Back-to-Back National P&T Competition Champions (2017, 2018)
2017-2018 #3 National AMCP Chapter of the Year
2015-2016 #1 National AMCP Chapter of the Year
Outline

• Welcome!
• What is Managed Care?
• Why join Our AMCP Chapter?
• How do I join?
Chapter Executive Board (elected)

President, Adam O’Neil

President-Elect, Jeff Pike

VP-elect Communications, Drew Stenger

VP Communications, Rachel Black

VP Finance, Emily Boesch

VP-elect Finance, Thomas Wert

VP Career Development, Seth Cook

VP Career Development, Vy Bui

Visit www.amcp.org for more information.
Chapter Executive Board (appointed)

P&T Competition Chair
Alice Cheng

AMCP Handbook Chair
Ben Penley
Chapter Advisors

Ben Urick, PharmD, PhD
Center for Medication Optimization through Practice and Policy

Stan Ferrell, PharmD, MBA
Outcomes Liaison, Senior Director at Sanofi-Genzyme

David Singer, PharmD
HEOR Value Demonstration Manager, Boehringer Ingelheim

Melea Ward, PharmD, PhD
Director of Specialty Drug Strategy, Humana
What is Managed Care?

“The practice of developing and applying evidence-based medication use strategies that enhance patient and population health outcomes while optimizing health care resources.”

- Any system of health payment or delivery arrangements where the plan attempts to control or coordinate use of health services by its enrolled members in order to contain health expenditures, improve quality, or both.
- Most often practiced by organizations and professionals that assume risk for a defined population (health insurers, academic health systems).

Decrease Cost

Improve Outcomes
Why do we need managed care?

New Medications coming to market are expensive

Price/Treatment: $475,000
Average estimated 1 year cost: $547,000

Total US Spending in 2016 on Medications: $450B
Projected $580B-610B through 2021

Medications are often used inappropriately

Annual cost of prescription drug-related morbidity mortality from non-optimized therapy: $528.4 billion in 2016
Why do we need managed care?
Why Pursue Managed Care?

• Outpatient prescription drug spending in the US: $325 billion

• Annual health care costs attributed to improper and unnecessary use of medicines: **$300 BILLION**

• Completely unsustainable and unacceptable pace

• Managed care strategies employed by healthcare stakeholders aim to improve patient outcomes and “bend the cost curve”

• Creating value by managing drug utilization use is a huge opportunity for pharmacists to have a meaningful impact
Some Managed Care Tools Used Today

AMCP’s aim is to use managed care principles and scientific evidence to achieve healthy outcomes while making the best use of money spent on medications and their management.

- **Formularies**: List of preferred medications organized into tiers
- **Prior Authorization**: Permission required to dispense certain meds
- **Step Therapy**: Evidence and cost-based sequence meds are used
- **Medication Therapy Management**: Pharmacist services that identify medication misuse
- **Value-based Contracting**: Rebates & discounts based on measured outcomes
How is this Relevant to My Career?

Cool! But I don’t think I want to be a managed care pharmacist.

- Managed care principles are relevant to every practice setting!
- Frameworks impact the drugs that get prescribed, the patients that come to the pharmacy, and how much those patients have to pay at the counter.
- Understanding the tools and strategies that the healthcare system has put into place in order to create this system will improve your ability to make the choices that are best for your practice and your patients.
How Can I Learn More?

• Look forward to two “101” sessions in the first week of September!
Why join our AMCP Chapter?

Local Membership

National Membership
What Local Membership Offers

- Pharma Industry Career Development & Networking
- Managed Care Education
- Pharma/Biotech Industry
- Pharmacy & Therapeutics Case Competition
- Pharmacy Benefits and Managed Care Handbook
- Career Development & Networking
- Pharmacy Business Concepts & Collaboration

www.amcp.org
Managed Care Knowledge

- Managed Care 101
- General Body Meetings
- In the News Roundtable Discussions
- Conferences, webinars, & more
Pharmacists in Industry Lecture Series (PILS)
- Listen and learn from PharmDs working in the functional areas that are most opportune for PharmDs

Industry Fellowship Panels
- Hear from current fellows about the benefits of pursuing fellowships, the variety of fellowship opportunities across the country, and the application/interview process

Pharma Site Visits
- Visit the HQs of multi-billion dollar pharma companies

Speed Networking and Internship Exposé
- Establish helpful contacts at a variety of companies in the triangle area; explore the internships of current ESOP students

Brands and Logos: Genentech, gsk, PPD, IQVIA, Pfizer, Millennial Pharma Leader, United Therapeutics, UCB

Managed Care Education, Pharma/Biotech Industry, AMCP Handbook, P&T Competition, Career Development, Business Collaboration
Pharmacy Benefits and Managed Care Handbook

Why Join?

- Develop teamwork and writing skills
- Have the opportunity for faculty to review your writing
- Publish your work
- Potential leadership position as a first year

The Handbook Author (10-15 seats)
Application will open in a month's time

• Help author AMCP’s student pocket guide which covers topics including an overview of U.S. healthcare, Medicaid and Medicare, managed care pharmacy, community pharmacy, specialty pharmacy, and the future of healthcare.
AMCP’s members enjoy a **biweekly newsletter** covering the most essential headlines in the pharmaceutical industry, biotech sector, managed care, and healthcare ecosystem.
Take Part in the P&T Competition!

- Real-world managed care Exercise
- 4-person teams tackle a case mostly over winter break
- Gain skills in:
  - Formulary Development
  - Pharmacoeconomics
  - Clinical Trials Evaluation
  - Strategic decision-making
  - Teamwork, Writing, & Presentation Skills

P&T Competition Info Meeting/BootCamp #1: October 4th, 6-7:45 pm
Career Development

• Mapping Out Your Pharmacy Future
• Introduction to non-direct patient care oriented careers
  – Managed Care Career Showcases, Managed Care Residency Panel
  – Pharmacists in Industry Lecture Series, Fellowship Panels
• Speed Networking
• Exec Team Mentor Program
MBA Healthcare Club Collaboration

- Kenan Flagler Healthcare Conference
- 2nd annual Kenan Flagler Interdisciplinary Health-Care Case Competition
What National Membership Offers

- National Conferences
- National P&T Competition
- Access to Educational Resources
- Internships, Careers & Networking
Expand Your Professional Network

Nationally
- Annual Conferences
- Member Directory
- AMCP national committees

Locally
- Chapter Events
- Chapter Alumni
- Pharma Industry Speakers

www.amcp.org
Membership Options

• AMCP National Student Pharmacist Dues: $45
• AMCP Local Dues: $15
  – Only $10 if you sign up for national membership!

Registration for all organizations opens on August 27th
Next Steps...

**Come hang out and learn more:**
- Sign up on our AMCP interest list
- AMCP Meet N’ Greet Social, Tru Wine Bar, August 27th 6-8pm
- GBM #1: Health System Managed Care, September 14\textsuperscript{th} 12-1 pm

**Questions? Ideas?**
- **President**: Adam O’Neil, adam_oneil@unc.edu
- **President-elect**: Jeff Pike, jefferson_pike@unc.edu
Questions?