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Features

Important Update: What You Need to Know from Last Week's 340B Coalition Conference

Covered entities continue in a holding pattern, awaiting the much anticipated final Mega-Guidance which is now expected to be released no earlier than Fall, 2016. In the meantime, issues such as the AMP Rule and Medicaid Managed Care Organization (MCO) Billing are important considerations for covered entities. It is as important as ever to conduct robust internal audits and effectively manage 340B Program compliance. [Read more here.](#)

Want More Information? Look No Further – Join Us at Thursday's WEBINAR!

Join our (complimentary) webinar on Thursday, February 25, at 1:00 EST to hear from [Kristin Fox-Smith](#), [Doug E. Miller](#), and [Tony Zappa](#), about critical takeaways from the conference. There will also be a Q&A opportunity at the end of the webinar. [Register here.](#)

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Drug Diversion Detection and Monitoring Software Doesn't Run By Itself

Our experience shows that most mid-size hospitals can expect 8-10 cases of diversion annually. Unfortunately, if hospitals aren't catching diverters, it's probably because they're not looking closely enough. One important element of an effective program is quality software to monitor and detect drug diversion, but the technology is only successful if it's well managed.

How well do you monitor your diversion software?

- How many people understand and know how to use the technology?
- Do you run "canned" reports and simply email them to nursing?
- How do you monitor for "travelers" who float between patient care areas?
- How often do you run reports and adjust parameters?
- Do you understand where each of the data points comes from?

[Read more here](#) about how best to incorporate software into your successful drug diversion program.

Round and Round We Go: Revised Audit Protocols for Medicare Plans

While February is usually the time of year when the Centers for Medicare and Medicaid Services (CMS) releases its Medicare Part C and D performance audit process and protocols for the current audit year, 2016 will be different. The protocols released last February created many challenges, prompting CMS to publish revised 2015 protocols in October that will remain in effect throughout 2016.

Plans must start preparing for an audit immediately. The latest publicly available data on Part D audit results showed that over 70% of sponsors audited in 2014 received an enforcement action. This resulted in more than \$3.7 million in civil monetary penalties stemming from violations identified by CMS during an audit. [Read more here](#) about the revised audit protocols and critical aspects such as the "3-strikes" policy.

PBMs: Lowering Drug Benefits Costs by \$654



UPCOMING WEBINAR

Key Takeaways from the 340B Coalition Winter Conference: On Thursday, February 25, at 1:00 EST, Visante experts will share their insights into the most important considerations from the 340B Coalition Winter Conference. A Q&A will follow the presentation. [Live, Complimentary Webinar] [Register here](#).

RECENT WEBINAR RECORDINGS

Maximizing the Business of Pharmacy in 2016: Jim Jorgenson and Jim Stevenson shared their perspectives and tips for a new paradigm on the "business of pharmacy," focusing on positioning and operating pharmacy as a "business within the larger business" of the hospital or health system. [Click here](#) to access the recorded webinar.

Sterile Compounding: At the tipping point of patient safety [Click here](#) to access this recorded webinar.

340B Programs: Key things to know to work with covered entities [Click here](#) to access this recorded webinar.

FUTURE WEBINARS

We're always interested in knowing what you would like to see covered in a webinar. [Email Kirsten here](#) if you have a suggestion. Thank you!

Billion over the Next Decade

A recent Visante study shows that from 2016 to 2025, the use of PBM tools will save employers, unions, government programs and consumers \$654 billion – or up to 30% – compared with programs that make little use of proven PBM tools. This study, conducted for PCMA by Visante expert Paul Foley is available [here](#).

Sterile Compounding – At the Tipping Point of Patient Safety

Complex regulations, including the rewrite of USP chapter 797 and the anticipated adoption of USP 800 in 2016, place increasingly more emphasis on hazardous drug compounding and the disposal of these elements. There's a safety focus, including standards for protecting healthcare workers as well as patients who are exposed to hazardous, high alert and high risk medications. [Fred Massoomi, PharmD, FASHP](#), recently presented a webinar on these important considerations. Read more about Dr. Massoomi's presentation [here](#), and [access the webinar here](#).

Visante Announces David Kvancz Joins Company, Expands Leadership

Effective March 1, healthcare and pharmacy industry leader David Kvancz (MS, RPh, FASHP) joins Visante as Senior Vice President, Strategic Client Relationships. Dave brings more than 30 years' experience of innovation in healthcare and medication management through his pharmacy leadership at Kaiser Permanente and The Cleveland Clinic Foundation. Jim Jorgenson, Visante CEO, explains, "Dave will be a great asset for our clients as we continue to expand our services and deliver even greater value." [Read more here](#).



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