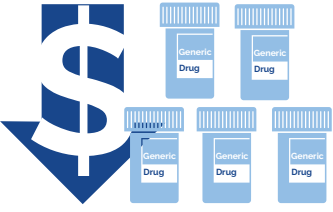


Tackling Massive MTM Program Expansion: Actions for Success

UNDERSTANDING THE CHANGES

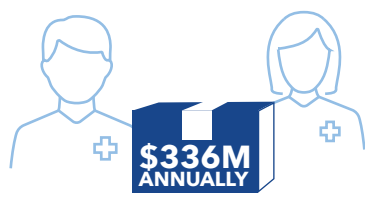
The anticipated CMS overhaul of the medication therapy management (MTM) measure is expected to usher in major changes for Medicare Advantage (MA) health plans.

THE ANNUAL COST THRESHOLD WILL BE LOWERED



CMS is proposing to lower the minimum MTM-qualifying amount members are paying for medications from **\$4,935 (in 2023)** to **just \$1,004**.

EXPANDED QUALIFICATIONS WILL INCREASE THE COST OF PROGRAM DELIVERY



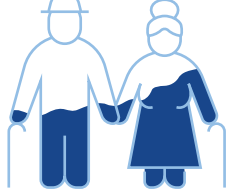
CMS acknowledges **these changes will lead to additional MA plan costs for approximately \$336 million annually** for required MTM services

THE QUALIFYING NUMBER OF PART D DRUGS TO ENROLL IN MTM IS DECREASING



With more than half of older adults taking four or more medications on a regular basis, **this change will dramatically expand the list of eligible members.**

4+ MEDICATIONS REGULARLY

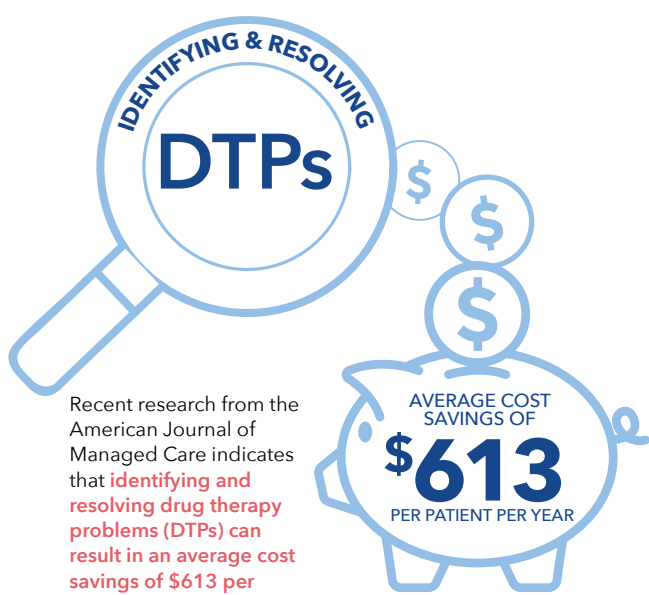


EXPANDED QUALIFICATIONS WILL INCREASE THE VOLUME OF ELIGIBLE BENEFICIARIES.

"We estimate that these proposed changes would increase the number and percentage of Part D enrollees eligible for MTM services from 4.5 million (9%) to 11 million (23%)."

– Centers for Medicare & Medicaid Services

FINANCIAL IMPACT



Recent research from the American Journal of Managed Care indicates that **identifying and resolving drug therapy problems (DTPs)** can result in an average cost savings of **\$613 per patient per year**.

OPTIMIZED MEDICATION UTILIZATION REPRESENTS A

\$500B

OPPORTUNITY TO REDUCE HEALTHCARE SPENDING

Overall, **optimized medication utilization represents a \$500 billion opportunity to reduce healthcare spending**, even a small fraction of which would certainly more than compensate plans for the funding required to address the MTM program changes.

TOP CAPABILITIES FOR SUCCESS



ACCURACY

Plans must be able to **accurately identify** eligible members, get maximum DTP resolution from CMRs, and monitor program effectiveness.



SCALABILITY

Plans must be prepared for **rapid scalability**.



FUNDING

Plans must find a way to **fund the added outreach** to the additional members.

ADDRESSING PROPOSED CHALLENGES WITH THE RIGHT MTM CAPABILITIES



Flexible Program Management

- Omnichannel program options for growing enrollment and CMR capacity
- Choice of partner-deployed clinicians for high-quality services without worry of staffing retention
- Maintain member experience throughout program growth



Empowered Clinician Outreach

- Ultimate CMR effectiveness through maximum drug therapy problem (DTP) identification
- Personal connection through motivational interviewing to uncover additional adherence gaps
- Simplified clinician experience through intelligent clinical workflow and easy-to-use interface



Robust Data Utilization

- Data analytics platform to accurately identify eligible members
- Ability to forecast potential increased eligibility growth



New Funding Sources

- Alignment of medical and pharmacy data to maximize DTP identification, adherence gap closure and cost reduction
- Additional cost savings opportunities:
 - Identification of specialty drug and site-of-care alternatives
 - Identification of potential formulary-based drug swaps

Maximized DTP gap closure helps MA plans support the best possible member health outcomes, avoid future medical spending and maximize future cost savings.

This can help fund (in whole or in part) MTM program expansion.

READY TO GET STARTED?

Learn more about the unrivaled capabilities available as part of an AdhereHealth MTM solution to prepare for upcoming CMS MTM changes.



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