



The TRECS Institute

**Targeting Revolutionary
Elder Care Solutions**



Rethinking the
*Pharmaceutical Paradigm
In Long Term Care*



An "Invitation Only Summit"
Partially funded by EverCare

Held at:

**The Wharton School
University of Pennsylvania**

Philadelphia, PA
March 23, 2007



Rethinking the Pharmaceutical Paradigm in Long Term Care

An Invitation Only Summit

March 23, 2007

The Leonard Davis Institute of Health Economics

The Wharton School

Philadelphia, PA 19104

Welcome and Congratulations!

You have been identified, along with a small group of carefully selected individuals and organizations to participate in a special, one day, Invitation Only Summit designed to dissect, evaluate and reconstruct the process by which long term care residents are prescribed and receive their medications.

This topic was selected by the Board of The TRECS Institute, for two major reasons:

- Few issues impact more than medications on contributing to or detracting from the quality of life of a long- term care resident
- Medications play a major role in contributing to the overall cost of caring for our long term-care residents

The goal of this program is to bring together the best minds from the long-term care industry, the pharmaceutical industry, the government, consumer advocacy groups and the press. Working as a team, they will tackle the challenge of creating a new process to help assure the best use of medications for this special target group while minimizing waste, maximizing the efficiencies and cost savings of technology and saving costs for our health care system as a whole.

This program will be led by an outstanding moderator to help facilitate the process and assure active participation by everyone attending. This is a “Working Summit” and your active participation is not only encouraged, but fully anticipated... that’s why you are being invited!

Our moderator, Jeff Ferguson, PhD, will take the output from the day and condense the many discussions and exchanges into a publication titled:

“Findings and Recommendations from the Industry’s Best Minds on the Topic of: Rethinking the Pharmaceutical Paradigm in Long Term Care”



On behalf of the Planning Committee responsible for the development of this excellent program, I want to thank you in advance for your support and active participation on March 23, 2007. Should you have any questions please feel free to contact me, or any member of the Planning Committee.

Finally, on behalf of The TRECS Institute, I wish to acknowledge and thank United Health Care through its EverCare Program for their generous support in helping make this program a reality.

I look forward to seeing you on March 23, 2007 at The Wharton School!

Sincerely,

John Whitman
Executive Director
The TRECS Institute

Planning Committee Members

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Rethinking the Pharmaceutical Paradigm in Long Term Care

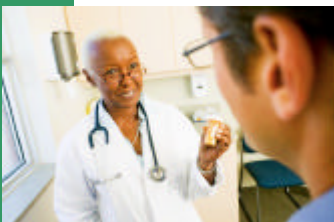
Agenda

- 9:00 AM Welcome
Warren Burke, BA, MA – President of Board, The TRECS Institute
- 9:10 AM Overview of the Day
John Whitman – Executive Director, The TRECS Institute
- 9:15 AM Opening Session - Overview/Framing the Issues
Jeff Ferguson EdM – President Ferguson Advisors
- 10:15 AM BREAK
- 10:30 AM – noon Open Discussion with invited guests to address general questions and concerns



Jeff Ferguson, EdM

- **General Questions:**
 - What should be the governing principles for “reinventing” the pharmaceutical paradigm in LTC?
 - List the qualifying principles/milestones/characteristics of a successful change?
 - List stakeholders and role/responsibilities
 - Agree on priorities
 - What are the barriers to innovation/changing/reinventing?
 - List (for instance – reimbursement does not cover technology advancements, not enough R & D in LTC technology etc.)
 - Who can help overcome?
 - Are there regulatory changes required?
 - Are there regulatory conflicts between governing bodies that need to be resolved? (For instance – CMS, USPDI and State Board of Pharmacy on returns or distribution systems, etc.)
 - What are the specific differences between LTC pharmacy and other pharmacy operating models (hospital, retail, home care etc.)?
 - Which model is LTC most like?
 - Are the rules, regulations and reimbursement consistent with that view?
 - Are there similarities and differences within various institutional settings (SNF, ALF, ICF etc.)?





- What challenges or opportunities do these differences create? (i.e. physician does not typically order medications directly from the pharmacy – increasing number of times orders must be transcribed)
- Are there established best practices in LTC pharmacies that have not yet seen wide adoption but do begin to address challenges with safety, waste and optimal care?
- Are there common root causes for problems that detract from quality care, decrease productivity, and increase expense?
 - If yes – prioritize (focus on highest/broadest impact)

12 - 1:15 PM

Lunch Presentation: ***“The Reimbursement Implications Of Pharmaceuticals in LTC”***

Mark Pauly PhD
Bendheim Professor,
Professor of Health Care Systems,
Business and Public Policy,
Insurance and Risk management,
and Economics,
The Wharton School



Mark Pauly PhD

1:30 - 3:00 PM

Breakout Groups

- (1) Medication Safety & Errors
- (2) Integration & Communication
- (3) Waste
- (4) Appropriateness of Care

Each of the Breakout Groups will be lead by a facilitator and the findings and recommendations brought back and presented to the entire group

3:00 - 3:45 PM

Feedback/Sharing From the Breakouts

3:45 - 4:00 PM

Closing Remarks/Wrap-Up

4:00 – 6:00PM

Wine and Cheese Reception at:

The Inn at Penn
3600 Sansom Street
Philadelphia, PA 19104



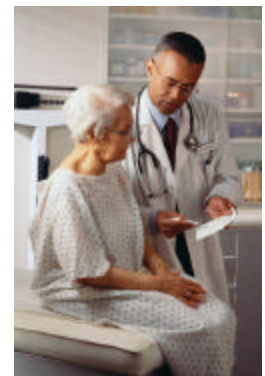
Invited Organizations and Individuals

LONG TERM CARE INDUSTRY

The Alliance
American Academy of Nurses (AAN)
American Association on Aging (ASA)
American Association of Homes and Services for the Aging
American College of Health Care Administrators (ACHCA)
American Geriatric Society (AGS)
American Health Care Association (AHCA)
American Medical Association (AMA)
American Medical Directors Association (AMDA)
American Senior Housing Assn. (ASHA)
American Society of Consultant Pharmacists (ASCP)
Assisted Living Federation of America (ALFA)
Association of Nurse Assessment Coordinators (ANAC)
Erickson School of Aging Studies
National Association of Directors of Nursing (NADONA)
National Association of Social Workers in Long Term Care
National Association for the Support of Long Term Care (NASL)
National Center for Assisted Living (NCAL)
National Coalition for Nursing Home Reform (NCNHR)

The Pharmaceutical Industry

American Society for Automation in Pharmacy
American Society of Consultant Pharmacists
National Association of Boards of Pharmacy (NABP)
National Council for Prescription Drug Programs
Philadelphia College of Pharmacy



THE GOVERNMENT

CMS
Edward G. Rendell, Governor of Pennsylvania
National Governors Association
Senate Subcommittee on Aging
Senator Arlen Specter (R-PA)
Senator Rick Santorum (R-PA)
Veterans Administration



Invited Organizations and Individuals (continued)

LONG TERM CARE ADVOCACY GROUPS

AARP

Center for Advocacy of the Rights and Interests of the Elderly (CARIE)

Philadelphia Corporation for the Aging (PCA)

Robert Wood Johnson Foundation

The Commonwealth Fund

MEDIA

McKnight's Long Term Care News

Provider Magazine

INDIVIDUALS

John Cacciamani, MD, MBA, Temple University Hospital

[Michael Cook, Esq.](#) Epstein Becker & Green, PPC

John Durso, Esq. Ungaretti & Harris

Mitch Goldman, Esq. Duane Morris

Ken Gordon, Esq. Baker McKenzie

For additional information please contact

John Whitman at johnwhitman@theTRECSinstitute.org

Conference Location:

The Leonard Davis Institute of Health Economics • The Wharton School
3641 Locust Walk • Philadelphia, PA 19104

Hotel Information: For those wishing to stay in Philadelphia on Thursday, March 22, special arrangements have been made with The Hilton Inn at Penn. This excellent hotel is located one block from the Wharton School and also hosts the Penn Faculty Club. A special room rate of \$209 has been secured for those who reserve their room by February 22, 2007. For more information about the Hilton Inn at Penn please visit their web site at www.theinnatpenn.com or call 215-222-0200.

Hilton Inn at Penn
3600 Sansom St
Philadelphia, PA 19104
Tel: 215-222-0200

Parking: Parking is also available at The Inn at Penn or in the public parking garage located at 38th and Walnut Streets, two blocks from the Wharton School.



The TRECS Institute

This conference is designed to raise questions about the status quo, to stimulate discussions and generate potential solutions to ultimately bring about positive changes to our long term care system and how we care for one of our nation's most precious resources... our seniors!

This is the first of a series of "Invitation Only Summits" being offered by The TRECS Institute. Two additional programs are currently being planned for 2007. These new programs will target the following areas:

- Rethinking the Regulatory Process of Long Term Care
- Mental Health Services within Long Term Care

Both of these topics are long over due for discussions and more importantly, actions that will bring about positive changes to the long term care industry.

The TRECS Institute, which stands for **T**argeting **R**evolutionary **E**lder **C**are **S**olutions, is a 501©(3) non profit organization dedicated to serving as a catalyst to bring about positive changes to our health care system with the goal of improving care to our nation's seniors. This "Invitation Only Summit" is one of the TRECS Institute's current undertakings. Additional efforts looking to improve dental and oral care within our nation's 18,000 nursing homes has recently produced a major report and a recommended solution to bring dentists back into the nursing facilities. This solution will soon be tested in Florida with the goal of introducing it nationally within the next few years.

The TRECS Institute is also conducting current research into the use of nurse practitioners to improve the professional satisfaction level of nurses aids thereby resulting in reduced turnover. An additional study looking at the development of an executive nurse training program targeted specifically at our nation's 18,000 Directors of Nursing is underway as well as the First Annual TRECS Awards Program seeking out "revolutionary" programs, services and technologies that can be replicated in facilities around the nation. Finally, TRECS is soon to launch a contest within the nations film schools seeking short films, music videos, still photographs and print ads seeking to improve the image of Aging in America and of our Long Term Care System.



To find out more about The TRECS Institute, please visit our web site at

www.theTRECSinstitute.org

The TRECS Institute

Targeting *Revolutionary*



Elder Care Solutions



The TRECS Institute

Targeting Revolutionary Elder Care Solutions

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