



Case Study: >>Medication Profile Review

Medication Profile Review Reveals Opportunities for Cost Savings



Medication profiles for a group of 520 participants in the PageMinder program were processed through the Medlogik™ database and profiles noted to have any potential clinical or cost concerns were reviewed by a clinical pharmacist. Approximately 20% of profiles screened were identified for advanced review. The clinical pharmacist reviewed medication profiles looking to identify clinical or cost concerns and to alert physicians of these concerns through a written recommendation.

Recommendations were based on the information provided through the patient's medication profile. The profile was compiled from the medication vials present during a home visit. This approach includes medications from all prescribers, from all pharmacies, samples and also includes over-the-counter drugs, supplements and natural remedies.

Projected cost savings associated with recommendations were determined by calculating the change in the cost of the drug. This cost was based on published discount drug pricing accessed by internet. If the medication was considered a chronic medication, cost was projected for 12 months. If the medication was considered as an "as needed" medication, only the cost of one prescription refill was considered. The total potential cost savings projected was \$1169 per profile reviewed. Since not all recommendations would be acted upon, an effectiveness rate of 20% would yield approximately \$233 per person.

All recommendations to physicians were categorized according to requested action or need. The most common recommendation to physicians (26.4%) was High Cost to Low Cost Medication, which involved recommending a lower cost alternative to replace the current prescribed medication. The second most common recommendation involved the Discontinuation of Medications. This category includes recommendations such as discontinuing a drug when there are duplicate therapies or medications with additive therapeutic effects.

Certain therapeutic agents remained high cost targets for the profile population. Agents that showed the largest excess in cost included Antidepressants, Cholesterol Lowering Medication, Analgesics, Muscle Relaxants and Proton Pump Inhibitors. The top 10 therapeutic agents identified for recommendations offered 71% of the potential cost savings.

CLINICAL & COST PROFILE REVIEW

PageMinder

Report Date of January 23, 2006

OVERALL REVIEW SUMMARY

Total Profiles	520
Profiles Selected for Clinical and Cost Review	103
Total Recommendations Generated	246
Average Number of Recommendations Per Profile Reviewed	2.39
Total Recommended Annual Cost Savings*	\$120,399.22
Average Potential Annual Savings Per Profile Reviewed*	\$1,168.92
Average Potential Annual Savings Per Recommendation*	\$489.43

*Based on projections for a 12-month period using discounted drug pricing.

RECOMMENDATION SUMMARY

Recommendation Type	Number	% of Recommendations	Dollar Amount
High Cost to Low Cost Medication	65	26.42	\$40,657.90
Discontinue Drug	49	19.92	\$28,914.30
Replaced with OTC	24	9.76	\$20,494.56
Tablet Splitting	29	11.79	\$14,666.52
Brand to Generic Medication	16	6.50	\$6,897.99
Potential Drug/Drug Interaction	19	7.32	\$3,018.50
Major Interaction.....6 (47.4%)*			
Moderate Interaction.....5 (26.3%)*			
Minor Interaction.....2 (10.5%)*			
Excessive Dose	17	6.91	\$2,848.23
Therapeutic Issue Identified	22	8.94	\$1,651.44
Potential Drug/Disease Interaction	5	2.44	\$1,249.76
Drug Contraindication.....2 (40%)**			
Use Precaution.....3 (60%)**			

*Drug/Drug Interaction severity rating based on information found in Micromedex, Lexi-Interact, or Lexi-Comp.

**Drug/Disease interaction classification based on information found in Micromedex.

TOP 10 DRUGS BY DOLLARS SAVED

Therapeutic Agent	Savings in Dollars	% of Total Savings
Paxil (Paroxetine)	\$13,797.96	11.46
Lipitor (Atorvastatin)	\$13,777.68	11.44
Lexapro (Escitalopram)	\$10,812.60	8.98
Ultram (Tramadol) & Ultracet (Tramadol-APAP)	\$10,726.92	8.91
Zoloft (Sertraline)	\$9,126.72	7.58
Skelaxin (Metaxalone)	\$7,830.96	6.50
Tricor (Fenofibrate)	\$7,475.04	6.21
Wellbutrin XL (Bupropion)	\$4,757.04	3.95
Effexor & Effexor XR (Venlafaxine)	\$3,824.40	3.18
Protonix (Pantoprazole)	\$3,744.00	3.11
Total	\$85,873.32	71.32