



Crafting Effective Collaborative Practice Agreements

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Learning Objectives



- Define what a Collaborative Practice Agreement (CPA) does.
- List the different services/activities commonly delegated under CPAs.
- Discuss how an effective CPA increases pharmacy revenue, improves patient outcomes and advances the concept of team-based care.
- Describe how to identify and approach the right prescriber to partner with.
- Discuss the importance of understanding and adhering to your state's requirements and restrictions for CPAs.
- Discuss the templates, resources and other assistance available to assist pharmacies in crafting a CPA.



Collaborative Practice Agreement (CPA)



- Formal agreement between pharmacists and prescribers.
- Allows pharmacists to provide specific healthcare services.
- Grants authority for medication therapy management, ordering tests, counselling, etc.
- Defines responsibilities and limitations of both parties.
- Aims to optimize patient care through teamwork and expertise.
- Enhances medication management and improves outcomes.

Can Pharmacists with a CPA Prescribe?



- Some agreements allow pharmacists to initiate, modify, or adjust medication therapy via prescription
- Typically based on a list of mutual patients
- Allows pharmacists to provide services and make medication decisions
- Scope and requirements vary by state regulations
- Enhances patient care and access to healthcare services
- Compliance with state laws is essential

*NOT for pharmacy-prescriber and/or ALL patients

CPA Services and Activities



Medication Therapy Management:

- Initiating, adjusting, or discontinuing medication therapy for patients.

Prescription Authorization:

- Approving and authorizing prescription refills or adjustments.

Order Laboratory Tests:

- Ordering and interpreting laboratory tests related to medication management.

Patient Education and Counseling:

- Providing medication counseling, education, and instructions to patients.

CPA Services and Activities



Drug Selection and Monitoring:

- Assisting in selecting appropriate medications and monitoring their effectiveness and safety.

Collaborative Drug Therapy Management:

- Collaborating with prescribers on treatment plans and medication decisions.

Adverse Event Monitoring:

- Identifying and reporting adverse drug reactions or medication-related issues.

Health Promotion and Disease Prevention:

- Engaging in activities such as immunizations and health screenings

Florida-Specific CPA Services and Activities



1. Chronic Conditions:

- Diabetes, hypertension, asthma, chronic obstructive pulmonary disease (COPD) & heart disease

2. Infectious Diseases:

- HIV/AIDS, hepatitis, tuberculosis, and other communicable diseases.

3. Mental Health:

- Depression, anxiety disorders, bipolar disorder, and schizophrenia, in collaboration with prescribers.

4. Pain Management

5. Women's Health:

- Contraception management, hormone replacement therapy, menopause management, and prenatal care support.

Written CPA must be submitted to the FLBOP and approved

Why should my pharmacy have a CPA?



Increased Pharmacy Revenue:

- Expanded services and authority under a CPA allow pharmacists to provide additional healthcare services.
- These services can generate revenue through billing for medication therapy management, counselling, and other reimbursable activities.
- CPA enhances pharmacy profitability and diversifies revenue streams.



Why should my pharmacy have a CPA?



Improved Patient Outcomes:

- Collaborative practice enables pharmacists to directly engage with patients in medication management and therapy.
- Pharmacists can optimize medication selection, dosing, and monitoring, leading to better treatment outcomes.
- Enhanced patient education and counselling contribute to improved medication adherence and health outcomes.



Why should my pharmacy have a CPA?

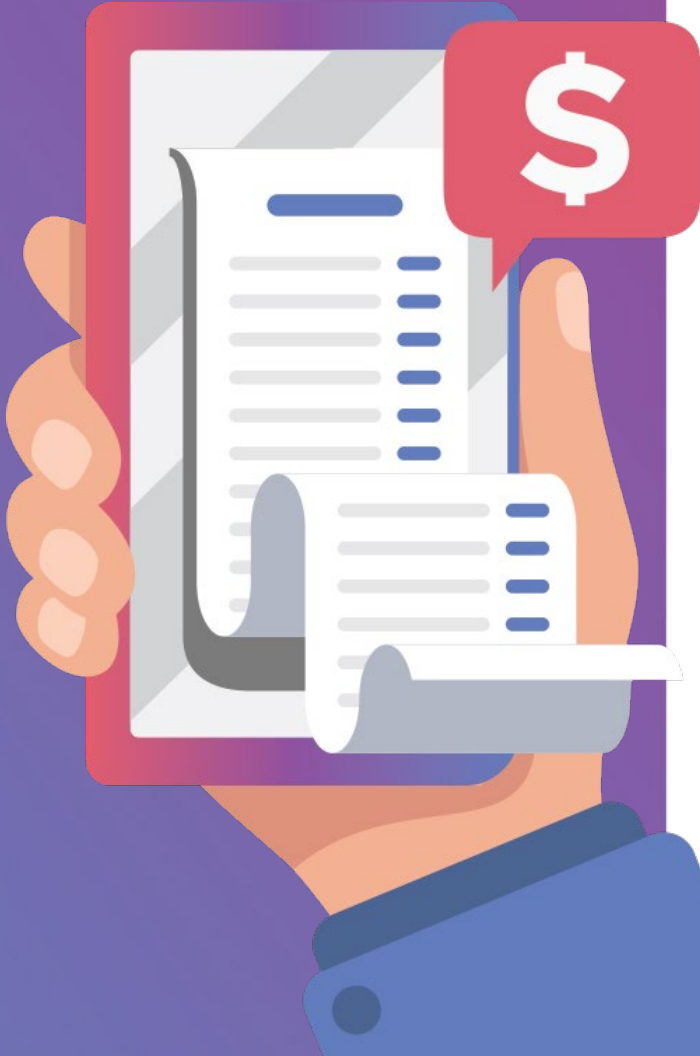


Advancement of Team-Based Care:

- A CPA facilitates collaboration and communication between pharmacists and prescribers.
- It fosters a team-based approach to patient care, harnessing the expertise of both professionals.
- The synergy between pharmacists and prescribers promotes comprehensive, coordinated care, benefiting patients.



What can pharmacies bill for?



- 1. Medication Therapy Management (MTM)**
- 2. Immunizations**
- 3. Medication Synchronization**
- 4. Medication Counseling and Education**
- 5. Clinical Services**
 - point-of-care testing (e.g., glucose monitoring)
 - cholesterol screening
 - smoking cessation programs
 - other specialized consultations based on the CPA

*It's important to note that reimbursement and billing requirements may vary across different payers, such as Medicare, Medicaid, private insurance plans, and direct payment by patients.

Choosing a Prescriber Partner



- Prescribers already doing business with your store
- Do you tend to dispense RXs for specific conditions?
- Identify a busy practice who could use help
- **Create a Sell Sheet about the CPA Services you can provide**
 - Bring it around to your target list
 - ASK questions to identify needs
 - Align with the gatekeeper and office team
 - Inquire about a pilot program





In summary: It's Complicated

- State Requirements
- Consult legal opinion

Available Resources



1. National Community Pharmacists Association (NCPA):

- Offers education, publications, and networking opportunities.

2. American Pharmacists Association (APhA):

- Provides resources, continuing education, and advocacy support.

3. State Pharmacy Associations and Boards:

- Offer state-specific guidance and updates.

4. Your lawyer!



Continue the conversation

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