Request for Proposal:
Primary Medication Non-Adherence

Release date: January 4, 2011
Due date: March 15, 2011

Interested stakeholders are encouraged to participate in the NACDS Foundation conference call on Tuesday, January 25th at 2:00 p.m. EST:

Dial-in: 1-719-955-1371
Passcode: 224560

Alex J. Adams, PharmD.
National Association of Chain Drug Stores Foundation
413 N. Lee St.
Alexandria, VA 22314
Tel: (703) 837-4232 | Fax: (703) 836-4869
aadams@nacds.org | www.nacdsfoundation.org
Table of Contents

I. General Information
   ➢ Intent/Purpose
   ➢ Background

II. Research Interests and Objectives
   ➢ Primary Objectives
   ➢ Related Objectives
   ➢ Limitations

III. Proposal Requirements
    ➢ General Requirements
    ➢ Proposal Deadline and Contact Information

IV. Implementation Strategy/Timeline

V. Terms and Conditions
   ➢ Confidentiality of Proposals
   ➢ Contractual Obligations
   ➢ RFP and Negotiation Cancelation
   ➢ Post-submission Communication
   ➢ Cost for Proposal Preparation
   ➢ Proposal Selection
   ➢ Statement of Understanding of Terms and Conditions

VI. About the NACDS Foundation
I. General Information

Intent and Purpose
The problem of poor medication adherence is a well-documented, enduring challenge to achieving positive outcomes in patients with chronic disease. In an ongoing effort to improve the health and wellness of the American public, the National Association of Chain Drug Stores (NACDS) Foundation is soliciting proposals from eligible entities to research “primary medication nonadherence”—the failure of a patient to obtain a new medication which their healthcare provider has prescribed.

The NACDS Foundation is requesting proposal submissions from teams led by non-profit research organizations or non-profit academic institutions which would outline a research project to (1) develop a metric to identify and measure primary medication nonadherence and (2) develop and test a scalable primary medication nonadherence intervention which could be further implemented to improve patient adherence rates and therapeutic outcomes. The winning team will be expected to publicly disseminate their research findings.

Background
Achieving optimal medication adherence depends on several elements. Once a patient has been prescribed the right medication, they must fill and receive that medication and subsequently take that medication correctly over time. Most adherence research and reporting has focused on the latter aspect, with little emphasis placed on patients’ failure to fill prescriptions in the first place. As one researcher put it, “focusing solely on [taking a prescribed drug correctly over time] may miss an important piece of the puzzle.”

PMN is a relatively uncharted frontier in medication adherence research. A recent comprehensive literature review by the RAND Corporation yielded only three articles on PMN out of 4,660 titles retrieved. The rise in health-information technology (HIT) and e-prescribing has enabled the capture of PMN data. This has effectively opened the door to further research in PMN, which has been identified as a priority area by many healthcare organizations and researchers. Interest and recognition of PMN is expected to grow due to record investments in HIT resulting from the American Recovery and Reinvestment Act of 2009.

An April 2010 peer-reviewed publication examined PMN in patients initiated on a new drug regimen by a prescriber. In a review of 82,245 such new e-prescriptions researchers determined only 72% were picked up by patients, leaving more than one in four uncollected. Non-adherence was especially high for new medications treating chronic conditions, including hypertension (28.4%), hyperlipidemia (28.2%), and diabetes.

---

Solutions to PMN represent an important component in the ongoing campaign to improve patient outcomes through medication adherence. Failure to fill needed medications results in avoidable and costly health complications, progression of disease, emergency room visits and hospital admissions.

II. Research Interests and Objectives

Primary Objectives
The NACDS Foundation seeks researchers who could leverage the results, tools, data and lessons learned from the literature to move to the next phase in addressing PMN. The Foundation’s primary research objectives are to:

1. **Measure PMN**: Develop a metric that can be efficiently implemented across a wide range of pharmacies for benchmarking of PMN rates.

2. **Develop PMN intervention(s)**: Utilize the PMN metric to determine the effectiveness of one or more pharmacy-based interventions to improve primary medication adherence rates.

Related Objectives
The NACDS Foundation will look favorably on prospective research which pursues one or more of the following related objectives:

- **Causes of low performance scores**: Determine the main underlying causes of low initial fill rates.
- **Health outcomes**: Further validate the measures by evaluating the impact of improved primary medication adherence on established patient health outcomes or medical measures.
- **Multi-site testing/scalability**: Evaluate the feasibility of implementing PMN intervention(s) in a large plan or network.
- **Cost-effectiveness**: Analyze the improvements in patient adherence rates relative to the costs and burden of the intervention.
- **Interprofessional engagement**: Deploy an intervention that integrates pharmacists, physicians, and/or other health professionals working collaboratively to improve adherence rates.

The NACDS Foundation will also look favorably upon applications that include a diverse partnership model. Because of the nature of capturing PMN data and developing metrics,

---

teams may include HIT partners (e.g. an e-prescription network), payers, health plans, quality improvement organizations, or other collaborative partners.

Limitations
As a 501(c)(3) charitable organization, the primary purpose of research supported by the NACDS Foundation is to benefit the health and wellness of the public; the Foundation cannot support research whose primary purpose is to benefit pharmacies or the pharmacy industry. Criteria for the winning proposal would specifically prohibit:

- **Investigation of interventions’ benefit to pharmacies**: Research must focus on benefits to patients, not to pharmacies or the industry.

- **Use in policy**: Grant monies cannot be used to promote a specific public policy or to engage in lobbying efforts.

**For-profit status**: Funding can only be provided to teams led by a nonprofit research organization or academic institution. The team may include partners that are for-profit entities; however, the primary contracting entity must be a non-profit organization.

III. Proposal Requirements

**General Requirements**
Proposals submitted by interested parties must contain the following:

1. **Team Members**: List the names, degrees, job titles, affiliations, and addresses of the leader and key members of your team. Include a statement addressing any conflict of interest or potential/perceived conflict of interest, and a signed statement of understanding of terms and conditions of RFP (section V). Team leader must also include a copy of the lead organization’s IRS 501(c)(3) status letter.

2. **Project Description** (5 pages max.): Summarize your proposed project, including research objectives, study design and key aspects of the methods including sample size estimation, measurement of PMN, and statistical analyses. Include detailed information on the PMN intervention including patient identification, communications with patients, and methods for protection of the research subjects. A detailed budget and timeline should also be included in this section.

3. **Experience** (2 pages max): Summarize the team’s relevant experience including descriptions of similar projects by members of the team. Include 1-paragraph biosketches of key personnel, and attach the team leader’s CV as an Appendix.
4. **Community Pharmacy Participation** (½ pg. max.): Summarize the number, type(s) (e.g., independent, chain) and general location(s) of the pharmacies on your team. All sites must have direct access to pharmacy administrative data. If you plan to team with a corporate pharmacy chain, you must include a letter of intent from the corporate pharmacy executive demonstrating the chain’s commitment to the project.

Factors viewed as favorable:
- Multiple pharmacy sites.
- Inclusion of Medicare enrollees and/or Medicaid patients.
- Sites that own the data rather than require data use agreements.

5. **Role of Other Partner(s)** (½ pg. max.): Summarize the role, if any, that a health plan, prescription drug plan, employer, PBM, HIT partner, quality improvement organization, or other partner will play as a team member. While diverse partner participation is not required, it is strongly encouraged.

Factors viewed as favorable:
- Multi-partner involvement.
- Access to and use of the payer(s)’ medical administrative/claims data or other data sources to demonstrate health outcomes of the proposed intervention(s).

**Proposal Deadline and Contact Information**
All questions related to the RFP objectives, requirements, instructions, and terminology should be submitted to Alex Adams via email. Please identify yourself, provide contact information, and note the items which require clarification. Please note that proposers who fail to seek clarification of the RFP shall submit a proposal at their own risk.

Interested stakeholders are encouraged to participate in the NACDS Foundation conference call on Tuesday, January 25th at 2:00 p.m. EST:

**Dial-in:** 1-719-955-1371  **Passcode:** 224560

The NACDS Foundation will continue to accept proposals until close of business (5:00 p.m. EST) on March 15, 2011. All supporting materials must be included with the proposal at time of submission.
Proposals submitted for review may be sent to the NACDS Foundation via electronic or standard mail. Emailed submissions should have *Primary Medication Nonadherence RFP* as the subject line.

Mailed or emailed proposals may be sent to the following addresses:

**Mailing Address:**

Alex Adams  
ATTN: Primary Medication Nonadherence RFP  
National Association of Chain Drug Stores Foundation  
413 N. Lee St.  
Alexandria, VA 22313

**Email Address:**  
AAdams@NACDS.org

**IV. Anticipated Implementation Strategy/Timeline**

January 4, 2011  Release of Request for Proposal  
March 15, 2011  Deadline for receipt of proposals by the NACDS Foundation  
April 2011  Award of contract to winning proposal

**V. General Terms and Conditions**

**Confidentiality of Proposals**
The content of submitted proposals will be held in confidence by NACDS Foundation and will not be divulged to any other competing bidder. NACDS Foundation reserves the right to have the proposal analyzed or reviewed by a review panel under obligation of confidentiality to the Foundation.

**Contractual Obligations**
The selected researcher(s) will be required to enter into a written contract with the NACDS Foundation prior to the receipt of funding for approved research activities. This RFP is not an offer to contract. Only the execution of a written contract will obligate the NACDS Foundation to comply with the terms and conditions contained in such a contract.
RFP and Negotiation Cancelation
The NACDS Foundation reserves the right to amend or cancel this RFP for any reason prior to a contract award, with or without notification. The NACDS Foundation reserves the right to stop contract negotiations at any time prior to the execution of a written contract without liability.

Post-submission Communication
The NACDS Foundation reserves the right to ask questions about or request a presentation regarding a submitted proposal.

Cost for Proposal Preparation
Costs incurred in the development and submission of the proposal will be the sole responsibility of the proposer and cannot be charged to the NACDS Foundation nor included in any cost element of the proposal.

Proposal Selection
The NACDS Foundation reserves the right to accept or reject any or all proposals and may enter into negotiations with any researcher without prior notification to any other researcher. The NACDS Foundation shall have the sole right and option to use whatever evaluation and selection criteria it deems appropriate in selecting a researcher; however, the following criteria will be strongly considered during such evaluation and selection:

- Researcher’s ability to meet the Foundation’s primary research objectives.
- Researcher’s overall research qualifications and adherence expertise.
- Quality of the research proposal.
- Appropriateness of budget and timeline.
- Researcher’s agreement to the NACDS Foundation’s contract requirements.

Statement of Understanding of Terms and Conditions
Submitted proposals must contain a signed statement by an authorized representative that indicates understanding of the requirements of the RFP, and agreement to be bound to the terms and conditions of the proposal.

VI. About the NACDS Foundation
The National Association of Chain Drug Stores (NACDS) Foundation is a 501(c)(3) non-profit charitable organization that serves as the education, research and charitable affiliate of NACDS. The NACDS Foundation seeks to improve the health and wellness of the people in America. It utilizes education, research, and charitable involvement to help people improve their health and quality of life through an understanding of medication therapy and the importance of taking medications appropriately.