



Benefits of clinical integration contract with the Rochester General Health System: A pharmacy case study

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GRIPAConnect Strategy



GRIPAConnect supports the clinically integrated physician network and its mission to improve quality and be cost efficient, to improve patient care and be a model for other physician organizations

RGHS system collaboration: Tighter integration with RGHS systems to leverage *all* available information and functionality that GRIPA and RGHS have invested in

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Clinical Integration contract with the RGHS



For all RGHS employees and their dependents enrolled in the RGHS self-insured plan

Goal
Improve the overall health status of all Members

How?

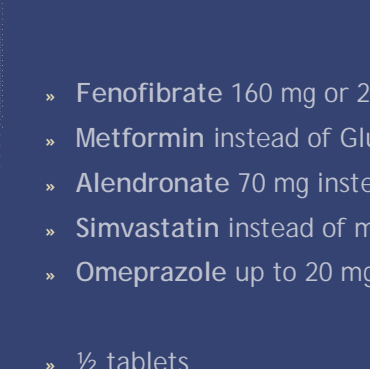
- manage chronic conditions
- encourage preventive care
- coordinate care

Other Benefits

- decrease out-of-pocket expenses for employees
- decrease costs for RGHS

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Medication Cost Management:



- » Fenofibrate 160 mg or 200 mg instead of Tricor
- » Metformin instead of Glumetza
- » Alendronate 70 mg instead of Actonel 35 mg
- » Simvastatin instead of most Lipitor
- » Omeprazole up to 20 mg BID vs. Prevacid or Nexium

» ½ tablets

- Crestor - THINK ½ tablets
- Lexapro 10 mg - THINK ½ tablets

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45 year old female employee and spouse save over \$800 per year



Before
Tricor 145 mg daily
Crestor 5 mg daily
Viagra 50 mg daily prn
Frova 2.5 mg prn migraine



After
Fenofibrate 200 mg daily w/ food
Crestor 10 mg ½ tablet daily
Viagra 100 mg ½ tablet daily prn
Imitrex* 100 mg ½ tablet prn migraine



*Imitrex available generically = Sumatriptan
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45 year old female employee with improved health status



Before

- Suffering from rebound HA's
- Gaining weight on nortriptyline
- Advil use instead of Frova
- Paying \$110 for four Rx's

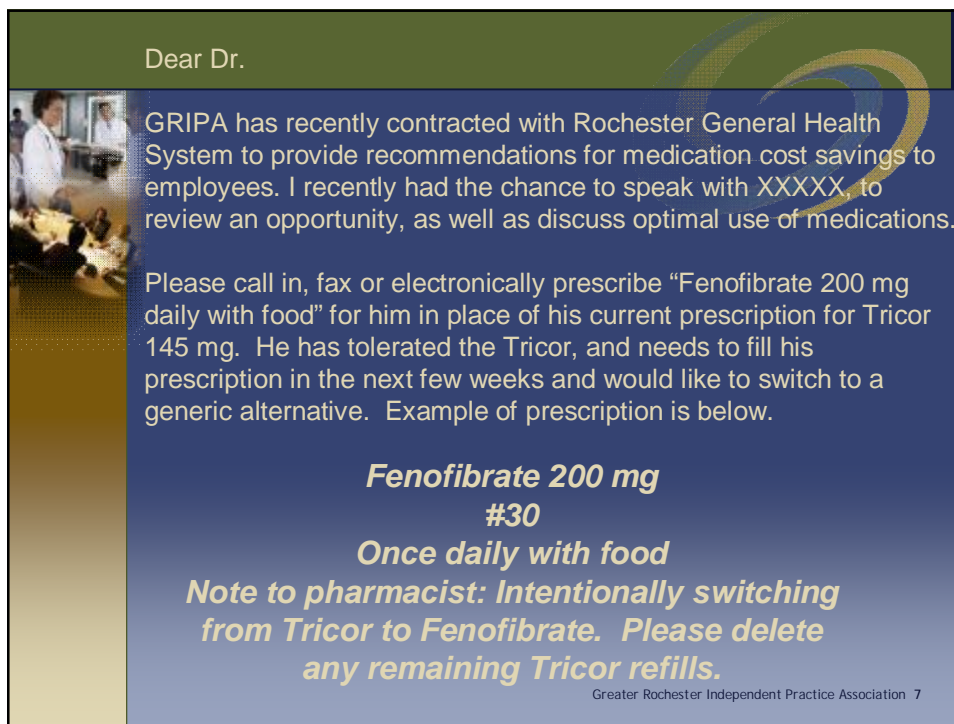


After

- Eliminated rebound headaches
- Losing weight while on nortriptyline
- Generic Imitrex for acute migraines
- Paying \$35 for four Rx's



*Imitrex is available generically = Sumatriptan
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Dear Dr.

GRIPA has recently contracted with Rochester General Health System to provide recommendations for medication cost savings to employees. I recently had the chance to speak with XXXXX, to review an opportunity, as well as discuss optimal use of medications.

Please call in, fax or electronically prescribe "Fenofibrate 200 mg daily with food" for him in place of his current prescription for Tricor 145 mg. He has tolerated the Tricor, and needs to fill his prescription in the next few weeks and would like to switch to a generic alternative. Example of prescription is below.

***Fenofibrate 200 mg
#30
Once daily with food
Note to pharmacist: Intentionally switching
from Tricor to Fenofibrate. Please delete
any remaining Tricor refills.***

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