

Happy Holidays from Jim Jorgenson & Visante
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Happy Holidays from Visante!

Special edition: **Jim's Top 10 for 2018**

Friends, colleagues and clients,

With 2017 coming to a close, we would like to sincerely thank all of our clients for making this the most successful year for Visante since our inception in 1999. Visante's focus is to support our clients' efforts around medicines optimization and advancement of high performance pharmacy. This approach allows us to work with virtually all sectors of healthcare including hospitals and health systems, managed care, government, industry, and internationally. We experienced significant growth across all of these areas and we greatly appreciate the opportunities and the trust placed in us by all of our clients. We also appreciate the continued support of our key business partners who work with us to advance our mission and grow our business.

Looking back at 2017, the year was characterized by a high degree of uncertainty. It was definitely a year of major change anchored by the presidential election results. The major focus for the new administration was the repeal and replacement of the Affordable Care Act. Despite multiple attempts to accomplish this, which created massive uncertainty in the healthcare market for patients, providers and payers, these attempts were ultimately unsuccessful and the ACA remains the law of the land for healthcare. Weather played a major role with hurricanes and fires creating havoc in multiple markets and in

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particular disrupting a major pharmacy supply chain element in Puerto Rico. We also saw continued uncertainty in key areas such as sterile compounding and 340B with further delay of the anticipated release of USP Chapter 800 and CMS actions around reimbursement for Part B covered outpatient drugs.

Looking ahead to 2018 we expect to see continued challenges in healthcare around patient access, quality of care and the cost of care in both the U.S. and global markets. However, with challenges also come opportunities and we believe that there will be an expanding recognition of the key role that medicines and pharmacy can play in addressing these challenges. We expect to see continuing recognition of the value proposition for medicines and pharmacy. But, with continued undermining and tight capital dollars, the ability to advance "the business of pharmacy" will be highly dependent on being able to effectively articulate that value proposition and to deliver an accelerated return on investment.

For 2018, we would like to offer our point of view for 10 of the top issues impacting medicines optimization for our clients and colleagues. A short summary of each topic is provided here; click [HERE](#) to access the article in its entirety.

Sincerely,
Jim

Visante's Top 10 for 2018

#1 Health Care Reform

in the first year of the Trump presidency, the debate over "repeal and replace" for the Affordable Care Act (ACA) has sucked up much of the political oxygen. The political activity in 2017 resulted in increasing instability in the healthcare market as all stakeholders attempt to deal with an uncertain approach and future for the construct of U.S. healthcare. What is the role of pharmacy? With drugs being one of the fastest drivers of health care expenditures but also a major source of medical errors there is ample opportunity in 2018 for pharmacy to provide innovative solutions to these challenges.

#2 Gene Therapy

Advances in gene therapy may provide the ability to not only manage disease symptoms, but to address the root cause of the disease itself. While gene therapy offers some very exciting treatment possibilities, they will likely come

THE SURVEY SAYS

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Last month, we offered our readers a chance to weigh in how the postponed USP 800 effective date impacts organizations. Here are the results:

- Only 19% of respondents are currently fully compliant with USP 797. A majority, however, are between 50-99% compliant.
- About half of respondents are less than halfway compliant with USP 800; 18% are three-quarters or more of the way there.
- Greatest challenges to USP 800 compliance:
 - Financial investment
 - Updating space
 - Understanding the requirements and Staff Training (TIE)
- While most everyone who responded will continue working towards compliance at the current pace, they agree that the delay gives more time for planning and budgeting, and expect they will have more success due to the extra time.

Thank you for responding to this mini-survey. Questions or concerns about your USP 797 or 800 compliance? Contact [Alana Columbo](#).

at a significant cost, challenging an increasingly costly health care environment. Well-defined outcomes criteria will be critical to demonstrate effectiveness and value. Pharmacy may be able to play a significant role in defining how these therapies will be deployed.

#3 Drug Shortages

Drug shortages will be a continuing issue in 2018, exacerbated by Hurricane Maria's impact on the drug supply from Puerto Rico. A recent analysis reported that Puerto Rico supplies more drugs than any of the 50 states and more than any one foreign country. Learn which important "sole-source" items are in short supply.

#4 United States Pharmacopeia (USP)

All entities in the U.S. that handle hazardous medications have been gearing up to meet the requirements of the new USP Chapter 800, originally slated to go into effect July 2018 but now pushed back until December 2019 to ensure "full synchronization" with USP 797 revisions now underway. While this may come as a relief to many organizations, all organizations should seize the opportunity to perform robust gap analyses internally as well as an external, unbiased program assessment that carefully considers both standards. Get a head start — see which USP elements are unlikely to change.

#5 340B Program

In 2018, the 340B discount drug program is likely to be scrutinized and attacked by industry and government sources in attempts to eliminate the program or significantly curtail its use. In addition, covered entities can expect continued escalation of program audits by the Health Resources and Services Administration (HRSA) which will continue to become more rigorous and consistent in their approach. Learn why covered entities in 2018 should be vigilant in bolstering program savings documentation with an internal audit validated by an external independent audit

#6 Specialty Pharmaceuticals

For 2018, hospitals and health systems will continue to look for new opportunities to retain and grow market share, revenue and margin. They're also looking for ways to reduce financial risk from readmissions and bundled payments. Because of their high cost and high revenue potential, specialty pharmacy services are quickly becoming an area of interest for hospitals and health systems of all sizes. Learn why all hospitals should have a well-defined specialty pharmacy strategy.

Waypoints to USP 800

Compliance – Our partners at PharmacyStars are putting on this great series of webinars with our own expert Fred Massoomi. We think you would greatly benefit, so check it out and register [here](#).

#7 Pharmaceutical Benefit Management (PBM)

Industry

PBMs currently manage benefits for more than 266 million Americans. There are fewer than 30 major PBMs — three of which comprise 78% of the market. Competition amongst PBMs is expected to intensify with emerging generics and biologics. Mergers and acquisitions are anticipated, including the long-rumored entry of Amazon. Hospitals and health systems would be well advised to revisit their own PBM strategies to ensure they're receiving maximum benefit, including consideration of infusion services and site-of-service payment differentials. Learn why pharmacy should be an integral part of any PBM analysis in conjunction with human resources (HR) benefits.

#8 Opioid Crisis

More than 90 Americans die every day from overdosing on opioids, which includes the abuse of prescription pain relievers. The White House Council of Economic Advisors estimates that the total "economic burden" of prescription opioid misuse in the U.S. is more than \$500 billion a year, including the costs of health care, lost productivity, addiction treatment, and criminal justice system costs. In 2018, we can expect continued attention to this problem from government agencies and providers. Learn how hospitals and health systems, such as Intermountain Healthcare, have begun formalizing opioid stewardship action plans to put an end to abuse.

#9 Drug diversion

Hospitals are of course a source for prescription opioids that can be misused. Prevention, detection and management of drug diversion in health care depends on a multidisciplinary team that understands how access and opportunity to controlled drugs may be exploited. Learn why diversion prevention programs are an important part of a plan to curb opioid abuse within and outside of the hospital, and why 2018 should be the year your hospital assesses the risk for diversion, adapts your plan, and aggressively manages your program.

#10 Pharmacogenomics (PGx)

Through a variety of new technologies, the health care industry continues to progress toward a more personalized system of patient care. For 2018, we will see a continued evolution and adoption of pharmacogenomics (PGx) adapted to a more personalized patient care experience. But are PGx cost-effective? Demonstrated value remains a

pivotal question, which calls for more robust financial models. Learn why pharmacists, the experts of medication therapy in health care, are ideally suited to help answer the value question.

Again, this is just a short summary of each topic. Click [HERE](#) to read the article in full.

On behalf of all of us at Visante, we wish you happy holidays and all the best in 2018!

Jim Jorgenson
CEO
Visante

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