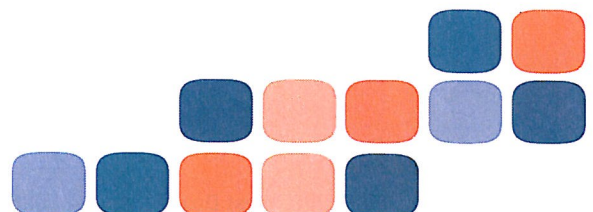


## State of Iowa Employees MTM Program

In 2010, the State of Iowa Employee Medication Therapy Management (MTM) Pilot Program was enacted through House File 2531 to examine medication-related complications among state employees and covered dependents. Outcomes Pharmaceutical Health Care® (Outcomes®) was the selected administrator of the MTM pilot program that began on July 1, 2010. Outcomes, an Iowa based company, is the national leader in the creation and administration of MTM programs. Unique to other models, the Outcomes MTM program leverages the relationship between the patient and their local pharmacist to improve medication use, resulting in reduced medication costs and avoided emergency room visits and hospitalizations due to medication-related complications.

### First Six Months: 7/1/2010-12/31/2010

- **MTM Services by Consultation Type**
  - Comprehensive Medication Reviews: 12%
  - Prescriber Consultations: 38%
  - Patient Compliance Consultations: 28%
  - Patient Education & Monitoring: 22%
  
- **Iowa Pharmacy Enrollment/Participation**
  - MTM Centers Enrolled: 430
  - Participating Pharmacies: 386
  
- **Projected Costs Avoided/Saved: \$2,515,884**
  - Drug Product Costs Saved: \$760,209
  - Additional Physician Visits Avoided: \$64,438
  - Additional Prescription Orders Avoided: \$89,183
  - Emergency Room Visits Avoided: \$29,323
  - Hospital Admissions Avoided: \$1,322,006
  - Life Threatening Situations Avoided: \$250,725
  
  - Average Costs Avoided/Saved Per Member Served: \$731
  - Average Cost Avoided/Saved Per MTM Claim: \$477
  
- **Fiscal Impact**
  - Overall Return on Investment (ROI): \$10.63
  - Drug Product Savings ROI: \$3.21



**Encounter # 1531345 - Cost Efficacy Management**

While completing a TIP® through the Outcomes Targeted Intervention program at **White Drug 042** in **Spencer, IA**, Outcomes Personal Pharmacist, **Amy Fitch**, capitalized on a cost savings opportunity. An Outcomes-Covered patient had been taking an expensive brand name blood pressure medication when an equally effective generic alternative was available. The pharmacist counseled the patient regarding the potential cost savings and then contacted the prescriber to suggest the generic alternative be initiated. The prescriber agreed with the pharmacist's recommendation and the patient was started on the more cost-effective generic blood pressure medication. Great intervention, Amy!

**Encounter # 1393740 – Medication Underuse**

While reviewing the profile of an Outcomes-Covered patient at **Walgreen Drug Store 11759** in **Fort Madison, IA**, Outcomes Personal Pharmacist, **Steven Schwartz**, noticed that the patient had been under-using an important cardiovascular medication. Based on the patient's disease state history, underuse of this medication could lead to potentially severe adverse effects. The pharmacist counseled the patient on the importance of staying compliant with the medication and then followed-up with the patient to ensure continued adherence to therapy. The patient remained compliant at follow-up and reported no issues with the medication. Great intervention, Steven!

**Encounter # 1507887 – Adverse Drug Reaction**

While counseling a patient at **Hy-Vee Drug Store 1060** in **Cedar Rapids, IA**, Outcomes-Personal Pharmacist, **Thane Kading**, came across an opportunity to improve patient care. An Outcomes-covered patient had been experiencing hallucinations and anxiety symptoms that were possibly connected to the sleep aid medication being taken. The pharmacist counseled the patient regarding the adverse reaction and then contacted the prescriber to recommend an alternative sleep aid medication be initiated. The prescriber agreed with the pharmacist's suggestion and the patient was started on a new medication with a lower incidence of causing hallucinations or anxiety problems. This intervention prevented a potential physician visit and improved patient care. Great job, Thane!

**Encounter # 1776888 – Diabetes Medication Dosing**

At **Medicap Pharmacy 8011** in **Des Moines, IA**, Outcomes Personal Pharmacist, **Megan Friedrich**, discovered a potentially dangerous drug dosing issue. An Outcomes-covered patient with diabetes had been recording consistently low blood sugar levels. If these levels fall too low, the patient is at an increased risk of experiencing an emergent adverse event such as loss of consciousness or even death. The pharmacist determined that the dose of the patient's diabetes medication was too high and contacted the prescriber to suggest a change be made. The prescriber agreed with the pharmacist's recommendation and the patient was initiated on the diabetes medication at a lower dose. This intervention helped to prevent any unwanted adverse effects associated with dangerously low blood sugar levels. Great intervention, Megan!