

# Managed Care Organizations and Appropriate Opioid Prescribing

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# Overview

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- Background on MCOs' involvement in prescribing management
- MCO tools for review and intervention
- Case for collaboration between MCOs and Pharma
- Barriers to collaboration
- Discussion



# Background

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- Prescription drug budgets rising rapidly
- Rx management “easier” than others

# Background

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- Pharmacy utilization management programs
  - Reduce inappropriate prescribing
  - Save pharmacy budget expenditures
  - Timely prescribing data available
- Pharmacy quality improvement programs
  - Reduce inappropriate prescribing
  - Increase appropriate prescribing



# Background

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- What about opioid drugs?
- Then . . . Oxycontin



# MCO Tools

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- Timely, accurate prescribing data
- Ability to cross-check with medical claims and case management records
- Practitioner: Peer review powers vested in MCO
  - Investigation
  - Negotiation
  - Decredentialing
  - Further actions
- Patient (Member): UM and QI powers
  - Encourage referral to CM or MH/SA
  - Limitation of benefits
  - Termination of benefits



# The Case for Collaboration

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- MCOs have lots of data
- Pharmas have ability to outreach, modify sale practices, etc.



# Barriers to Collaboration

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- Fundamentally opposing business models
- Mistrust





# Discussion

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