

**SPECIAL POINTS
OF INTEREST:**

- **iMedicare Webinars** (pg. 6)
- **Congrats, Joseph Petricone** (pg. 7)

INSIDE THIS ISSUE:

MA Immunization Update & Training	2
Spotlight Vendor: Medicine on Time	3
Green Line Apothecary First Pharmacy for On-site Lyme Disease Prevention	3
Legislative Updates	4-5
What's Up at NPSC?	6
NPSC Fall Dinner Meetings	7
2017 CMS Compliance Reqs	7

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5 Action Steps to Take Now

By: David Benoit

For some Participating Pharmacies, the summertime is their busy, busy season. For the majority it is a period when business slows down, people take vacations, and we prepare for the flu season and winter. The older kids are going off to college, and younger ones are returning to the local schools. Contrary to what we hear so often, many students are looking forward to the new school year. They will get back in the fray, face new challenges, and achieve new milestones. It is a good time for many of us to try and do much the same.



1. We expect coming legislative sessions to offer us new opportunities to advance pharmacy practice and other interests. The legislators are accessible in their local offices. **Now would be a good time to extend existing legislator relationships** and embark on the development of new ones.
2. Hopefully, you're planning for immunization cycles and the upcoming flu season is complete and ready to roll out. In Massachusetts, some may wish to take advantage of the updated regulations allowing the immunization of patients between 9 and 18 years old. You might also be engaged in developing community outreach for naloxone rescue; pharmacists in Maine are looking at a new opportunity, recently passed by the legislature.
3. I know many stores meet their training and credentialing deadlines at the

very end of the year. That is usually a very busy time. This period of lesser pressure and demand for your services is a great time to get as much training and credentialing done for 2017 as time will allow. **The NCPDP Part II credentialing has to be completed before the end of the year.** If you have completed it, we suggest you confirm the changes by confirming the "last update date" in your NCPDP profile is recent. Some have done the work but have yet to hit the "SUBMIT" button. If Part II is completed, NCPDP will send you an email saying so.

4. **FWA training can be completed now by all current employees.** Then, you won't have to make time at the end of the year. Remember that the FWA training you complete by the end of this year is for 2017; it is not for next year!
5. If you have time and a sufficiently talented employee and you have not already done so, you could put your process in place for monitoring Mirixa and Outcomes and completing your cases. The CMRs are very important. In any case, increasing patient adherence is generally good for business, which is why vigorous medication synchronization is being operated in an ever increasing number of stores. Our competition, the chains, are doing some of it, in some

Continued on page 2

“5 Action Steps” continued from pg. 1

cases for years now (*Think about automatic refill programs – they are synchronization without the patient’s specific directive.*)

NPSC has set the dates for five (5) dinner meetings with one more in the hopper. (See pg. 7 for details.) We hope you will attend and bring ideas about new opportunities, programs, activities, and services which are suitable for independent community pharmacies. In November, the Board of Directors will spend a half day focusing on new opportunities for pharmacies that NPSC should help develop and deploy. Hopefully,

you can sense that the Dinner Meetings lead directly to consequences during Strategic Planning by NPSC’s Board of Directors. First things must come first, so we hope to hear from you soon at the Dinner Meetings.

The NCPA Annual Convention is coming up in October at the Gaylord Resort in Orlando, Florida. It is an excellent opportunity to learn from colleagues. While their geography may be different, most colleagues’ challenges and opportunities are the same. Maybe you should try it this year. I’ll be there!



Danielson Pharmacy, Danielson, CT

MedRx Pharmacy, Lawrence, MA

MA IMMUNIZATION UPDATE & TRAININGS



The Department of Public Health recently revised regulations to allow registered pharmacists and pharmacist interns to administer influenza vaccine and other selected vaccines to 9 years of age or older. The regulation can be found in 105CMR 700.000. The Joint Policy 2017-08: Pharmacist Administration of Vaccines has

been revised and can be found at

<http://www.mass.gov/eohhs/docs/dph/quality/boards/pharmacy/alerts/policy-17-08.pdf>

IMMUNIZATION TRAINING IN MA

Northeastern University has added an additional immunization course scheduled for September 9, 2017. To register visit <http://www.northeastern.edu/bouve/pharmacy/continuing-education/> or contact Anita Young at 617-373-5418.

NPSC SPOTLIGHT VENDOR: MEDICINE ON TIME



In the
Spotlight

Medicine-On-Time is a leader in the medication adherence market, pioneering innovations in medication synchronization, industry leading multi-dose pharmaceutical packaging software, color coded calendar cards for compliance packaging, and more. Our turn key solution and expertise in multi- dose medication adherence provides added confidence

for our pharmacy customers and their patients. At the heart of our products is a deep passion for bringing peace of mind for patients, pharmacies, and physicians. Our system not only provide adherence solutions for users across the board, but independence for those who just need a little extra help with their health. With more than 250 million prescriptions filled across the US, Medicine-On-Time is committed to improving patient quality of life through safe, accurate solutions to medication management.

Our complete system includes a comprehensive workstation, robust software, compliance packaging, automation solutions and a network of support mechanisms allowing pharmacists to grow their business and reach more patients in need.

For more information, please contact Nina at 800-722-8824 ext 829 or nina.zingariello@medicineontime.com.

Green Line Apothecary Becomes Nations First Pharmacy to Offer Onsite Antibiotic Lyme Disease Prevention!

Congratulations, Christina Procaccianti!

By Karen Hekeler

Green Line Apothecary in Wakefield RI becomes the Nation's first pharmacy to offer on-site antibiotic Lyme disease prevention! The pharmacy works with a collaborative practice agreement with infectious disease specialist Frederic Silverblatt and University of Rhode Island College of Pharmacy clinical associate professor Anita Jacobson to administer single doses of doxycycline. In Rhode Island, pharmacists cannot ordinarily prescribe antibiotics, but working under a collaborative

practice agreement, they now can prescribe a single dose of doxycycline to those who qualify.



To qualify for this preventive treatment, a deer tick must have been attached for at least 36 hours and must have also been removed less than 72 hours prior to coming in. RI pharmacies interested in being able to offer Lyme Disease Prophylaxis under this Collaborative Practice Agreement should contact Anita Jacobson, Pharm D: anita@uri.edu.

MA Legislative Update

By Dennis Lyons, R.Ph., Legislative Consultant to MIPA

The past month has been very busy with Pharmacy visits as well as several hearings at the State House. The following are the bills currently being followed:

HB3582: An Act prohibiting certain pharmacy claims fees

- Defining certain fees imposed on pharmacists/pharmacies by health insurance companies or pharmacy benefit managers as unfair and deceptive trade practices, including any fees that are not apparent, not reported on remittance advice or imposed after claim adjudication

HB1214: An Act recognizing pharmacists as healthcare providers

SB1240

- Amends GL111 the Public Health statute,

to add pharmacists to the list of health care providers governed by this statute.

HB2185: An Act to ensure access to generic medications

SB583

- Adds a new section to 3C to GL Chapter 176D to establish a maximum allowable cost list that will provide the maximum amount that a pharmacy benefits manager or covered entity will reimburse a pharmacy for the cost of a drug or a medical product/device in an effort to ensure affordability and access to generic medications. Provides the processes that will encompass this program are to be defined by a pharmacy benefits manager or covered entity, including the appeals process.



CT Legislative Update

By Kevin Hill, NPSC Lobbyist, Power, Brennan & Griffin, LLC

On Monday, July 26th, the House of Representatives met to override a veto by Governor Malloy regarding affordable housing and, more importantly, to vote on the latest SEBAC agreement with state employees. Normally, these collective bargaining agreements are not voted on by the legislature. Once the legislature begins its regular session it is automatically enacted after 30 days. However, the state desperately needs to realize the savings of this agreement immediately and voted for it on Monday by a vote of 78-72.

The SEBAC agreement now goes to the Senate for a vote (likely Monday, July 31st). There are three moderate Democratic Senators who have expressed reservations about the agreement already. The agreement is to save \$1.5 billion over the biennium. With the 18-18 tie in the Senate,

Democrats need all of their members to vote in favor of the agreement as well as the Lieutenant Governor's tie breaking vote as no Republican votes are expected to be in favor of the agreement.

The SEBAC agreement, in theory, should bring the state closer to a state budget. This week I met with staff from the Governor's office as well as House and Senate Leaders to discuss the state budget. Leadership is crafting a budget as we speak and could bring it to their respective caucuses as early as next week.

In terms of pharmacy, we still need language in the budget that codifies our new reimbursement but that is essentially a federal mandate and have not heard anything regarding its removal.



ME Legislative Update

By Ron Lanton, NPSC Lobbyist, True North Political Solutions

Our past legislation in Maine has been some of the strongest legislation passed in support of pharmacy in the region. Both our MAC and DIR Clawback bills have been used as templates for other states such as Rhode Island and Connecticut. This next session in Maine will be an emergency session. We recommend a two prong process of proactive legislation and defense. True North has set up a sponsor and bipartisan support for a limited pharmacy recognition bill. This bill would connect pharmacy with other providers to help with the opioid crisis in the state and be recognized as providers for this service. On the defense, we will monitor possible PBM legislation and any other bills from last session that may affect pharmacy and defend pharmacy interests when necessary. Especially with the PBMs still raising their displeasure with the pharmacy MAC legislation we passed last year, we advise that we monitor this situation closely this session, as we expect we will have to protect recent pharmacy gains.



were given another legislative victory in Maine with the passage of LD 6 titled An Act to Prohibit Insurance Carriers from Charging Enrollees for Prescription Drugs in Amounts That Exceed the Drugs' Costs. The bill ends the clawback and gag-order on pharmacists imposed by the PBMs.

Narcan Dispensing: LD 1594: This bill sets standards for pharmacies dispensing naloxone through the Board of Pharmacy. Specifically, until July 1, 2019, a pharmacist may prescribe and dispense naloxone hydrochloride in accordance with protocols established under Title 32, section 13815 to an individual at risk of experiencing an opioid-related drug overdose. Also until July 1, 2019, a pharmacist may prescribe and dispense naloxone hydrochloride in accordance with protocols established under Title 32, section 13815 to a member of an individual's immediate family or a friend of the individual or to another person in a position to assist the individual if the individual is at risk of experiencing an opioid-related drug overdose.

Clawback Victory: This session the pharmacists

Silly & Sweet... you'll love our cards!



Life is a fine balance
between temptation
and self-control...

succumb to temptation!
Happy Birthday

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or email us at: info@sundaygreetings.com



WHAT'S UP AT NPSC?



Dinner Meetings have been scheduled in your area.
Watch your email & fax for more information!

NPSC Signs An Agreement with Nature's Trust
*(former execs from the Nature's Bounty group formed a new company;
product now available from Kinray, McKesson, and soon other wholesalers)*



NPSC is working on an online
comparative tool for generics. Stay tuned!

Reminder: NPSC pays for the NCPA membership fees.
NCPA should NOT bill you directly.



Yes, our new website is long overdue,
but we promise it will arrive in 2017!

www.northeastpharmacy.com

The NCPA Annual Convention is in Orlando
this year on Oct 14-Oct 18. It is a practical
event with an idea or solution that you can
translate to profits right away. Come and join
us there!



The Advance Beneficiary Advance
Notice of Noncoverage (ABN)
(CMS-R-131) has been updated on
CMS. English and Spanish versions
are located at [https://
www.cms.gov/medicare/medicare-](https://www.cms.gov/medicare/medicare-)

iMedicare Webinars

iMedicare is holding webinars in preparation for
Open Enrollment. If you are interested visit:
<https://imedicare.com/webinars/sales/>

NPSC Fall Dinner Meetings

The Annual Fall Dinner meetings are an opportunity to meet with us and your colleagues, to ask questions and get answers in a small group setting. We will be looking for opportunities, ideas, and challenges to discuss with the Board of Directors. Dinner meetings are free to owners and key staff. Those who have attended in the past have commented that it was an invaluable experience. We hope to see you there!

Sept 13 ~ Eli's, Hamden, CT

Sept 19 ~ Baci Grill, Cromwell, CT

Sept 26 ~ Four Points Sheraton, Norwood, MA

Oct 3 ~ Tuscan Kitchen, Burlington, MA

Oct 10 ~ Delaney House, Holyoke, MA



Meetings begin at 7:00PM. RSVP: 800-532-3742

2017 CMS Compliance Program Requirements

The web-based training for CMS Medicare Parts C and D Fraud, Waste and Abuse Training and Medicare Parts C and D General Compliance Training can be found at <https://learner.mnlms.com>

Congratulations



Congratulations Joseph Petricone, Jr of Petricone's Pharmacy in Torrington, CT. Joe was interviewed on 7/20 for the film, "Recovery Community" – a Documentary of Hope which will focus on how the opioid epidemic is affecting the Northwest Corner of Connecticut. Joe was invited to be a part of this documentary because of his involvement in his community in helping people gain access to Naloxone. The film is expected to be released in the Fall.

TUESDAYS AT 10



Argosy Group offers the NPSC network FREE monthly webinars with the best in DME information! This is a wonderful service that many of our network stores have come to look forward to. It will be the best 30 minutes you spend all day!

Next Webinar

Date: Sept. 12, 2017 Time: 11:00 EST

Topic: Business/Operational Topic

Register: www.northeastpharmacy.com

Click on Tuesday at 10 Tab

2018 Expo & CE: *NEW* Two Day Schedule
April 24-25, 2018
Mystic Marriott, Groton, CT

Mark Your Calendars!
You are NOT going to want to MISS this!

Day One

- ◆ Training Workshops (CPR & AED Certification, DEA or OSHA workshop)
- ◆ Registration opens at 11:00AM
- ◆ “Let’s Network” Vendor Gala

Day Two

- ◆ Timely & Relevant CE Programs from 8:00 AM-5:00 PM (no evening program)
- ◆ More Exhibit Hall Time
- ◆ Raffle during Exhibitor Lunch

One-on-one sessions available with Gabe Trahan of NCPA BOTH days!

ACPE Credit Offered to BOTH pharmacists and technicians!

More info to come on www.northeastpharmacy.com

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