



MHA Specialty Pharmacy Solutions

Delivering high-tech, high-touch solutions that help pharmacy members and manufacturers maximize success

THE SPECIALTY PHARMACEUTICALS market is having a tremendous impact on patient care. Pharmaceutical manufacturers are delivering promising new treatments for patients with serious illnesses, and specialty pharmacies are playing an important role in helping those patients achieve the best outcomes possible. The specialty market is dynamic, multifaceted, and exploding with growth—all factors that demand the best technology and reporting platforms to gain better access to clinical insights and operational efficiencies as well as support improved patient outcomes.

PROVEN TECHNOLOGY SOLUTIONS THAT SUPPORT PATIENT OUTCOMES

Patients on complex therapies are faced with many challenges. Specialty pharmacies and pharmaceutical manufacturers have a real opportunity to implement programs and offer solutions that can improve patients' adherence and outcomes. But to identify and act on those opportunities, they must have access to tools and technologies that capture useful information, such as reasons for discontinuation of a treatment, treatment decision drivers, and prescriber, patient, and payer metrics.

MHA Specialty Pharmacy Solutions (MHA SPS) develops a range of technology-based solutions that equip pharmacies and business partners with actionable intelligence that could lead to better care for patients requiring specialty therapy. One such solution is MHA's SPS Clinical Therapy ManagementTM (CTM), a patient management software application that is proving beneficial in a variety of ways.

Benefits for specialty pharmacies—The treatment regimen for specialty therapy can be complex. CTM gives pharmacists a clinical support pathway to help them engage and clinically manage their patients. The results of doing so are significant. In two recent studies¹, specialty pharmacies using the software application to track and manage patients on immune globulin therapy showed a significant positive impact on clinical outcomes as well as increased adherence.

"Our CTM software application can be used to measure, validate and help clinicians improve adherence and clinical outcomes as pharmacies strive toward best practices," says Stacey Ness, PharmD, CSP, MSCS, AAHIVP, RPh, Senior Director of MHA Specialty Clinical Services. "In addition, by utilizing MHA SPS CTM, pharmacies can easily measure, monitor and report data insights to prescribers, accrediting organizations, payers, and manufacturers."

A recent addition to CTM is MHAOpticsTM, a benchmarking program designed to help specialty pharmacies and other specialty stakeholders gain valuable insight into their operational efficiency and clinical management of patients with complex diseases. The benchmarking of outcomes-based performance metrics (eg, demographic information, adherence and persistence insights, and disease-specific data) provides pharmacies with the tools to compare their own clinical management of patients to that of an aggregated network of infusion and specialty providers. This can help pharmacies identify best practices or create further process improvements.

Benefits for specialty drug manufacturers—There's no shortage of patient data. The challenge is accessing the right information, interpreting it, and taking action that will benefit patients and help manufacturers make effective business decisions.

Data and insights about the treatment experience that are accessible through CTM are helping manufacturers uncover patient insights and reveal payer and prescriber data and specialty pharmacy performance data. These meaningful insights also may place manufacturers in a better position to enter into value-based contracts.

"Armed with actionable patient insights, manufacturers can make informed decisions about their products, services, and potential investments in resources to further help patients," says Erik Halstrom Vice President of MHA SPS.

Additional novel technologies and reporting tools—MHA SPS continues to partner with organizations to pioneer novel technology

platforms, such as MHAAuthorizeRxTM, powered by CoverMyMeds[®]. This secure, easy-to-use web-based prior authorization tool enables pharmacies to collaborate with prescribing physicians to submit prior authorizations for any drug to nearly all health plans. Pharmacies that utilize MHAAuthorizeRx have access to unique reporting tools that track prior authorization trends and activities. Most of all, this automated, paperless experience ensures that prescriptions are filled with greater efficiency.

AN EVER-GROWING SPECTRUM OF SPECIALTY SERVICES

New challenges continue to arise in the specialty pharmacy market, such as shrinking payer networks and payer-imposed DIR fees. MHA SPS is committed to broadly engaging associations to educate and advocate for pharmacy members in legislative and commercial forums.

In addition, MHA SPS offers an ever-expanding spectrum of services and solutions backed by a knowledgeable and sizeable account management team. The MHA SPS portfolio includes fee-for-service and traditional contracts; clinical services and education, such as product information, disease state management guideline education, and branded pipeline report; association and strategic support; and accreditation resources that help pharmacies prepare for the accreditation process.

"Our primary goal is to be a relevant, engaging partner that helps specialty pharmacy members and our business partners maximize success and significantly impact patient outcomes," says Halstrom. ♦

REFERENCE

Ness, S., et al. Posters presented at IGNS 2016

♦ HOW CAN WE HELP YOU?

MHA SPS is part of Managed Health Care Associates, Inc., a leading health care services and technology company focused on the alternate site health care provider marketplace.



FOR MORE INFORMATION, VISIT
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Tools for Success in a Complex Market



MHA Specialty Pharmacy Solutions: Delivering a full range of technology-based solutions, resources and expert services that help specialty pharmacies enrich their patient engagements, support improved outcomes and drive business efficiency.

We offer a full spectrum of specialty service solutions, including:

- » Clinical Therapy Management™
- » Prior authorization solutions
- » Data collection and reporting
- » Clinical services and education
- » Data-driven specialty pharmaceutical contracting
- » Accreditation resources
- » Legislative affairs and advocacy
- » Association and strategic partnerships

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To find out more about MHA
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