



# National Progress Report 2008

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ePrescribe FL Summary  
Q1 2009

**Todd Hardman**  
Director of Business Development

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# Overview

Significant growth was seen in the use of three critical steps in the e-prescribing process between 2006 and 2008:

Prescription **benefit**, prescription **history** and prescription **routing** as well as in the adoption of this technology by prescribers, by payers and by pharmacies.

- **Part 1: Electronic Prescribing Use**
- **Part 2: Electronic Prescribing Adoption**
- **Part 3: Analysis: Key Drivers of E-Prescribing in 2008**
- **Part 4: Next Steps: Actions Needed to Support Growth of E-Prescribing**

# Executive Summary

## Part 1: Electronic Prescribing Use

- **Total E-Prescribing Message Volume:** E-prescribing message volume doubled between 2007 and 2008 to over 240 million.
- **Prescription Benefit:** Electronic requests for prescription benefit information grew from 37 million in 2007 to 78 million in 2008.
- **Prescription History:** Prescription histories delivered to prescribers grew from over 6 million in 2007 to over 16 million in 2008.
- **Prescription Routing:** Prescriptions routed electronically grew from 29 million in 2007 to 68 million in 2008.
- **EMR vs. Standalone E-Prescribing Software:** Only about 30 percent of electronic medical record (EMR) systems are deployed for all three e-prescribing services, versus about 80 percent of standalone e-prescribing software.

# Executive Summary

## Part 2: Electronic Prescribing Adoption

- **Prescribers:** The number of prescribers routing prescriptions electronically grew from 36,000 at the end of 2007 to over 74,000 by the end of 2008 – or 12 percent of all office-based prescribers.
- **Payers:** At the end of 2008, Surescripts could provide prescription benefit and history information for 65 percent of patients in the U.S.
- **State Medicaid Programs:** At the end of 2008, seven states were connected to the Surescripts network through their PBMs to deliver prescription information for fee-for-service Medicaid patients with three more in process.
- **Community and Mail Order Pharmacies:** At the end of 2008, approximately 46,000 – or 76 percent - of community pharmacies in the U.S. were connected for prescription routing and six of the largest mail order pharmacies were able to receive prescriptions electronically.

# Executive Summary

## Part 3: Analysis: Key Drivers of E-Prescribing in 2008

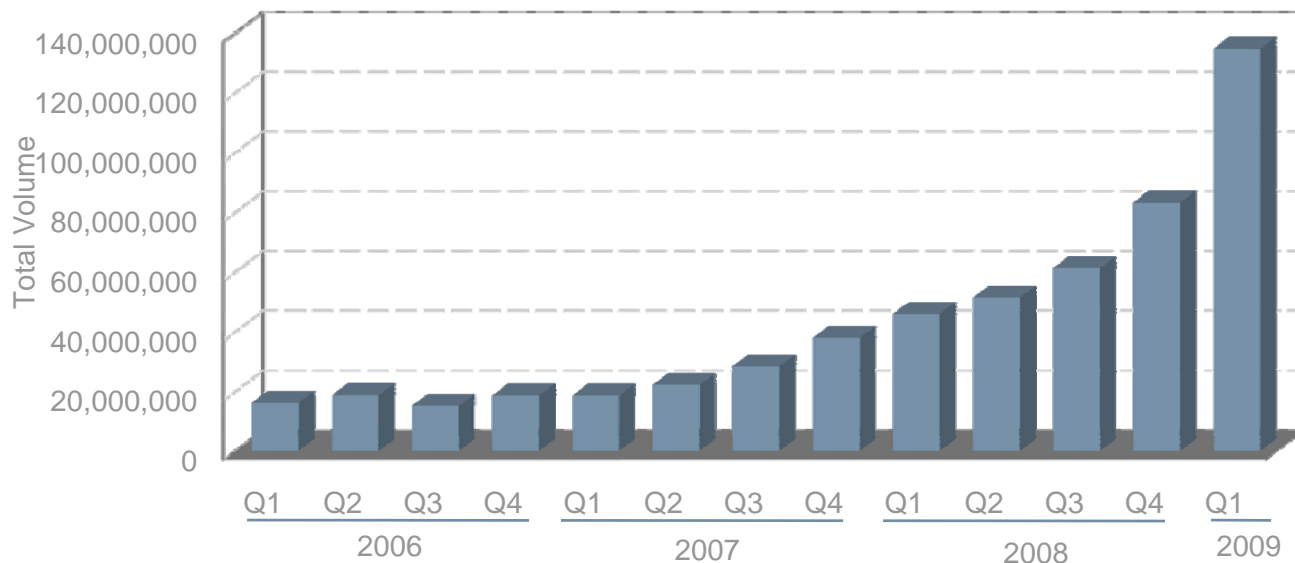
- Significant attention was focused on e-prescribing at the federal and state policy levels.
- National programs drove e-prescribing and offered practical tools to assist the industry in moving forward.
- E-prescribing adoption accelerated among key groups:
  - ✓ Payers (including pharmacy benefit managers
  - ✓ (PBMs) and Medicaid plans),
  - ✓ Prescribers and pharmacies.

## Part 4: Next Steps Action Needed

- **Action #1:** Continue to work with the DEA to pass regulations that allow controlled substances to be electronically prescribed in a manner that is both workable and scalable.
- **Action #2:** Work to ensure that “meaningful use” under the American Recovery and Reinvestment Act of 2009 includes the actual use of e-prescribing.
- **Action #3:** Fill gaps in e-prescribing participation among payers, state Medicaid programs and independent pharmacies.
- **Action #4:** Raise awareness across the industry and encourage deployment and use of e-prescribing – encompassing prescription benefit, prescription history and prescription routing.
- **Action #5:** Provide education, financial incentives and implementation assistance for all prescribers, with a particular focus on addressing the needs of small and medium-size practices.

# Part 1: Total E-Prescribing Message Volume

Total E-Prescribing Message Volume



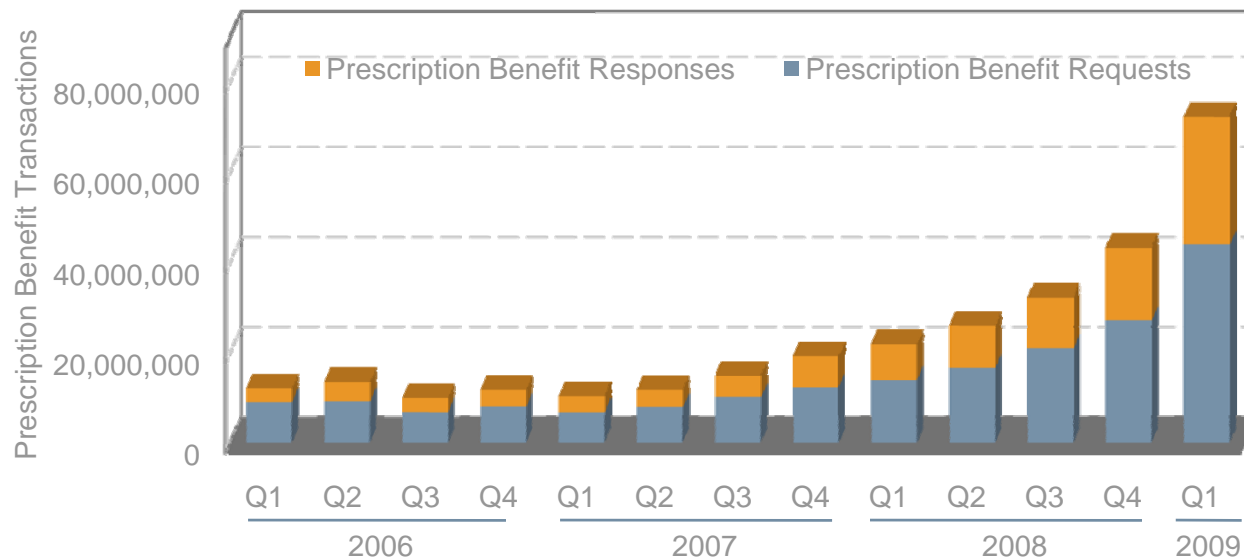
Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

## Key Statistics

- E-prescribing message volume doubled between 2007 and 2008 to over 240 million
- The number of e-prescribing messages between 2006 and 2008 totaled nearly half a billion.

# Part 1: Prescription Benefit

Prescription Benefit: Quarterly Growth



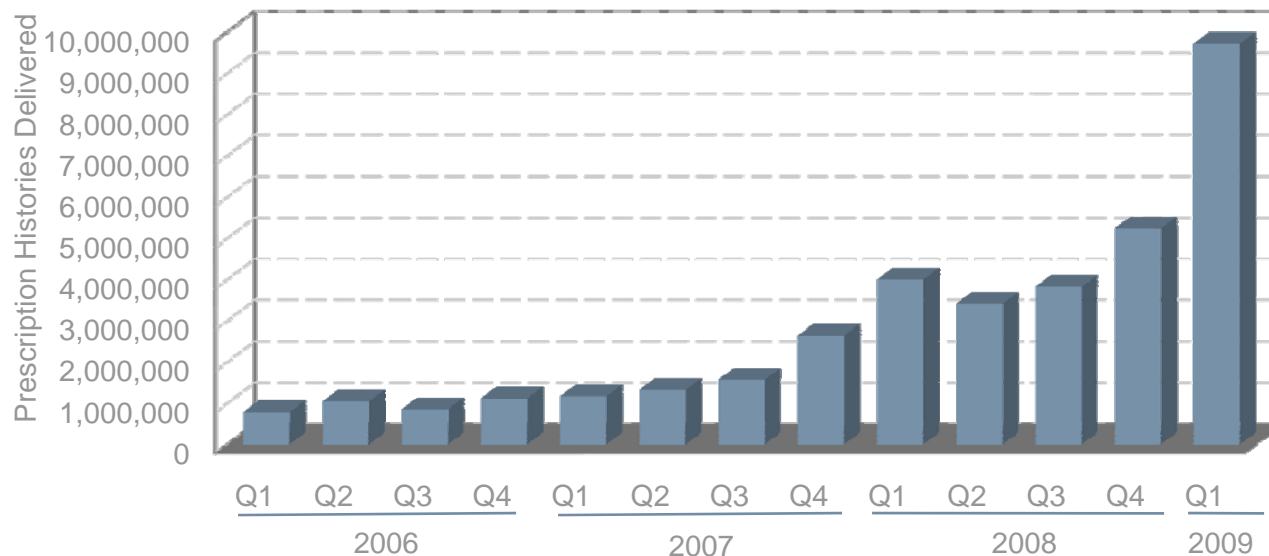
Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

## Key Statistics:

- Electronic requests for prescription benefit information grew from 37 million in 2007 to 78 million in 2008. Although this growth is significant, it represents an increase from only 4 percent of patient visits to 9 percent.
- At the end of 2008, the response rate to requests for prescription benefit (the rate at which information for the patient can be returned to the prescriber) was 69 percent.

# Part 1: Prescription History

## Prescription History: Quarterly Growth



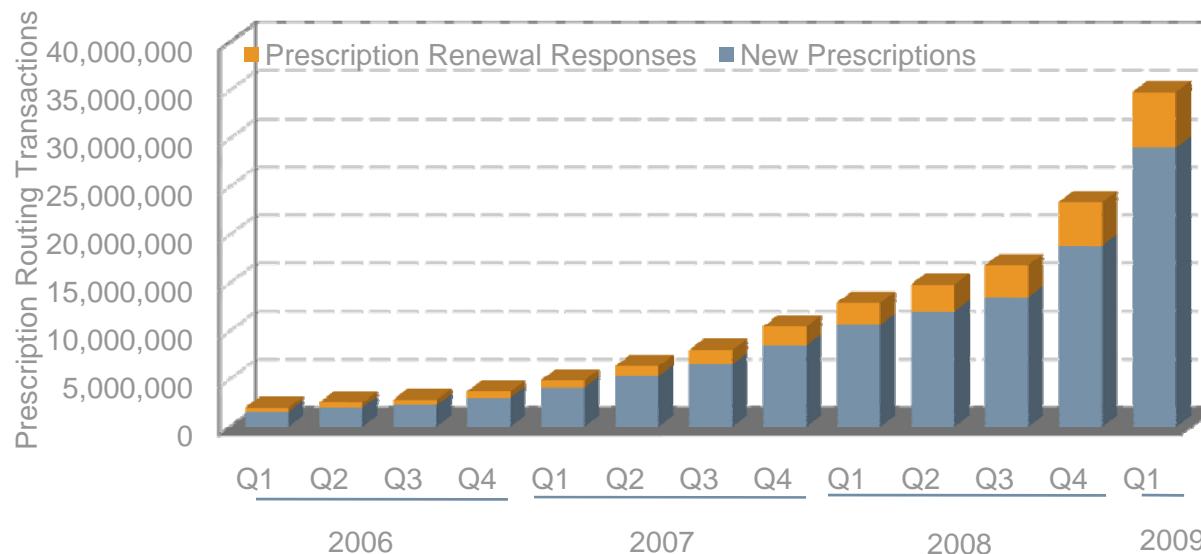
Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

## Key Statistics

- The number of prescription histories delivered to prescribers grew from over 6 million in 2007 to over 16 million in 2008. Although this growth is significant, it represents an increase from only 0.7 percent of patient visits to 1.8 percent.
- With a patient's consent, Surescripts can provide prescription history data for more than 200 million patients.

# Part 1: Prescription Routing

Prescription Routing: Quarterly Growth



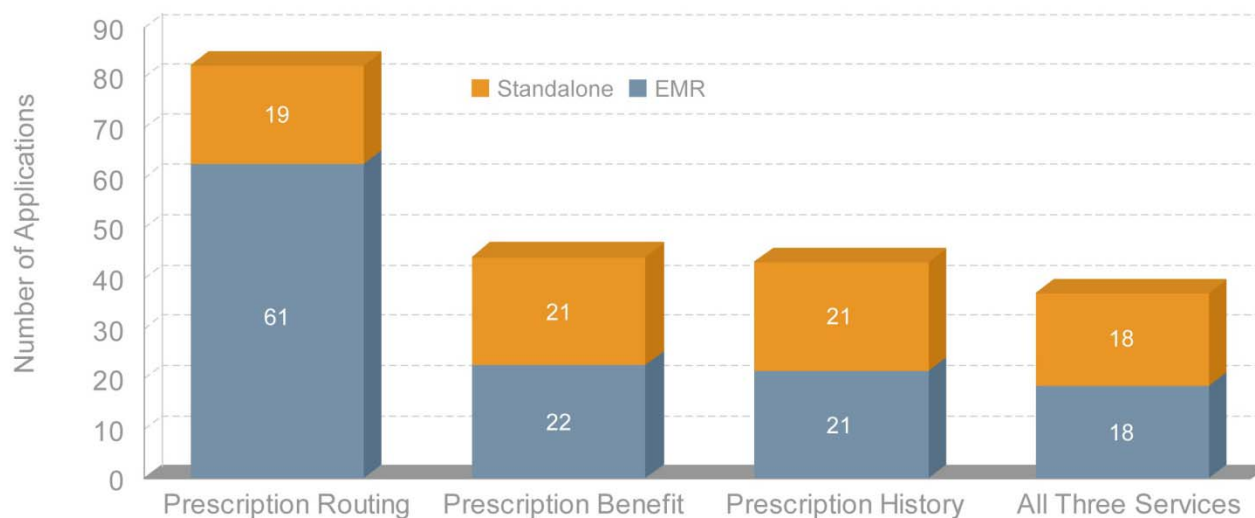
Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

## Key Statistics

- Prescriptions routed electronically grew from 29 million in 2007 to 68 million in 2008. Although this growth is significant, it only represents a shift from 2 percent of eligible prescriptions to 4 percent.
- In December 2008, the rate of prescriptions routed electronically, as a percentage of prescriptions eligible for electronic routing, rose to 6.6 percent.

# Part 1: EMR vs. Standalone E-prescribing Software

Vendor Software Certified and Deployed for E-Prescribing



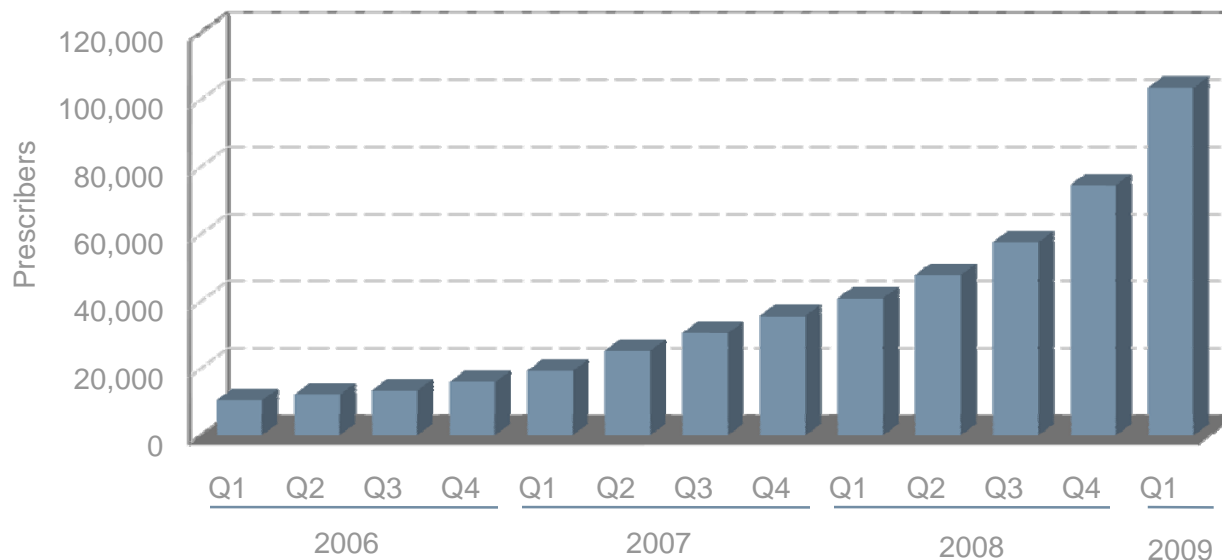
Source: Surescripts and The 2008 National Progress Report on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

## Key Statistics

- Only about 30 percent of EMR software is deployed for all three e-prescribing services, versus about 80 percent of standalone e-prescribing software.
- 72 EMRs were certified and deployed for prescription routing in 2008 compared to 28 that were certified and deployed for prescription benefit and 27 for prescription history.
- The proportion of prescribers using EMR software versus standalone e-prescribing software for prescription routing grew from about 31 percent in 2006 to 63 percent in 2008.

## Part 2: Electronic Prescribing Adoption: Prescribers

Active Prescribers: Quarterly Growth



Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

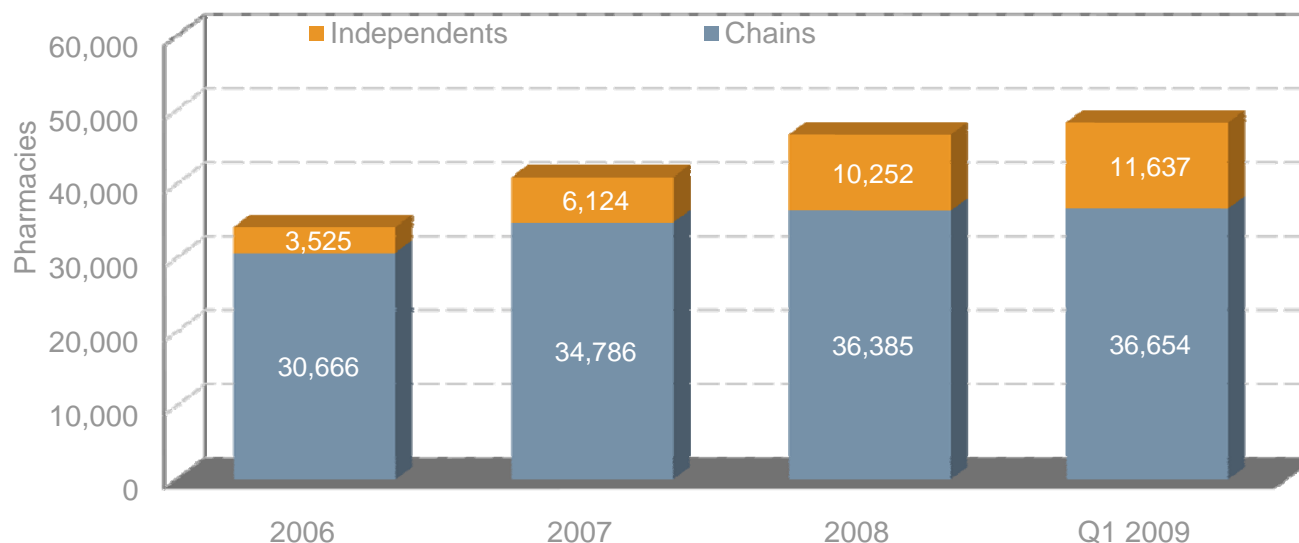
### Key Statistics

- The number of prescribers routing prescriptions electronically grew from 36,000 at the end of 2007 to more than 74,000 by the end of 2008, or 12 percent of all office-based prescribers.
- All prescribers in the graph above used electronic prescription routing. A portion also accessed prescription benefit and prescription history services.



## Part 2: Electronic Prescription Adoption: Pharmacies

Community Pharmacies Connected for Prescription Routing



Source: Surescripts and The 2008 National Progress on E-Prescribing ([www.surescripts.com/report](http://www.surescripts.com/report))

### Key Statistics

- At the end of 2008, approximately 46,000 – or 76 percent - of community pharmacies in the U.S. were connected for prescription routing and six of the largest mail order pharmacies were able to receive prescriptions electronically.
- 46% of independently owned pharmacies were connected to the Surescripts network for prescription routing in 2009, up from 27% in 2007

## Part 3: Analysis: Key Drivers of E-Prescribing in 2008

### **Federal and State Policies**

- CCHIT
- CMS
- DEA
- MIPPA

### **National Programs**

- Center for Health Transformation
- The Center for Improving Medication Management/eHealth Initiative/Medical Societies
- Community Pharmacies
- National Governors Association
- PCMA/RxHub
- States
- NACDS/NCPA/SureScripts

### **Key Groups**

- Independent Pharmacies
- Payers and State Medicaid plans
- Prescribers

## Part 4: Next Steps Action Needed

- **Action #1:** Continue to work with the DEA to pass regulations that allow controlled substances to be electronically prescribed in a manner that is both workable and scalable.
- **Action #2:** Work to ensure that “meaningful use” under the American Recovery and Reinvestment Act of 2009 includes the actual use of e-prescribing.
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# ePrescribe Florida Summary Q1 2009

# Florida transaction trends

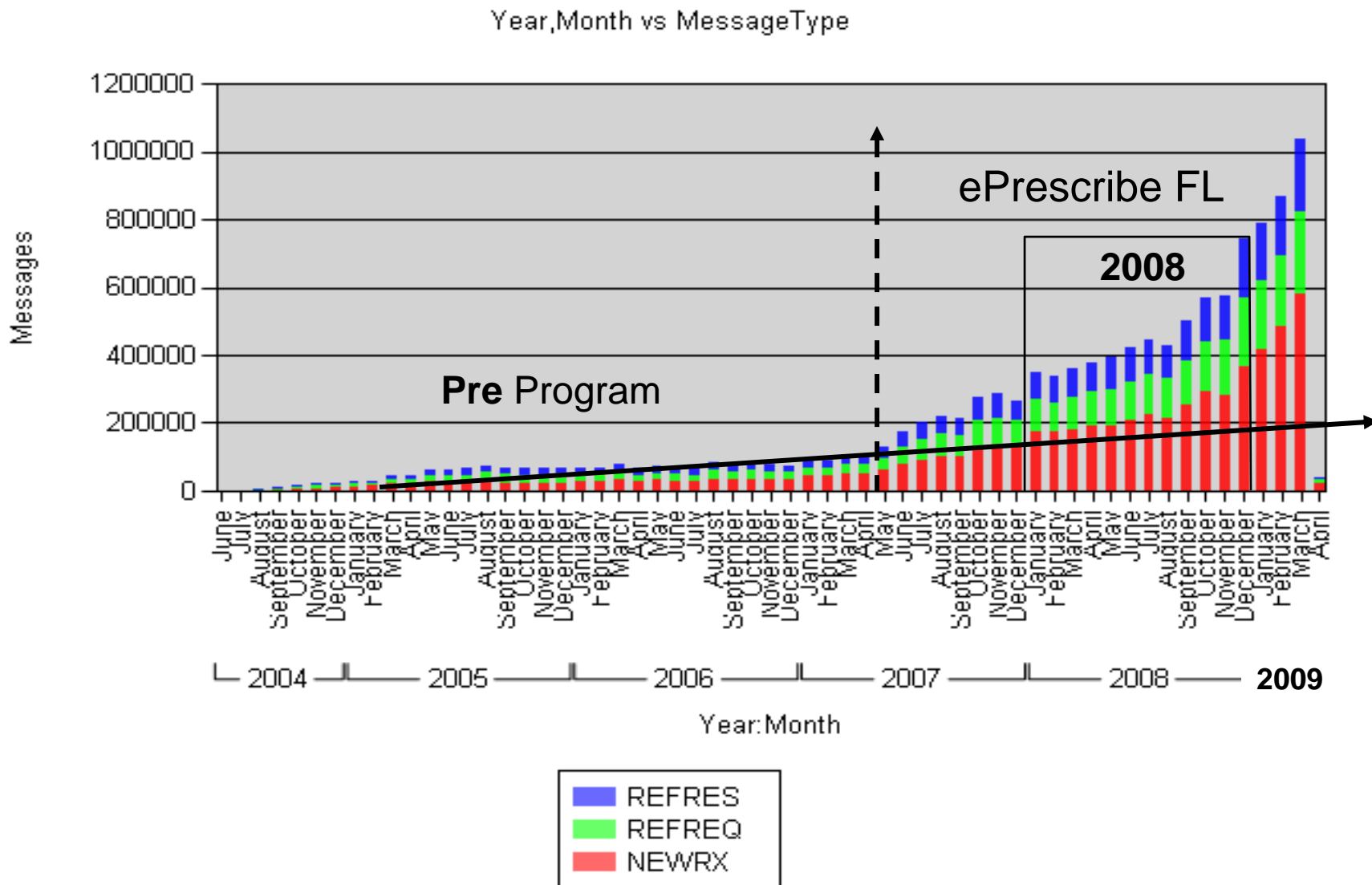
E-Prescriptions	2005	2006	2007	2008	Q1 2009
New E-Prescriptions	247,964	359,192	1,023,148	<b>2,742,693</b>	
E-Refill Requests	235,609	274,014	629,269	<b>1,491,609</b>	
E-Refill Responses	186,562	236,012	544,221	<b>1,267,141</b>	
Total E-Prescription Transactions	670,135	869,218	2,196,638	<b>5,501,443</b>	<b>2,737,326*</b>
Annual Growth in E-Prescription Transactions	-	30%	153%	150%	

**\*FL achieved 50% of 2008 total volume in Q1 2009  
For Mar 2009 – FL ranks #3 in nation for overall transaction volume**

# FL Transaction Summary

		NEWRX	REFREQ	REFRES	Total	
		Messages	Messages	Messages	Messages	
'08	January	Total	172,024	97,139	82,624	351,787
	February	Total	173,364	88,104	73,614	335,082
	March	Total	178,495	98,995	82,964	360,454
	April	Total	188,331	102,436	86,269	377,036
	May	Total	192,857	108,106	90,836	391,799
	June	Total	205,976	113,466	100,557	419,999
	July	Total	223,746	120,103	102,404	446,253
	August	Total	215,740	118,335	96,208	430,283
	September	Total	250,816	133,088	116,355	500,259
	October	Total	291,094	149,424	127,873	568,391
	November	Total	281,901	162,319	130,550	574,770
	December	Total	368,349	200,094	176,887	745,330
Total		2,742,693	1,491,609	1,267,141	5,501,443	
Q1 - 09	January	Total	417,610	203,580	169,717	790,907
	February	Total	484,555	206,593	175,335	866,483
	March	Total	578,946	246,849	214,064	1,039,859
	April	Total	22,567	9,877	7,633	40,077
	Total		1,503,678	666,899	566,749	2,737,326

# FL Transaction Growth



## 2008 National Report Standing

- Total FL prescriptions available for ePrescribing – 103 million
- Total qualified ePrescription transactions – 4.010 million
  - ✓ 2007 – 1,567,369 (2008 +156%)
- **Percentage of ePrescribing – 3.9% (National Avg. 4.0%)**
  - ✓ 2007 – 1.62%
- **In 2008 FL grew ePrescribing 141%**

# Florida ePrescribers

<b>Prescribers</b>				
<b>2007</b>	<b>Active Dec 31</b>	<b>% Chg</b>	<b>Goal</b>	<b>% of Goal</b>
<b>2,331</b>	<b>4,114</b>	<b>76%</b>	<b>4,500</b>	<b>91.4%</b>


- Q1 2009 – 6,055 (+47%)
- Of the ~33,000 FL office based docs = 19% are ePrescribing today
- Active prescribers today – 6,265

# FL Prescribers by MSA – Top 5 MSA's

		FLORIDA		
MSA		Activated	Active	% Active
	Daytona Beach, FL MSA	247	145	58.7%
	Fort Myers-Cape Coral, FL MSA	306	211	68.95%
	Fort Pierce-Port St. Lucie, FL MSA	140	96	68.57%
	Fort Walton Beach, FL MSA	27	20	74.07%
3	Gainesville, FL MSA	184	109	59.24%
→	Jacksonville, FL MSA	921	541	58.74%
	Lakeland-Winter Haven, FL MSA	428	360	84.11%
2	Melbourne-Titusville-Palm Bay, FL MSA	366	215	58.74%
→	Miami-Fort Lauderdale, FL CMSA	1,561	1,040	66.62%
	Naples, FL MSA	180	144	80.0%
	Non-MSA	391	276	70.59%
4	Ocala, FL MSA	131	99	75.57%
→	Orlando, FL MSA	874	597	68.31%
	Panama City, FL MSA	45	27	60.0%
	Pensacola, FL MSA	230	150	65.22%
	Punta Gorda, FL MSA	72	44	61.11%
	Sarasota-Bradenton, FL MSA	302	222	73.51%
1	Tallahassee, FL MSA	176	137	77.84%
→	Tampa-St. Petersburg-Clearwater, FL MSA	1,665	1,182	70.99%
5	West Palm Beach-Boca Raton, FL MSA	651	445	68.36%
→	<b>Total</b>	<b>8,911</b>	<b>6,066</b>	<b>68.07%</b>

## A Gap of Opportunity

Total	
Activated	Active
9,064	6,262



- Gap of opportunity = 2,802 prescribers
- Prescribers that should have basic understanding of ePrescribing
- Represents one “low hanging fruit” opportunity to grow

## Q1 Trend in Florida

### Overall FL ePrescribing growth is continuing

- '08 Total 3.9%
- In January 6.8%
- In February 7.7%
- In March 9.2%

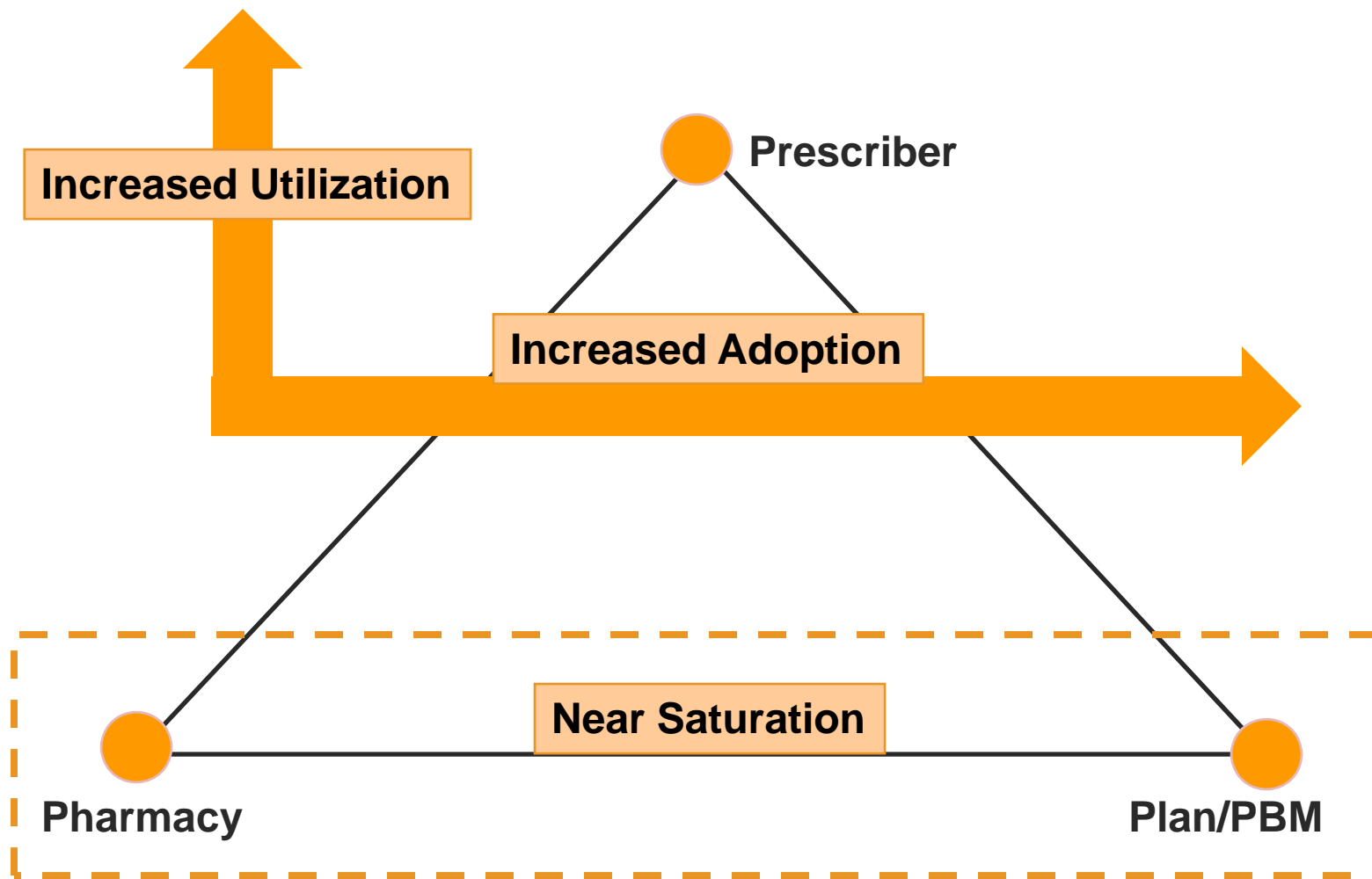
Q1 National Average 7.9%

Expect Q2 **growth** to slow and regain pace in second half '09

## 2009 Goals

- Total active prescribers = 9,000
- Total eligible transactions = 12 million
- Total connected pharmacies = 90%+
- Total ePrescribing percentage = 12%
- Total office based docs ePrescribing = 27%

# ePrescribe FL must focus on increasing physician practice adoption and utilization



Q & A

**THANK YOU!**