
ED's Column

Candor

By Ginny Roberts

Executive Director NetRx, Inc.

Most of you are very familiar with my “mouth.” My efforts to be politically correct have not been very successful. So, at this stage in my life, I will just go with the flow of plain old CANDOR.

In other words, anything said in this weekly column does not necessarily reflect the position of NetRx, Inc. or anyone else in the LTC Pharmacy Industry.

Medicare Part D Educational Slides are now available.

I have put together a very simple series of [Power Point Slides](#). These are an excellent tool to help educate your LTC Facilities about what will happen January 1, 2006. They are available under the “Resources” of our website. If you want more training on how to use these slides, NetRx, Inc. will host a conference call on Monday July 25, 2006 at 11 am EDT. Call in 1-800-446-3879. Pass code 394596#. Please have the slides available on your computer. This will help you better understand the flow.

MHA Medicare Part D Network Update

Doug Present and the folks at MHA have done an excellent job. We now have seven national contracts. (**Aetna, Caremark, Community Care Rx, Express Script, Medco, Medimpact, and Pharmicare.**) These contracts are **fantastic!**

NetRx, Inc. knew Federal and State based reimbursements were moving in the direction of destroying our industry. We spent over **50%** of our revenues in 1995-2003 lobbying for the rights of independently owned LTC pharmacies.

In 2003, we made the move to take our Ohio-based Institutional Providers Association national. We spun off this group into **Senior Care Pharmacy Alliance (SCPA)**. This group is a non-profit corporation that is one of the four founders of **Community Care RX**. The other partners are **NCPA, Member Health, and Computer Science Corporation.**

We realized we needed to get a fair reimbursement from the PDPs. We came into the battle knowing that Doug Present, CEO of MHA, had previous experience with negotiating managed care contracts for physicians in New York City. What could be a better training ground than that? Through Doug’s background and the energy of his staff, we have been able to get a very fair reimbursement for our services.