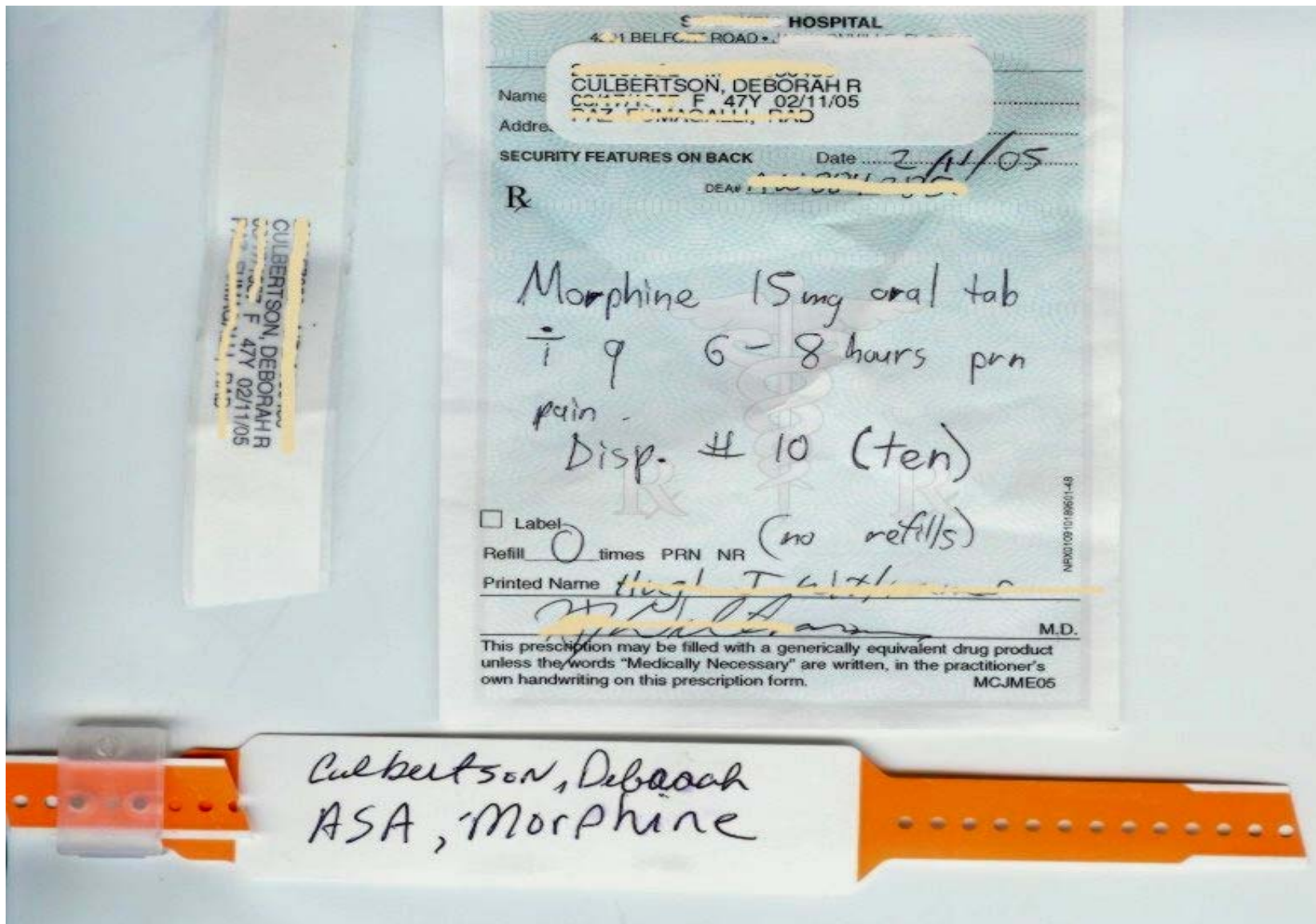




ePrescribe Florida!
It's the right thing to Do
March 13, 2007

Walt Culbertson
Founding Chair of SHARP
Executive Director, ePrescribe Florida

Improved Patient Safety



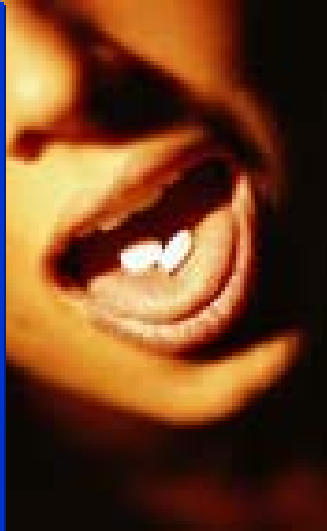
Patient and System Saves Money



- Access to Payer Formulary
- Check drug-drug and allergy interactions
- Legible prescription
- Complete medication history
 - Ability to download medication history from health plan
 - Ability to transfer information between physician practices (with appropriate consent)
- Ability to check *prior* medication list and the reasons stopped
- Potential to prevent unnecessary prescriptions

Benefits Patient and Doctor

Patient



- Reduced medication errors
- Time efficiencies through better benefits communication
- Cost savings due to physician adherence to formularies
- Patient reminders of drug refills, lab work and physician appointments could be generated

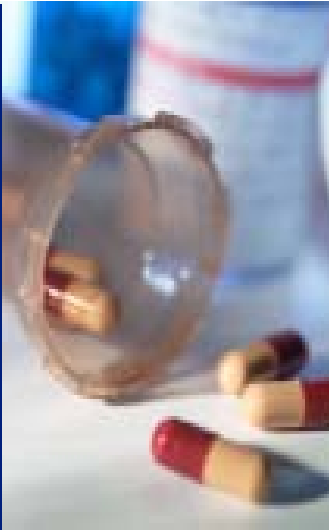
Provider



- Fewer call-backs from pharmacies for prescription clarification and refills
- Access to patient specific formulary information
- More complete information on medical history as well as past and current medication usage
- Faster and easier access to information

Benefits Pharmacy and Health Plans

Pharmacy



- Time saving through decreased physician call-backs from better accurate readable information
- More time for patient consultation
- Greater efficiency leading to more satisfied patients and pharmacists

Payer PBM



- Reduced medication errors
- Cost savings through formulary compliance
- Fewer pharmacy call-backs
- Improved data management of prescribing trends

How to Get Started! What to Look For!

Functionality

- Electronically order medications from the patient's pharmacy of choice.
- Record and maintain medication history.
- Identify drug-to-drug interactions at the point of care.
- Protect confidential patient information.

Communications

- Show benefits and formulary information at the point of care.
- Display dispensed medications prescribed by other physicians.
- Electronic connections with majority of pharmacies.
- Bi-directional electronic communications with pharmacies to respond to pharmacy-initiated refill requests.

Interoperability with electronic health records

- Identify potential interactions with reported allergies and health conditions.
- React to test results



www.ePrescribeFlorida.com



Why ePrescribing is Important

- Prescribing Error Rates and Quality Issues
 - More than 3B prescriptions are filled per year (AHRQ) 4 Billion in 07
 - Over 900 Million office visits 4 out of 5 patients leave with at least 1 script
 - Pharmacists make 150M calls to physicians each year to discuss possible errors or clarify prescriptions (Arthur Andersen)
 - 8.8M ADE's occur each year in ambulatory care, of which more than 3M are preventable (CITL)
 - Medication errors account for 1 out of 131 ambulatory care deaths (CITL)
 - Medication errors lead to 7,000 deaths per year and the cost of drug-related morbidity and mortality is estimated at \$177 billion annually
 - The Institute of Medicine (IOM) reported in July 2006 that Medication errors harm at least 1.5 million patients every year resulting in billions of dollars in extra costs
- Medication Compliance
 - Failure to refill or renew medications in a timely fashion can and does lead to adverse drug events due to exacerbations of the condition being treated with medication
- Drug Spending
 - Health plans could save between \$.75 and \$3.20 in generic usage and formulary compliance per prescription (CGE&Y, IMS Health and Allscripts)



ePrescribing Saves Physicians

- Improved efficiency
 - Minimizing time spent phoning and faxing to clarify prescriptions and authorize renewal requests
 - Minimizing time spent phoning and faxing to ensure formulary compliance
 - Minimizing chart pulls
 - Reduce time to find prescribing information
- Increased productivity
 - Simplifying staff workflow, allowing completion of refill authorizations in seconds
 - Ability to remotely check patient medications & allergies
- Improve patient safety, quality of care, and satisfaction