



As a community-based pharmacy, **you have value!**

Unfortunately, your value isn't important to pharmacy benefit managers focused on filling prescriptions as fast as possible, for as cheap as possible. It's time for you to pivot and **express your value** to the true payer that benefits from all you do!

Medical-side payers are looking for solutions to soaring medical costs. They are looking for pharmacies that can help lower HgA1C and high blood pressure. They are looking for pharmacies that can visit patients in the home. **They are looking for pharmacies in CPESN® Networks.**

Consider this:

- CPESN Pharmacies provide 1.7 Million home visits each month (over 20 Million/year)
- CPESN Pharmacies see their complex patients 35 times/year versus just 3.5 times/year for a physician¹
- CPESN Pharmacies have proven to lower HgA1C as well as reduce high blood pressure²

These numbers have medical-side payers interested.

CPESN Networks continue to experience steady growth, recently expanding to 2,300 participating pharmacies in 47 local networks across 44 states. While many networks are in growth mode, **16 networks have active contracts with a medical-side payer**, several have multiple contracts.

Medical-side payers reimbursing local, community-based pharmacies for enhanced services is no longer a magical unicorn. But, they want ready-made networks. They don't want to engage networks of pharmacies that aren't ready.

This isn't a 'which came first, the chicken or the egg?' scenario. **Networks must come first.**

Can you imagine requesting a UberX via your Uber app and having just a dozen cars in an entire city to handle the demand? Uber would go out of business. Their network was built first.

CPESN® USA is a clinically integrated, nationwide organization of pharmacy networks developed to advance community-based pharmacy practice in America. To learn more, join a short, informational webinar hosted by independent pharmacy owners who are leading the CPESN effort. Visit www.cpesn.com/pharmacies and click the LEARN button.

Time to express your value.

~ CPESN National Team

For more information regarding the CPESN Network in the New York City area, please feel free to contact the two individuals from NYCPS Board of Directors who serve as our local CPESN Luminaries (they are our local CPESN leaders), specifically Roger Paganelli (email: bigrogpags@aol.com) telephone 917 417 0240 and Vinnie Mazzamuto, (email: vinrx1@gmail.com) 845 406 0547.

¹ Gaskins RE. "Innovating Medicaid: e North Carolina Experience." *North Carolina Medical Journal*. January-February 2017;78(1): 20-24.

² Results from a 6-month analysis through a partnership with a Medicaid MCO where CPESN Pennsylvania (Pennsylvania Pharmacists Care Network) pharmacists provided comprehensive medication management.

PLEASE COOPERATE WITH COMPLETING THE IMPORTANT SURVEY FROM THE NYSDOH ON OPIOID PRODUCT AVAILABILITY

In mid-September the NYS Department of Health sent out an on line survey to learn about access issues relating to opioid medications as the result of the July 1 2019 implementation of the NYS Opioid surcharge which has had a very serious effect on access to opioid medications.

As the mission of the New York State Department of Health is to protect, improve and promote the health, productivity and well-being of all New Yorkers the officials of DOH want to know about access issues. Continued access to vital medications is an integral part of this mission. This brief survey is designed to identify potential barriers and ensure continued access to opioid medications. Your participation in this survey will help to ensure an accurate representation of product availability throughout the state. Please TAKE SURVEY as soon as possible. Here is the link: <https://apps.health.ny.gov/pubpal/builder/opiod-availability-survey>