

The Asheville Program

John Miall



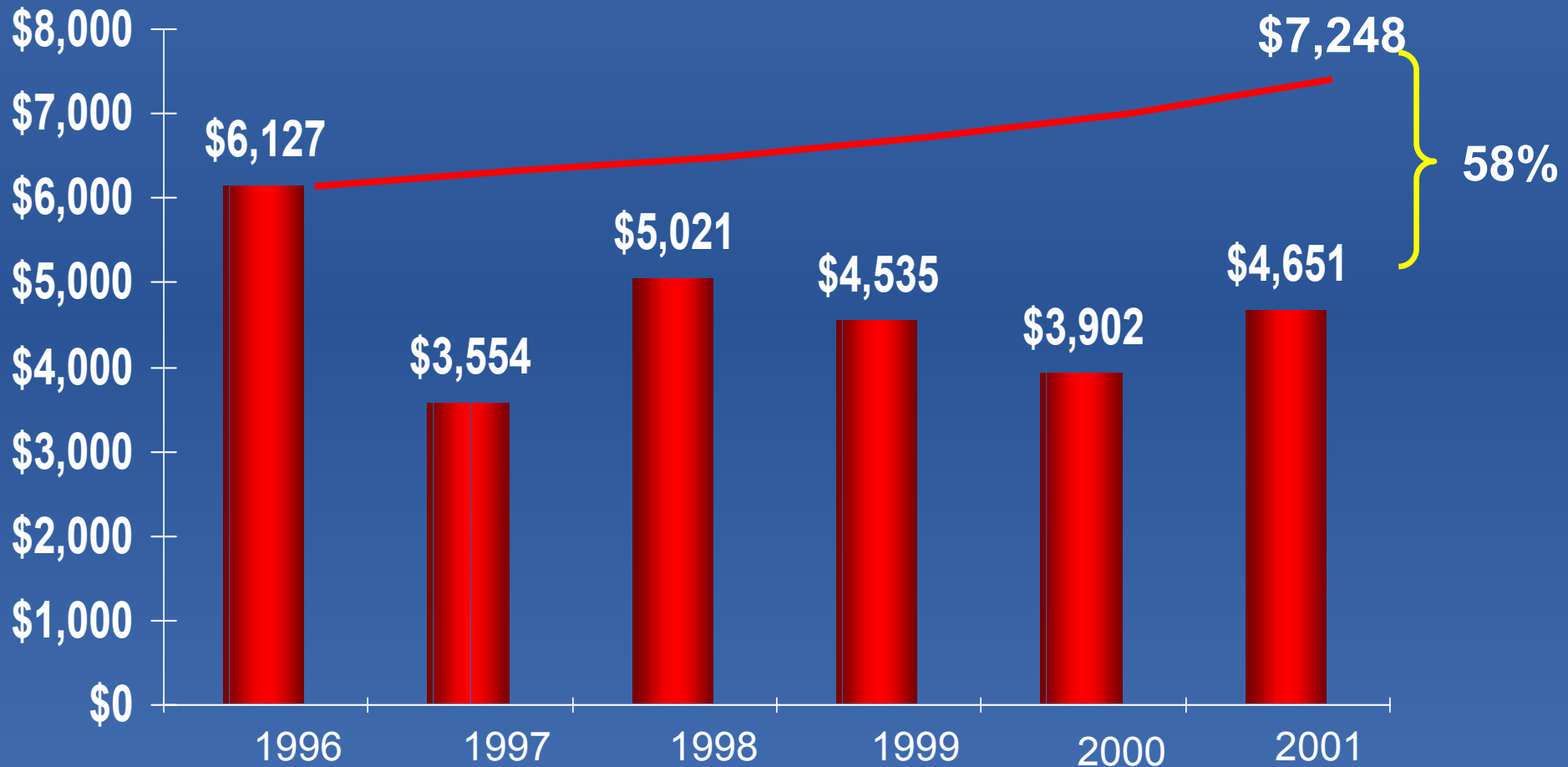
It's the System That Needs Care

- ✘ Over half of all healthcare via managed care
- ✘ Largest increase in 6 years in costs
- ✘ It's evolution not revolution
- ✘ Giving patients the resources to be well
- ✘ Buy VALUE
- ✘ Taiwanese healthcare system

In the Beginning

- ✘ “Partnering” with physicians, hospital system, NCAPh, NCCPC, UNC School of Pharmacy
- ✘ Invitation to all pharmacists in community
- ✘ Responses of independents vs. chains
- ✘ Two weekends (32 hours) of training by physicians and diabetes educators
- ✘ Compensation after results
- ✘ Fee schedule
- ✘ \$2,400 first year, ongoing average of \$48.02 per monthly visit through 2002.

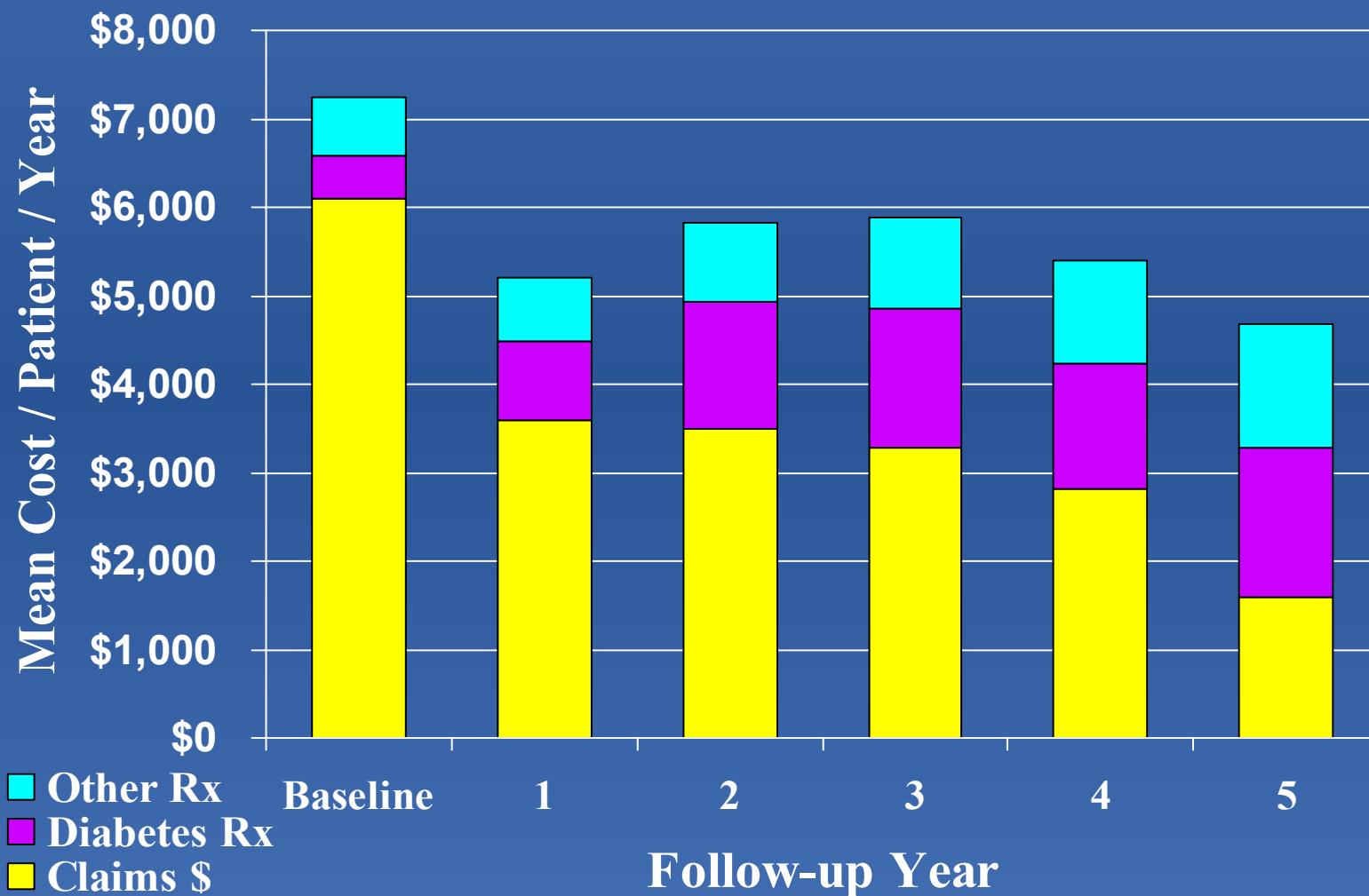
City of Asheville Total Diabetes Medical Costs



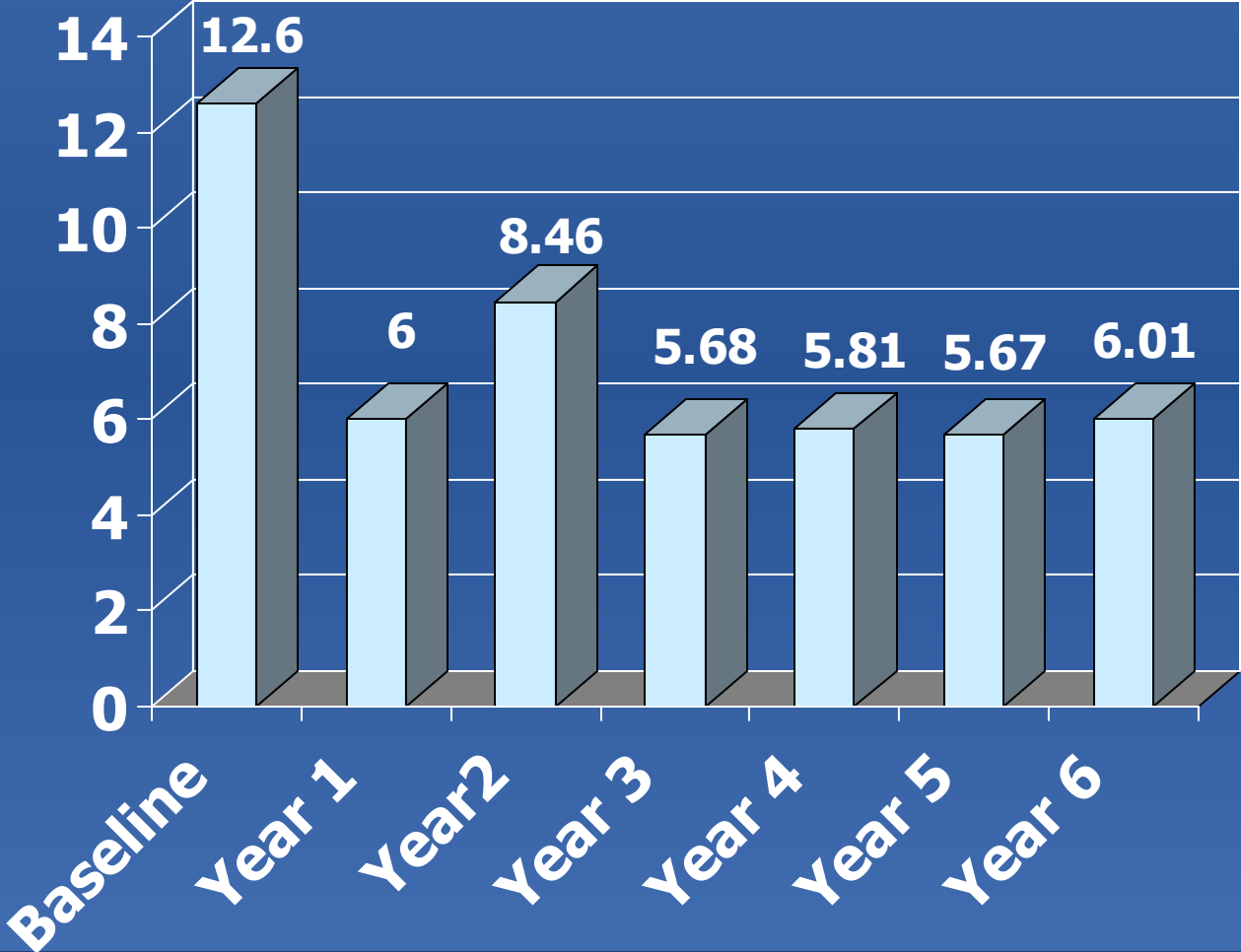
58% savings based on actual 2001 costs vs. expected 2001 costs (1996 costs + annual CPI medical care inflation figures)

Direct Medical Costs Over Time¹

¹Cranor CW, Bunting BA, Christensen DB. The Asheville Project: Long-term clinical and economic outcomes of a community pharmacy diabetes care program. *J Am Pharm Assoc.* 2003;43:173-84.

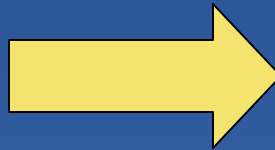


Average Annual Diabetic Sick-Leave Usage (COA)



Patient Self-Management Programsm

- ✘ Baseline A1c = 7.9
- ✘ Visit 1 Percentages
 - Influenza Vaccination
 - 40% current
 - Foot Exam
 - 28% current
 - Eye Exam
 - 34% current
 - Blood Pressure
 - 73% current
 - Lipid Profile
 - 49% current



- ✘ A1c @ 10 months = 7.1
- ✘ Visit 6 Percentages
 - Influenza Vaccination
 - 75% current
 - Foot Exam
 - 80% current
 - Eye Exam
 - 80% current
 - Blood Pressure
 - 92% current
 - Lipid Profile
 - 94% current

Conclusions

- ❖ Pharmacists have had the opportunity to serve on the frontline of patient care, and have made a difference.
- ❖ Physicians with patients in the program have recognized the positive impact on care.
- ❖ Collaboration plus innovation leads to reduced healthcare costs. [Ashevillesm.wmv](#)
- ❖ Employers benefit by lowering or eliminating barriers to care.

For more information or to
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copy of the John Miall
Asheville Project
Presentation please
contact CarePro Health
Risk Management