



Senior Health Consulting Alliance (**SHCA**) suggests the facility send a letter similar to the following:

Dear Doctor _____,

This letter is written to inform you of a new program that will affect your practice at our facility. Interim consults by the consultant pharmacist for short stay and significant change status residents are required as described in the State Operations Manual for Long Term Care, Regulation F 428 (Drug Regimen Review). We aim to make this procedure as efficient, convenient and cost effective as possible for both you and our staff.

In order to help fund this program, we are incorporating category equivalent suggestions that are intended to maintain positive outcomes while looking at cost effective alternatives to the facility's Medicare A bill. Many times mandated formularies produce medication cost savings, but somehow never take into consideration those "exceptions to the rule". Subsequently, overall healthcare costs escalate. It should be noted that cost savings efforts will help everyone associated with healthcare, but should only be attempted when clinically appropriate. An example may be evaluating an expensive PPI (proton pump inhibitor) when it was only initiated by hospital protocol due to stress gastritis, a common condition resulting from hospitalization. We feel the physician needs to play a role in these category equivalent changes instead of being forced to make changes based on coverage. A team effort by the physician, consultant pharmacist and facility staff should serve to help maintain positive outcomes. The recommendations from the consultant pharmacist will look very similar to the consultant recommendations you are already used to seeing. To cut down on extra phone calls, nurses will be instructed to address this with you at the time admission orders are verified or the normal process in which you are notified of an admission and/or readmission. All recommendations are backed by sound clinical research.

You will not be required to make any change. We ask only that you review and participate in appropriate clinical changes. Please let us know of any concerns or ways to accommodate you in this process. Thank you for your interest and cooperation.