

# CPESN<sup>®</sup> USA Marketplace

## Special Purpose Efforts



Enabling your pharmacy to express value through community connectedness.

[healthequity@cpesn.com](mailto:healthequity@cpesn.com)

### Benefits to Pharmacies

- Annual subscription to the Choose My Pharmacy value-based quality reporting system, with annual quality improvement initiatives
- Four (4) hours of Social Determinants of Health Continuing Pharmacy Education for all CPESN Health Equity member pharmacists and staff creating marketable Social Determinants of Health specialists on staff
- State-based Community Health Worker development and best practice support

### Requirements

- CPESN USA member in good standing and affiliated with a local network
- Participation in the Choose My Pharmacy value-based quality reporting system (quarterly data upload)
- Minimum of one team member at each CPESN Health Equity pharmacy completes the annual 4-hour Social Determinants of Health Continuing Pharmacy Education
- Obtain and maintain a Community Health Worker within 18 months

### Cost

\$25 per month



Enabling revenue sharing through a new model of psychiatry collaborative care.

[ppc@cpesn.com](mailto:ppc@cpesn.com)

### Benefits to Pharmacies

- Lead in the delivery of long-term and in-home care focused on patient frailty, mobility, and patient empowerment
- Leverage pharmacist collaboration with psychiatrists—whole-person focused physicians trained in leading treatment and rehabilitation care for aging, disabled, and other high-risk patients
- Unlock new revenue stream opportunities within a growing \$265/B industry
- Management Services Organization (MSO) support for your pharmacy's selection and adoption of the collaboration model that suits your market
  - Identify and introduce psychiatrists to pharmacy practice to support primary care
  - Access tech-enabled resources to help patients better self-manage at home

### Requirements

- CPESN USA member in good standing and affiliated with a local network
- PPC@Home participating pharmacies must be able to provide, execute and complete effective medication management services including MTM, Medication Reconciliation, Transition of Care Management, and consulting services among others, and deliver, offer to deliver, or provide some means to be able to address patient needs directly at home.

### Cost

Model varies with state laws regarding medical practice ownership.

#### Ownership Model

- \$10,000 initial fee
- \$2,500 per month

#### Extender Model

- \$5,000 initial fee
- \$1,000 per month

#### Training Model

- \$2,500 initial fee



Accessing next generation analytics that inform margin opportunities for both dispensing and healthcare services.

[cpesnbi@cpesn.com](mailto:cpesnbi@cpesn.com)

### Benefits to Pharmacies

- Ongoing analysis specific to your location—with point-and-click navigation—including demographic reports, and predictive models for gross profit and services, alongside patient priority scoring
- Aggregated and comparable data (against participating pharmacies statewide and nationally)
- Monthly webinars to help subscribers understand how to use the data and build it into workflow

### Requirements

- CPESN USA member in good standing and affiliated with a local network
- CPESN Business Intelligence-compliant pharmacy management system

### Cost

Pharmacy fees vary as determined by luminary-identified needs

# Special Purpose Efforts



Build a pharmacy-integrated medical clinic in your community.  
[communityhealth@cpesn.com](mailto:communityhealth@cpesn.com)

## Benefits to Pharmacies

- **Increased Foot Traffic:** With a clinic integrated into the pharmacy, customers will visit regularly for both their pharmacy services, medications, and primary care needs
- **Enhanced Patient Relationships:** By providing a broader range of services, you can build stronger relationships with patients, which can lead to increased loyalty
- **Data Integration:** Access to comprehensive patient data from both pharmacy and primary care services can improve treatment outcomes and operational efficiency
- **Community Impact:** Positioning the pharmacy as a central healthcare hub can strengthen its role in the community, enhancing its reputation and customer

## Requirements

- CPESN USA member in good standing and affiliated with a local network

## Cost

Subscription is included under CPESN participation fees



Medical billing support services customized to your state's specific opportunities and landscape.  
[twolff@cpesn.com](mailto:twolff@cpesn.com)

## Benefits to Pharmacies

- State specific opportunity assessment provided by PharmFurther
- Learn about payable codes, easy to work with payers, billing technology providers to use and more
- Medical billing education, payer engagement assistance, workflow resources to implement
- Credentialing, enrolling/re-enrolling, revenue cycle management support as needed

## Requirements

- Luminary participation in network assessment (3-4 meetings)
- Managing Network Facilitator capacity, insight to payer opportunity, regulatory landscape
- CPESN USA member in good standing and affiliated with a local network
- Pharmacist provider opportunity

## Cost

Pharmacy fees vary as determined by luminary-identified needs



Providing local pharmacy care support services for your patients living at home.  
[PCaH@cpesn.com](mailto:PCaH@cpesn.com)

## Benefits to Pharmacies

- **Increased Profit:** Boost revenue through higher reimbursement from payers recognizing this higher level of care and reduce your cost of goods through valuable buy-side opportunities
- **Secured Patient Base:** Retain your in-home seniors and other special needs patients as competitors develop at-home services
- **Value-Based Care Opportunities:** Position for value-based care arrangements with reimbursement linked to patient outcomes through CPESN
- **Improved Workflow and Efficiency:** Incorporate shared best practices for more efficient operations and better use of pharmacy staff

## Requirements

- CPESN USA LTC NPI in good standing and affiliated with a local network

## Cost

Pharmacy Care at Home program is currently included under your CPESN LTC NPI participation fee of \$95