

Managed Care Organizations and Appropriate Opioid Prescribing

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Overview

- Background on MCOs' involvement in prescribing management
- MCO tools for review and intervention
- Case for collaboration between MCOs and Pharma
- Barriers to collaboration
- Discussion



Background

- Prescription drug budgets rising rapidly
- Rx management “easier” than others

Background

- Pharmacy utilization management programs
 - Reduce inappropriate prescribing
 - Save pharmacy budget expenditures
 - Timely prescribing data available
- Pharmacy quality improvement programs
 - Reduce inappropriate prescribing
 - Increase appropriate prescribing



Background

- What about opioid drugs?
- Then . . . Oxycontin



MCO Tools

- Timely, accurate prescribing data
- Ability to cross-check with medical claims and case management records
- Practitioner: Peer review powers vested in MCO
 - Investigation
 - Negotiation
 - Decredentialing
 - Further actions
- Patient (Member): UM and QI powers
 - Encourage referral to CM or MH/SA
 - Limitation of benefits
 - Termination of benefits



The Case for Collaboration

- MCOs have lots of data
- Pharmas have ability to outreach, modify sale practices, etc.



Barriers to Collaboration

- Fundamentally opposing business models
- Mistrust



Discussion
