

The National A3 Collaborative

Succeeding in the Value-based Care Environment with
Comprehensive Medication Management Services

Presented by:



*2019/2020 Participation Package
Includes Scholarship Information Inside*

The National A3 Collaborative 2019/2020 Participation Package

Table of Contents

About the National A3 Collaborative.....	3
About the A3 Collaborative Partners.....	3
National A3 Collaborative Offering.....	4
Who Should Participate in the A3 Collaborative.....	5
A3 Collaborative Commitments	5
Participation Fees and Scholarship Opportunity	6
New: Continuing Education Offering.....	7
Application Submission	7

About the National A3 Collaborative

The Alliance for Integrated Medication Management (AIMM) is offering the 2019/2020 National A3 Collaborative, a unique opportunity for health care organizations. With guidance and leadership from **Apexus**, the HRSA-designated Prime Vendor for the 340B Drug Pricing Program; **ASHP** (American Society of Health-System Pharmacists); and **AIMM**, the A3 Collaborative is a national learning experience designed to help health care providers and organizations step into and succeed in value-based payment models. It will support organizations in making Comprehensive Medication Management (CMM) a critical part of their strategic plan and their response to the health care reform's value-based payment environment. Through the A3 Collaborative, selected organizations will demonstrate how to generate and capture "value" and, in doing so, help build, sustain and scale initiatives. Participants will demonstrate the catalytic power of comprehensive medication management in transforming the health care delivery system and business model.

About the A3 Collaborative Partners

AIMM is a non-profit organization working to support wide-spread adoption of team-based comprehensive medication management services into the care of high-risk, high-cost patients suffering from multiple chronic health conditions. AIMM runs collaborative programs in which community partnerships establish innovative health care delivery systems around medication management services. Participation in an AIMM learning experience enables organizations to strategically plan, to facilitate practice changes, and to support value-based payment models. The work begins at a manageable scale with a disciplined and accelerating pace. Local teams build and test the concept. The intent is to spread and scale up effective service models to reach the target patient populations within a community.

AIMM brings more than ten years of experience administering learning collaboratives and providing technical assistance in the quality improvement process and transformational leadership. AIMM has a rich history with the Patient Safety and Clinical Pharmacy Services Collaborative, a national movement created in 2008 that promoted the integration of enhanced medication management activities into the work of interprofessional health care teams, which was supported by the Health Resources and Services Administration (HRSA) and later by the Centers for Medicare and Medicaid Services (CMS). / www.aimmweb.org

Apexus, Inc., the HRSA-designated Prime Vendor for the 340B Drug Pricing Program, has a long history of supporting the medication-related quality improvement efforts of 340B-eligible entities. Apexus recognizes that achieving affordability of medications is only one part of the equation that will achieve desired health outcomes. Ensuring appropriate and effective use of medications must follow and that requires integration of the expertise of pharmacists into care teams. Apexus believes the application of quality improvement principles with community support, inspiration and accountability is an essential strategy for national advancement of comprehensive medication management services. That can all be achieved by participation in national collaboratives. / www.apexus.com and www.340bpvp.com

ASHP (American Society of Health-System Pharmacists) represents pharmacists who serve as patient care providers in acute and ambulatory settings. The organization's more than 43,000 members include pharmacists,

student pharmacist and pharmacy technicians. For 75 years, ASHP has been on the forefront of efforts to improve medication use and enhance patient safety. ASHP is committed to advancing practice in ambulatory care settings. The A3 Collaborative further supports ASHP's efforts in the [ASHP Practice Advancement Initiative](#). / www.ashp.org

National A3 Collaborative Offering

As a member of the 2019/2020 A3 Collaborative, organizations will participate in a 12-month transformational experience that will establish a new strategic capability. An implementation team will be formed by each organization to rapidly put in place a working medication management program, or to focus on accelerating the scale and spread of one already in place. They will receive leadership coaching and technical guidance.

Participating organizations will deliver three results through value-defined initiatives:

- (1) *Population management*: adopt a population health management strategy that demonstrates value to improving health outcomes, providing better care and demonstrating cost effectiveness,
- (2) *Integrated services*: install the clinical pathways that support the integration of primary care and comprehensive medication management services, and
- (3) *Performance story*: produce evidence-based results for quality improvement and strategic business conversations.

Organizations selected to join the A3 Collaborative will pursue a shared vision. Together they will work to create population health management strategies that demonstrate value to a higher quality of care, better patient experience, and smarter spending. Participating organizations will be asked to document and share their vision. An AIMM program development coach will work with each organization throughout the course of the 12 months, initially developing strategies to achieve the proposed goal and then exposing teams and team leaders to technical expertise and resources such as quality improvement processes and transformational leadership skills to reach milestones along the way. Templates and resources to track progress and create a compelling performance story are provided.

Monthly webinars and up to two in-person events over the course of the collaborative will enable high quality networking opportunities to support professional development. A3 Collaborative partners will host a live, in-person event immediately prior to ASHP's Midyear Clinical Meeting December 8-12 in Las Vegas, NV. Live events offer teams an energizing environment to harvest learnings from a national network of peers. Teams learn from subject matter experts to help achieve transformational goals. The monthly webinar events anchor the organization's work, joining a national group of peers who share a sense of urgency for leading efforts to improve medication use. Events are designed as *all teach, all learn*, a practical and effective way to develop breakthrough ideas. Action periods begin immediately following a webinar event, with accountable results discussed and vetted with one's program development coach.

At the end of the 12-month period, organizations will showcase their performance stories and disseminate their work through internal strategic plan reviews with their executive leadership, and through national forums with A3 Collaborative partners. The organizations participating will realize their strategic goals for their value-based initiative, recognize leadership development in the team members managing this effort and be acknowledged

for being on the leading edge of value-based payment. Figure 1 outlines the offerings that support the shared vision of the A3 Collaborative.

Figure 1: A3 Collaborative Offerings



Who Should Participate in the A3 Collaborative

The A3 Collaborative partners seek health care organizations committed to interprofessional team-based care. Organizations offering ambulatory care services with strong performance leadership from pharmacists, physicians, nurses and other frontline staff are encouraged to create their “AIMM Team” and apply. The team will jump start or expand already existing CMM services as an essential component to primary care. They will build the value-based case for executive leadership, demonstrating CMM services as part of the evolving medical model for quality payment programs. This team is responsible for delivering the internal vision for CMM services as an integral part to the organization’s value proposition, and developing the business case to participate in alternative payment programs.

A3 Collaborative Commitments

Participating organizations will establish their AIMM team and a team lead, which will work with internal stakeholders, national colleagues and A3 Collaborative staff. AIMM team members will include an interprofessional group of clinicians, such as pharmacists, nurses and quality improvement specialists. Administration and individuals with frontline responsibilities should be included as well (e.g. finance

administrators, medical coordinators and pharmacist technicians). Executive leadership demonstrates support for participation in the A3 Collaborative with a signed commitment confirming leadership's support to its organization's AIMM team and its value-based initiative throughout the collaborative cycle. A senior leader agrees to the team's participation, to the extent possible, in all AIMM-led activities and to the participation fee for the collaborative cycle.

AIMM-led activities include monthly webinars (60-90 minutes). Organizations will attend and collaborate with peers in an *all teach, all learn* experience. Organizations will also meet regularly with their AIMM program development coach to share progress on their initiative and milestones achieved. At a minimum, every other month teams will update the AIMM performance story template demonstrating progress toward aim and goals, and share it with executive leaders. Organizations will have the opportunity to send team members to live events that take place one day prior to the start of A3 Collaborative partner, ASHP's national conferences (Midyear Clinical Meeting 2019 and Summer Meetings 2020). Teams are encouraged to support attendance of at least one team member to the one-day live event. *There is no additional fee to attend the live meeting and registration to ASHP national conference is not required to attend. Individuals are responsible for travel and overnight accommodation expenses.*

Organizations will participate in the virtual *AIMM Recognition Event*, typically near the end of the collaborative 12-month cycle. Each organization will present their value-based initiative and results to a national steering committee comprised of partner leaders representing AIMM, Apexus and ASHP. The AIMM Recognition process provides a stage for organizations to share their success with national leaders and be celebrated for achievements.

AIMM will bring to participating organizations three primary resources: a proven action learning method, recognition through performance story development and professional development for organizations' AIMM teams. The action learning method is delivered to the organization's team through an experienced program development coach and supported by the monthly webinar events. An AIMM "*signature style*" is used to teach effective leadership skills and quality improvement practices for rapid testing and learning. Over the 12-month cycle, teams develop their performance story, leading to the AIMM Recognition Event. Teams are provided a national platform to share their story and achieve recognition. The collaborative process contributes to professional development of the AIMM team. Together, the team learns how to implement change through quality improvement processes, as well as how to manage the change with effective leadership. The robust learning community provides networking opportunities with national peers and access to best practice models for replication.

Participation Fees and Scholarship Opportunity

Participation in this dynamic, leading edge collaborative network is offered at a cost of \$9,000 for the year, plus the cost of team member travel to in person events. What is exciting is that through Apexus, scholarship support is available to reduce the participation fee to only \$3,000. Apexus, is providing a limited number of scholarships to organizations who demonstrate a commitment to establishing or expanding comprehensive medication management services. **All organizations are invited to apply for a \$6,000 scholarship to cover part of the participation fees.** Organizations will be responsible for the remaining \$3,000 fee, which is invoiced upon

notification of a scholarship award. Scholarship and participation fees cover participation for the 2019 / 2020 Collaborative cycle, which ends November 30, 2020.

We strongly encourage your team to apply early as the number of scholarships available is limited. The participation fee provides access to a national network of peers, ongoing consultation and technical expertise with your AIMM coach, and offers access to leaders, resources and a national platform through the A3 Collaborative. **Scholarships will be offered on a rolling basis**, as applications are submitted and selected to join. Once all scholarship funding has been awarded, additional organizations may join for the full \$9,000 participation fee.

New: Continuing Education Offering

The A3 Collaborative offers the opportunity for pharmacists within your organization to receive up to 40 Continuing Education (CE) credits with active participation in this 12-month learning collaborative. CE opportunities will be available throughout the collaborative year and will align with the current work your team will be conducting as part of your collaborative experience. Pharmacists choosing to complete the CE portions will be required to complete separate online documentation to earn credits—up to 40. The CE offering is optional and choosing not to participate will not impact your collaborative learning experience. Programmatic details about this CE program, exclusive to A3 Collaborative participants only, will be available shortly. There is no additional fee, aside from the A3 Collaborative participation fee, for the CE offering for up to two pharmacists in your organization.

Application Submission

The application process to join the 2019/2020 A3 Collaborative is now open [online](#). The application deadline is October 11, 2019 however, after that time, scholarship funds will continue to be awarded on a rolling basis subject to availability. To ensure a place for your AIMM team, interested organizations are encouraged to apply before October 11, 2019.

Apply online: https://survey.qualtrics.com/jfe/form/SV_6Dnwe8ZOoOt3yex
For questions or to learn more contact AIMM at info@aimmweb.org.