



Supporting the value of community pharmacy.

COMMUNITY PHARMACY FOUNDATION
COMPLETED GRANT SYNOPSIS

A BUSINESS DEVELOPMENT TOOL FOR COMMUNITY PHARMACY IN RURAL HEALTH

Harry P. Hagel, BPharm, MSPharm
Washington, DC

Objectives

- 1. Compile State-by-State profiles, accessible via a designated web-portal, of rural health priorities, practice regulations and potential collaborative partners to assist rural community pharmacies in identifying opportunities and securing agreements to provide expanded pharmacy services.
2. Develop a comprehensive, self-guided, web-based tool to help rural pharmacies, plan implement and track business development activities.
3. Solicit and sustain national pharmacy and rural health organization support for rural community pharmacy integration into emerging health system delivery models.

Methods

Table with 2 columns: Method Category, Description. Rows include Design (Gather input from national pharmacy organization representatives...) and Study endpoints (Create web-accessible and searchable profiles that identify pharmacist practice standards...).

Results

A web portal was launched that assembles and organizes information, resources and tools to assist community pharmacists and pharmacies in identifying and acting on business development opportunities in rural health. The public web site includes the following features:
- Survey results for individual State Offices of Rural Health
- Searchable database of 340B participating covered-entities located in federally designated rural areas in each State
- Searchable database of Medicare registered hospitals located in federally designated rural areas in each State
- Key practice regulations and data for each State
- General information resources on medication therapy management, accountable care organizations, patient-centered medical homes, contracted clinical and distributive services for hospitals, immunizations and 340B contract pharmacy services.
- An interactive self-assessment that identifies opportunities for business development based upon pharmacist knowledge/expertise and rural health priorities for selected State.
- An on-line business development action plan template.

Conclusion

The project final website is available at www.rxcaresystems.com/ruralrx. Visitors to the site are provided contact information to submit questions and obtain assistance from the Project Director.

For further information and/or materials on this grant, please visit www.CommunityPharmacyFoundation.org and submit your inquiry through Contact\_Us.