

# Adherence and Compliance Approach

## Injectable Case Study



- **3 years (June 2010 to June 2013)**
- **200 patients**
- **50 patients were put on 2013**
- **150 patients were on drug prior to 2013**
- **no primary care doctors**
- **Infusion Services provided by practice.**

# Adherence and Compliance Approach

## Injectable Case Study



- **Ninety Patients received their six month follow up doses**
- **Sixty patients missed the follow up out of the 150 patients**
- **40% of the patients in this case have missed their follow ups**
- **Adherence is key to better outcomes and drug efficacy**
- **Substantial revenue loss both for the practice and the pharmaceutical company**
- **We did a follow up and researched in the EMR**
- **We were able to capture information for all the remaining sixty**



### Issues the Sixty patients

- **2 moved to a Nursing home out of his or her town**
- **5 called and cancelled did not want a follow up call**
- **34 were having co pay, authorization and transportation issues.**
- **8 were not scheduled and did not give a reason ( Could be a referring doctor issue)**
- **6 were rescheduled for a later date.**
- **5 insurance changed.**



**SPAC**

Sargas Pharmaceutical Adherence and  
Compliance International

# Adherence and Compliance Approach

## Revenue Potential



**In this case forty out of 150 patients were able to recapture their treatments**

**That is 26.67% of the patients.**

**If drug sales are about 100m then this is about 26m**

**Recapture of 20% and not full 26.67% than about 20m more in revenue per year with SPAC Program**

**Let's say for argument sake with SPAC we are able to capture 50% of the 20m; that is 10m more in revenue.**



**SPAC**

Sargas Pharmaceutical Adherence and  
Compliance International

# Adherence and Compliance Approach

## Potential SPAC benefits



### Conclusion:

**Patients could have been followed up after script initiation**

**Physician could have helped us because now they are engaged and informed via interfaces, fax and text messaging so that they can proactively treat the patients**

**Patient's tolerance and resistance to treatment is now better managed**

**Pharmacy gets refills on time and no skipped months of dosage.**



**SPAC**

Sargas Pharmaceutical Adherence and  
Compliance International

# Adherence and Compliance Approach

## Potential SPAC benefits



### Conclusion:

**Patients could have been followed up at the nursing home and dose could have been recovered**

**Primary care physician could have helped us get the dose to the patient**

**SPAC would have hand held the patient to see that authorization, co-pay and transportation issues were resolved on time.**

**Patients could have been rescheduled if we contacted the Primary care physician who referred the patient**

**Patients could have been helped if we had contacted the new insurance**