

# WAY 2

## 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.

**Founder & CEO:** Sandra C. Canally, RN  
**Founded:** 1994  
**Employees:** 35  
**Toll-Free Phone:** (888) 291-5353  
**Phone:** (215) 654-9110  
**Fax:** (215) 654-9068  
**Address:** P.O. Box 160  
 905 Sheble Lane, Suite 102  
 Spring House, PA 19477  
**Website:** [www.TheComplianceTeam.org](http://www.TheComplianceTeam.org)



### Company Background

The Compliance Team is a nationally recognized healthcare accreditation organization authorized by the Secretary of the Department of Health and Human Services (HHS) to accredit Medicare Part A – Rural Health Clinic (RHC) and Patient-Centered Medical Home (PCMH) providers, as well as for all Medicare Part B – Durable Medical Equipment, Prosthetics, Orthotics, Supplies (DMEPOS) providers.

### Accreditation Process Overview

TCT's Medicare-authorized Exemplary Provider® Award accreditation process is purposely designed to meld seamlessly with daily pharmacy operations, engendering buy-in from both staff and management so that our protocols become integral parts of a customized, measured, continuous, quality improvement program. Participants need not change their business models. On average, it takes four-hours/week over a four-month period for pharmacies to set everything in place. Expert-led implementation webinars, an online subscription to our secure Patient Quality Measurement national satisfaction reporting and benchmarking database, as well as hundreds of document templates, regular update notices, and excellent customer service are included. The net result is a dramatically simplified, cost-effective, Medicare-approved, verifiable, and validated accreditation process that leads pharmacies to Exemplary Provider® Award accredited recognition.

### Bundling DSMT & DMEPOS Accreditations

The shift to value-based care models points to Diabetes Self-Management Training (DSMT) becoming a key pharmacy revenue driver. That is especially true when DSMT is offered in conjunction with other diabetes associated products and services.

Providers offering DSMT services can be reimbursed by Medicare if they meet the quality standards of a CMS-approved national accrediting organization. (CMS in July confirmed that The Compliance Team's application for DSMT accreditation "deeming authority" was complete. CMS' formal approval of TCT is expected February 2020.)

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