li> <li>Educating on adherence with cholesterol-lowering therapy</li> </ul>	\$10,000 in potential medical savings -\$3,695 in added medication costs \$6,305 net savings***

also recommended encouraging adherence with a cholesterol-lowering therapy that the member had not been taking regularly. The total annual added medication cost from these recommendations would be \$3,695. However, since incorporating the HIV medication into the medication therapy could result in \$10,000 per year savings in medical cost, the net savings in overall healthcare expenditures could be \$6,305 per year.

These recent outcomes illustrate the program’s effectiveness at promoting appropriate medication therapy, helping to improve member therapeutic outcomes, and managing overall healthcare costs.

In addition to polypharmacy, our MedMonitorXR services also include any or all of these components:

- Appropriateness of therapy
- Inappropriate medications in the elderly
- Compliance and persistency

MedMonitorXR has the flexibility to customize intervention type and volume per plan-specific parameters: the number of chronic disease states and maintenance medications, and annual drug spend.

Our MedMonitorXR interventions are also designed to promote proper prescribing in accordance with national guidelines and help members understand and adhere to their medication regimens. Members receive individualized counseling on their medications from their neighborhood pharmacist or a MedMonitorXR pharmacist in our Clinical Care Center. Optimizing medication therapy in this way can significantly increase member care and decrease your overall healthcare costs.

\*Outcomes are from the 2006 Walgreens Health Services Polypharmacy Program for Medicare Part D participating payors.

\*\*Cases 1 and 2 report estimated annual total prescription cost savings. Case 3 combines prescription costs with estimated medical cost savings based on medical literature.

\*\*\*Richard D. Moore. Cost Effectiveness of Combination HIV Therapy. *Pharmacoeconomics*. 2000; vol 4: pp 325-330.



For cost-savings estimates based on your Rx utilization management and benefit design via our modeling tool, call 800-926-6779, email whi@walgreens.com or visit WalgreensHealth.com/pbm.