



National Diabetes Prevention Program: An Opportunity for Pharmacy

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Disclosures

Kristen Hartzell is receiving an honorarium for this program. The conflict of interest has been resolved by peer review of the slide content.

Ashley Keller is the Director of Strategic Partnerships with Strand Clinical Technologies. The conflict of interest has been resolved by peer review of the slide content.

Bill Popomaronis declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.



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Learning Objectives

- Summarize the National Diabetes Prevention Program.
- Discuss the role that lifestyle and nutrition can have in diabetes care.
- Outline a plan for implementing the program in your pharmacy.



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Pharmacists have entered a new age of clinical reimbursement! Juice worth the squeeze?




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Diabetes Prevention

Overview – April 2018

- The Centers for Disease Control and Prevention (CDC) established the CDC Diabetes Prevention Recognition Program (DPRP) (<https://www.cdc.gov/diabetes/prevention/lifestyle-program/index.html>)
- DPRP is part of the National Diabetes Prevention Program (NationalDPP)(<https://www.cdc.gov/diabetes/prevention/index.html>)
- Huge opportunity for independent community pharmacists!
- Win-Win for patients and payers!



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DPP Recognized Program Purpose

- Provide information to people at high risk of type 2 diabetes, their health care providers, and health payers
- Demonstrate your organizations ability to effectively deliver a proven type 2 diabetes prevention lifestyle change program
- Assure that decisions about individual participation, patient referral, and health insurance benefits are based on accurate reliable, and trustworthy information
- Committed to increasing access to type 2 diabetes prevention lifestyle change programs among vulnerable populations, including those living in geographically hard to reach or rural areas



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Skill Set and “Touch”

- Pharmacists academic training mirrors that of nurse practitioners and physician assistants
- Untapped resource within rural and other underserved communities
- Approximately 1800 independent pharmacies serve as the only pharmacy provider in their community
- 75% of all independent pharmacies are within communities with fewer than 50,000 inhabitants
- Our greatest weapon - the battle will be won in independent community pharmacies



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DPRP Lifestyle Coaches - CHW

- The Community Health Worker (CHW) is a frontline public health worker who is a trusted member of and/or has an unusually close understanding of the community served
- Facilitate access to services and improve the quality and cultural competence of service delivery
- Pharmacist or pharmacy technician (CHW)
- CHW is paid – NOT facility
- DSMT facility is paid



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Proof Positive - YMCA

- In March of 2016, the Centers for Medicare and Medicaid services (CMS) certified the expansion of the National Diabetes Prevention Program into the Medicare program
- Based on evidence from a model test, sponsored by the CMS Innovation Center, involving 5,969 Medicare beneficiaries who participated in the program through the YMCA
- Evidence showed an average weight loss of 4.7% for those who attended at least four sessions and a 5.2% average weight loss for those who attended at least nine sessions. Medicare saved \$2650 per participant over 15 months. We can do better!



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Prediabetes Predict Prevention Protocol (P4) - Identify



1. We can utilize the CDC prediabetes risk test and offer biometric screenings (e.g. BMI and HbA1c), for the following:
 - a. Individuals receiving vaccines, undertaking medication synchronization, or other routine preventive care;
 - b. Individuals receiving medications for a comorbidity or condition related to prediabetes;
 - c. Individuals seeking pharmacist advice for a comorbidity related to prediabetes; and/or
 - d. Individuals seeking pharmacist advice who report a diagnosis of prediabetes, a comorbidity related to prediabetes, or physician advice to lose weight, increase physical activity, or engage in related lifestyle change.

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Measuring Success with a DPRP Program



- Weight loss is the most common benchmark, with CDC setting a target of 5 percent at the end of the first year
- Other benchmarks include attendance at coaching sessions, increased activity and an improved diet
- CMS currently awards DPRP providers \$25 for each beneficiary who attends a “core session” – providers can then earn \$50 for each beneficiary that attends four classes and up to \$90 for each member that attends nine classes

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Measuring Success with a DPRP Program



- Providers that get members to reach weight loss goals can earn significantly more incentives
 - The most successful providers will receive \$670 per Medicare beneficiary for maximum performance outcomes
 - Providers that simply reach educational goals without weight loss requirements can earn a maximum of \$195 per beneficiary

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What is a Diabetes Prevention Program?


- 12 Month, evidence based, lifestyle change program
- 22 Sessions (minimum), often a group format
- Must use CDC approved curriculum
- Goal is to lose 5-7% of starting weight; weigh in at each visit
- Focus on healthy eating, increased physical activity and behavioral modifications
- Attendance is important to success!



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Why Should a Pharmacy offer DPP?

- Loyal, long time customers with valued relationships
- Pharmacies are positioned well to be able to identify people at risk
- Individuals can self enroll in classes
- Pharmacies are accessible and visited frequently
- Differentiator & can augment other clinical services
- Additional source of revenue
- Job satisfaction




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Getting Started

- Trained lifestyle coach - Pharmacist
- Support staff - Program Coordinator
- Determine location
- Review standards <https://www.cdc.gov/diabetes/prevention/pdf/dprp-standards.pdf>
- Map out program timeline
- Determine referral & recruitment source




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Pharmacist Role

- Lifestyle coach
- Oversee program coordinator and data submission
- Assist with recruitment and enrollment
- Train technicians and pharmacy students to help with screenings



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Lifestyle Coach



- Facilitate group discussions
- Lead/teach content related to healthy eating, physical activity and behavioral modification
- Focus is on motivating and encouraging adoption of achievable changes in lifestyle, diet and exercise
- Be supportive & encouraging!!!

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Finding a Location



- If space permits, hold in your pharmacy
- Local library
- Community centers
- Senior centers
- Churches
- Gyms
- Recommend somewhere private and somewhat quiet

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Identify Your Eligible Participants

The following criteria as identified by the CDC should be used when enrolling participants.

- > 18 yo and not pregnant
- BMI > 25 (>23 if Asian)
- No previous diagnosis of diabetes
- HgA1C: 5.7-4.6%, FPG 100-125 mg/dl, two-hour plasma glucose (75 gm load) 140-199 mg/dl
- Hx of gestational diabetes
- Identified at risk per the Prediabetes Risk Test

Source :<https://www.cdc.gov/diabetes/prevention/lifestyle-program/program-eligibility.html>

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Prediabetes Risk Test

- Available on the CDC website
- Helps identify individuals who may be at high risk for development of diabetes

<https://www.cdc.gov/prediabetes/takethetest/>

Prediabetes Risk Test

Write your score in the boxes below

1. How old are you?
 Younger than 40 years (0 points) _____
 40-49 years (1 point) _____
 50-59 years (2 points) _____
 60 years or older (3 points) _____

2. Are you a man or a woman?
 Man (1 point) _____ Woman (0 points) _____

3. If you are a woman, have you ever been diagnosed with gestational diabetes?
 Yes (1 point) _____ No (0 points) _____

4. Do you have a mother, father, sister, or brother with diabetes?
 Yes (1 point) _____ No (0 points) _____

5. Have you ever been diagnosed with high blood pressure?
 Yes (1 point) _____ No (0 points) _____

Height	Weight (lbs.)	
4'10"	119-142	143-190 191+
4'11"	124-147	148-197 198+
5'0"	128-152	153-203 204+
5'1"	132-157	158-210 211+
5'2"	136-163	164-217 218+
5'3"	141-168	169-224 225+
5'4"	145-173	174-231 232+
5'5"	150-179	180-239 240+
5'6"	155-185	186-246 247+
5'7"	159-190	191-254 255+
5'8"	164-196	197-261 262+
5'9"	169-202	203-269 270+
5'10"	174-208	209-277 278+
5'11"	179-214	215-285 286+
6'0"	184-220	221-293 294+
6'1"	189-226	227-301 302+

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Identify & Recruit

Recruitment

- Use screening tool
- Relatives of people with diabetes may be at high risk
- Utilize other clinical service to identify eligible participants (CMR's, CPESN visits)



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Identify & Recruit

Marketing Ideas

- In-store blood pressure/diabetes risk screenings
- Health fairs
- Visit local senior centers and churches
- Screen & offer to pharmacy customers
- Partner with local gyms or YMCA's
- Join local coalitions such as diabetes or aging groups
- Reach out to local physicians



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Marketing Ideas

Healthy Living Series

- Offer general information on healthy living, recipe sharing, cooking demonstrations
- Review various educational topics related to diabetes, healthy eating, heart health, physical activity, etc.
- Offer to current class members

Diabetes Self Management Education

- Diabetes education program focusing on self-management of DM
- Great option for referring people to when upon screening you identify that they already have diabetes



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Pharmacy Team Engagement

Important for Success!!!

- Educate your team about the programs
- Ask for assistance in recruiting
- Engage customers in store

Offer the class to your eligible employees!

- Excellent health & wellness initiative
- Generates personal referrals into your programs
- Employees have a better understanding of programs



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Payment Models

- Federal, state and private insurance payors
- Private pay
- CPESN/local network payors
- Employer health programs

Impact toolkit

<https://nccd.cdc.gov/toolkit/diabetesimpact>



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Challenges

Time Commitment

- Plan it out!
- Schedule of classes
- Make a timeline for the CDC recognition process
- Schedule class outside of staffing commitments

Pharmacy Team help

- Utilize pharmacy techs
- Identify list of ways techs/clerks/staff can help you
- CPESN Community Health Worker training available to CPESN pharmacies



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Challenges



Enrollment

- May need to enroll people through various methods
- Map out your marketing plan

Class Attendance

- Continued attendance is important for individual success as well as group success
- Have a plan in place for how you will handle keeping up motivation in light of poor class attendance



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Pharmacy Care Coordinator



- May be a current pharmacy technician or community health worker role
- Assist in administrative functions of the program (making copies, setting up schedules, managing class supplies, making reminder calls)
- Help screen and enroll
- Assist in other pharmacy functions such as med sync, immunization recalls, admin help with CMR/MTM appointments



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How to Become a Certified Lifestyle Coach



- Must attend an approved Lifestyle Coach Training
 - Online or in person
 - 1-2 day training session
 - Cover curriculum, motivational speaking and more
- Department of Public Health has grant dollars that can help to facilitate



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Path to CDC Recognition



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Path to CDC Recognition



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Recognition Timeline



1. April 2018 - approved for pending status - must start program within 6 months
2. June 2018 - we started Program Group #1 with 5 participants - This group finishes 12 months May 2019
3. October 2018 - we started Program Group # 2 with 6 participants. - this group finishes 12 months in Oct 2019
4. November 2018 - Submitted Data submission #1 to CDC for first 6 months (May-October)
5. January 2019 - we started Program Group # 3 with 6 participants - this group finishes 12 months in December 2019
6. May 2019 - Group 1 Completed month 12

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Recognition Timeline

7. May 2019 - Data Submission # 2 - we will submit next 6 months of data (Nov-April)
****since we will not yet have 12 full completed months of data until our may group completes - we cannot be eligible for Preliminary status yet**

8. October 2019 - Group 2 Completed month 12

9. November 2019 - Data Submission #3 - we will submit next 6 months of data- which will NOW include the full 12 months of group visits from my Group 1 that started 5/2018 to be eligible for a status change to Preliminary.

- Expect status change to take 90 days.



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Getting Started

- Review standards (<https://www.cdc.gov/diabetes/prevention/pdf/dprp-standards.pdf>)
- Choose curriculum and attend Lifestyle Coach Training (www.cdc.gov/diabetes/prevention/recognition)
- Map out business plan including payment models, staff roles and expectations, marketing and recruitment plans



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National Diabetes Prevention Program: An Opportunity for Pharmacy

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How Do I Get Reimbursed for DPP?

- Payment for the DPP is a pay-for performance model
- Payment is based on patient attendance and weight loss
- Must have data to show patient outcomes



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How Much Reimbursement Can I Expect to Receive?



- Reimbursement associated with what stage patient is at
 - Core Services
 - Ongoing Maintenance
- Pay for Performance model
 - More weight loss = More \$\$\$
- Range: \$70- \$670 per patient



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Core Session vs. Maintenance Payment




MDPP Core Services			Ongoing Maintenance Sessions (12 months, 4 intervals)			
Core Sessions (6 months)	Core Maintenance Sessions (6 months, 2 intervals)					
(Months 0 – 6)	Interval 1 (Months 7-9)	Interval 2 (Months 10-12)	Interval 1 (Months 13-15)	Interval 2 (Months 16-18)	Interval 3 (Months 19 – 21)	Interval 4 (Months 22-24)
1 session: \$25 4 sessions: \$90 9 sessions: \$180	2 sessions (with 5% WL*): \$60	2 sessions (with 5% WL*): \$60	2 sessions (with 5% WL*): \$50	2 sessions (with 5% WL*): \$50	2 sessions (with 5% WL*): \$50	2 sessions (with 5% WL*): \$50
NOTE: Core session payments are made regardless of achievement of weight loss	2 sessions (without 5% WL*): \$15	2 sessions (without 5% WL*): \$15	2 sessions (without 5% WL*): \$0	2 sessions (without 5% WL*): \$0	2 sessions (without 5% WL*): \$0	2 sessions (without 5% WL*): \$0
5 Percent weight loss achieved: \$160			9 percent weight loss achieved: \$25			

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Who Reimburses for DPP?


- Medicare is a national payer for the DPP program
- Private health plans
 - United HealthCare, Aetna,
- Over 100 private businesses nationwide
 - Costco, Lowe's, Wells Fargo, Standard Aero
- State employees/Medicaid benefit in some states



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Who Reimburses for the DPP?

- Currently 8 states have Medicaid coverage
 - Equals over 10.5 million lives in those states
- Over 20 states have the DPP as a covered benefit for public employees and dependents
 - Equals over 3.8 million lives

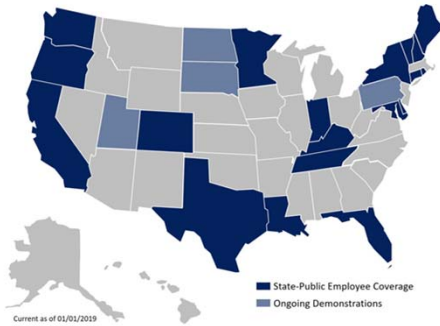


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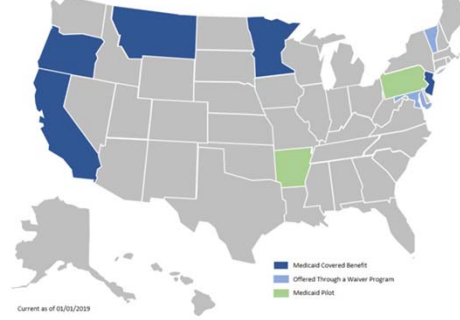
Who Reimburses for DPP?



States Where The National DPP is a State-Public Employee Covered Benefit



States Where the National DPP is a Medicaid Covered Benefit 2019



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Participating Payers and Employers. Retrieved from <https://coveragetoolkit.org/participating-payers/>

Creating a Business Model



- Health plans WANT YOU!!
- Health plans will send patient referrals to CDC recognition/MDPP suppliers
- MCOs receive lists of MDPP providers for patient refer
- Network
 - Sell your services to private businesses
 - Reduce overall healthcare spend



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Steps to Register as a DPP Provider with Medicare



- Step 1: Program must be in CDC *recognition* status
- Step 2 : Lifestyle coach must have a Type 1 NPI
 - NPPES
- Step 3 : Create an identity and access account in Pecos
- Step 4: Enroll as a Medicare DPP supplier in Pecos

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Medicare Enrollment



NEW MEDICARE APPLICATION		Application Summary	
<p>This is a report of your current Medicare application in PECOS. Note: This report is for your records only. Please do not upload this report to your electronic submission or mail it to your Fee For Service Contractor.</p> <p>Report Date: 01/22/2019</p> <p>Medicare Application Fee Required? Upon Submission</p> <p>Medicare Application Fee Paid? Upon Submission</p>		Tracking ID:	TR1022018000000
		Enrollment Status:	NEW
FROM SECTION 2: IDENTIFYING INFORMATION			
ORGANIZATION INFORMATION Hearing Ear Center			
Organization Name	Hearing Ear Center		Tax ID Number (EIN)
Other Name	Type of Other Name	Organization Structure	
IRS Proprietary/Non-Profit Status	Incorporation Date	State Where Incorporated	
Non-Profit	01/01/2011	TX	
APPLICATION SIGNATURES			
Signature Status:		Click Required Upon Submission	
Only Provided Upon Submission			
FROM SECTION 3: IDENTIFYING INFORMATION			
SUPPLIER TYPE			
Supplier Type: IN-PERSON MOHP SUPPLIER			
FROM SECTION 3: IDENTIFYING INFORMATION			
RECOGNITION STATUS			
Recognition Status:			
Identifying Information	Recognition Status	E-Recite Date	Expiration/Renewal Date
12,0001900	FULL CDC DPP RECOGNITION	01/01/2011	01/01/2020

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HCPC Codes



Billing Codes

HCPCS G-Code for MDP Services	Payment Amount	Description of MDP Service	May be reported with Modifier VM (Virtual Make Up Session)
G9873	\$25	1 st core session attended	No
G9874	\$50	4 total core sessions attended	Yes
G9875	\$90	9 total core sessions attended	Yes
G9876	\$15	2 core maintenance sessions attended in months 7-9 (weight loss goal not achieved or maintained)	Yes
G9877	\$15	2 core maintenance sessions attended in months 10-12 (weight loss goal not achieved or maintained)	Yes
G9878	\$60	2 core maintenance sessions attended in months 7-9 and weight loss goal achieved or maintained	Yes
G9879	\$60	2 core maintenance sessions attended in months 10-12 and weight loss goal achieved or maintained	Yes
G9880	\$160	5 percent weight loss from baseline achieved	No
G9881	\$25	9 percent weight loss from baseline achieved	No
G9882	\$50	2 ongoing maintenance sessions attended in months 13-15 and weight loss goal maintained	Yes
G9883	\$50	2 ongoing maintenance sessions attended in months 16-18 and weight loss goal maintained	Yes
G9884	\$50	2 ongoing maintenance sessions attended in months 19-21 and weight loss goal maintained	Yes
G9885	\$50	2 ongoing maintenance sessions attended in months 22-24 and weight loss goal maintained	Yes
G9890	\$25	Bridge payment – first session furnished by MDP service HCPCS G-code for a session previously received MDP services from a different MDP service HCPCS G-code	Yes
G9891	\$0	MDPP session reported as a line-item on a claim for a payable MDP service HCPCS G-code for a session furnished by the billing supplier that counts toward achievement of the attendance performance goal for the payable MDP service HCPCS G-code	Yes

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How Do I Bill Payers?



- DPP program is a clinical service – Medical Billing
- Contracting/credentialing
- HCFA 1500 form
- Technologies that can assist in Medical Billing

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Questions?



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