TCT – Expanding Diabetes-Related Revenue Via Community Rx and DSMT Accreditations

The Compliance Team™ (TCT) is out in front once again, with a simplified, operations-based Diabetes Self-Management Training (DSMT) accreditation process that can be bundled with our Medicare-approved Exemplary Provider® Award program for community pharmacy and Part-B DMEPOS suppliers.

Since DSMT is not a separately recognized provider type, providers cannot enroll in Medicare for the sole purpose of providing DSMT. Participating Medicare pharmacies and Durable Medical Equipment, Prosthetics, Orthotics, and Supplies (DMEPOS) suppliers can be reimbursed for this training if they are enrolled with the A/B MAC and meet the accreditation standards.

In-depth white paper on DSMT accreditation link here: https://thecomplianceteam.org/dsmt-white-paper/

To maximize its impact both on their bottom lines as well as on the star ratings of referral sources, pharmacies should look at DSMT accreditation from an integrated perspective. For example, such training services can be bundled with diabetic supplies, insulin pumps, and diabetic shoes. Patient education and optimal experience for the patient is key for building your referrals and payers to recognize you as a Diabetic Care Hub.

Follow this link to hear Sandy Canally’s recent podcast on DSMT: https://thecomplianceteam.org/podcasts/

Indeed, pharmacy providers now have the opportunity to offer the medications and products that diabetic patients need as well as services like Medication Therapy Management and DSMT. Having a direct influence on patient outcomes is key to improving star ratings for both plans and referring physicians that will help build your bottom line.

Pharmacy Services Accreditation Programs

Community Pharmacy – all Rx services including: Medicare-authorized DMEPOS, Patient-Centered Pharmacy Home (advanced Rx), telepharmacy, sterile and non-sterile compounding, long-term care, specialty drugs, infusion, DSMT, and retail clinic.

Testimonials

“After going through the accreditation process with The Compliance Team, we’re not only a better business, but a better pharmacy. ”
— John Richards, PharmD, Professional Village Pharmacy, Sacramento, CA

“Being an Exemplary Provider® in specialty pharmacy has given me assurance that our patients and providers are receiving top-notch service. The standards provide a framework for me to build upon to meet the needs of my patients and comply with regulations.”
— Morgan Miller, PharmD, Alps Pharmacy, Springfield, MO

“The Compliance Team understands our business and was able to implement the program to our business model, not the other way around.”
— David Svenson, Discount Drug Mart, Medina, OH