

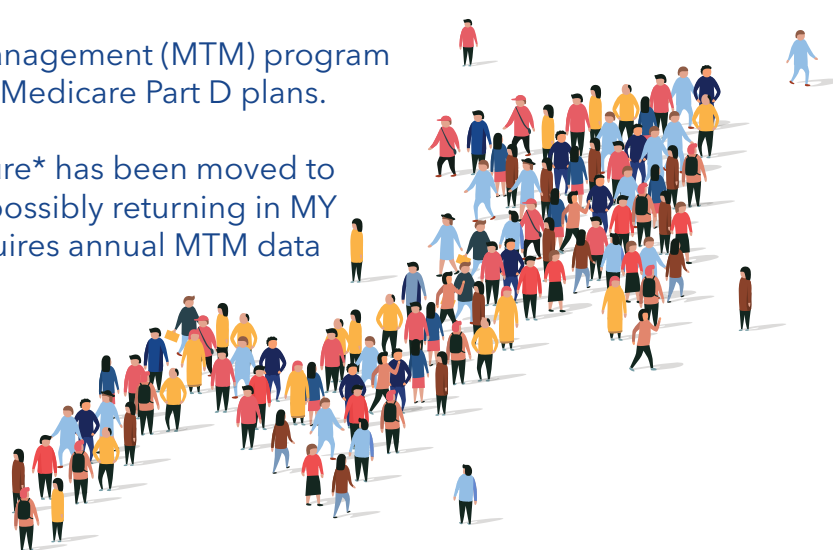
# Tackle Massive MTM Program Expansion with **Key Actions** for Success

## UNDERSTANDING THE CHANGES

The CMS overhaul of the medication therapy management (MTM) program eligibility criteria will usher in major changes for Medicare Part D plans.

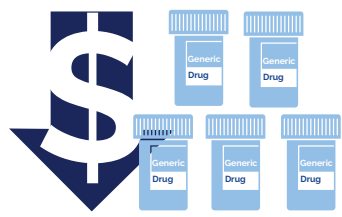
With the finalized changes from CMS, the measure\* has been moved to display for the 2025-2026 measurement years (possibly returning in MY 2027 for the 2029 Stars). However, CMS still requires annual MTM data submission to maintain Part D contracts.

In addition, plans should get started right away understanding program changes and implementing a strategy to scale up for the influx of newly eligible members.



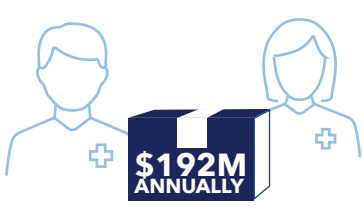
\*Medication Therapy Management (MTM) Program Completion Rate for Comprehensive Medication Review (CMR) measure

### THE ANNUAL COST THRESHOLD HAS BEEN REVISED



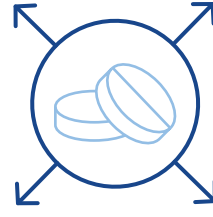
CMS has revised the cost threshold to be set at the average cost of 8 generic drugs (from \$5,330 in 2024 to just \$1,623 for 2025).

### EXPANDED QUALIFICATIONS WILL INCREASE THE COST OF PROGRAM DELIVERY



CMS acknowledges these changes will lead to additional MA plan costs for approximately \$192 million annually for required MTM services.

### THE QUALIFYING LIST OF CORE CHRONIC CONDITIONS TO ENROLL IN MTM HAS EXPANDED



CMS is requiring plans to include all 10 core chronic conditions as part of the qualifying criteria. Expanding to 10 from a minimum of 5 in prior years will dramatically increase the list of MTM-eligible members.

## EXPANDED QUALIFICATIONS WILL INCREASE THE VOLUME OF ELIGIBLE BENEFICIARIES.

***"We estimate that these changes would increase the number and percentage of Part D enrollees eligible for MTM services from 3.6 million (7%) to 7.1 million (13%)."***

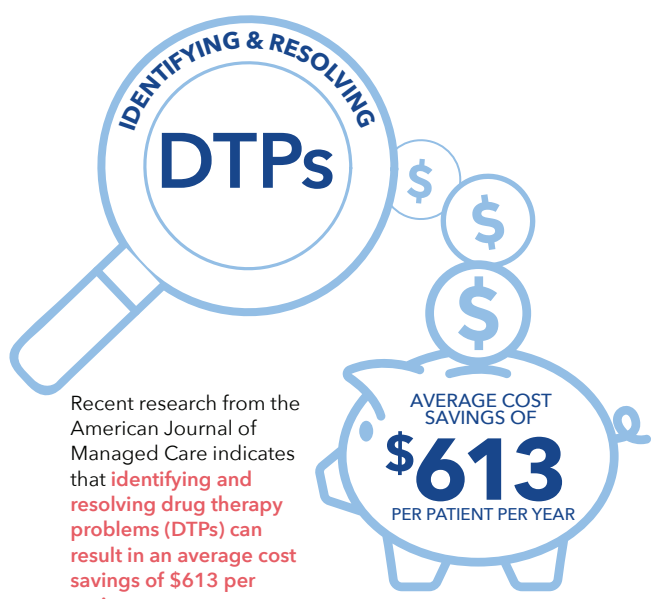
– Centers for Medicare & Medicaid Services



### Chronic Conditions Included in MTM Eligibility

- Alzheimer's Disease
- Bone Disease / Arthritis
- Congestive Heart Failure
- Diabetes
- Dyslipidemia
- End-Stage Renal Disease
- Hypertension
- Mental Health
- Respiratory Disease
- HIV/AIDS

## FINANCIAL IMPACT



### OPTIMIZED MEDICATION UTILIZATION REPRESENTS A

# \$500B

OPPORTUNITY TO REDUCE HEALTHCARE SPENDING

Overall, optimized medication utilization represents a \$500 billion opportunity to reduce healthcare spending, even a small fraction of which would certainly more than compensate plans for the funding required to address the MTM program changes.

## TOP CAPABILITIES FOR SUCCESS



### ACCURACY

Plans must be able to accurately identify eligible members, get maximum DTP resolution from CMRs, and monitor program effectiveness.



### SCALABILITY

Plans must be prepared for rapid scalability.



### FUNDING

Plans must find a way to fund the added outreach to the additional members.

## ADDRESSING PROPOSED CHALLENGES WITH THE RIGHT MTM CAPABILITIES



### Flexible Program Management

- Omnichannel program options for growing enrollment and CMR capacity
- Choice of partner-deployed clinicians for high-quality services without worry of staffing retention
- Maintain member experience throughout program growth



### Empowered Clinician Outreach

- Ultimate CMR effectiveness through maximum drug therapy problem (DTP) identification
- Personal connection through motivational interviewing to uncover additional adherence gaps
- Simplified clinician experience through intelligent clinical workflow and easy-to-use interface



### Robust Data Utilization

- Data analytics platform to accurately identify eligible members
- Ability to forecast potential increased eligibility growth
- Support to continue required annual data submission and maintain Part D contract



### New Funding Sources

- Alignment of medical and pharmacy data to maximize DTP identification, adherence gap closure and cost reduction
- Additional cost savings opportunities:
- Identification of specialty drug and site-of-care alternatives
- Identification of potential formulary-based drug swaps

Maximized DTP gap closure helps MA plans support the best possible member health outcomes, avoid future medical spending and maximize future cost savings.

This can help fund (in whole or in part) MTM program expansion.

## READY TO GET STARTED?

Learn more about the unrivaled capabilities available as part of an AdhereHealth MTM solution to prepare for CMS MTM changes.