

# goodpill

Good health above all else



# Learning Objectives

1. Learn how policy changes have enabled medication donation.
2. Understand how Georgia's repository program expands medication access for underserved populations.
3. Understand how your organization can partner to expand medication access and improve health outcomes.



# Presenter



Claudia Heymach  
Strategic Partnerships  
claudia@[sirum.org](mailto:claudia@sirum.org)



SIRUM

# Medical costs bankrupt families



Medical costs are the **#1** cause of **bankruptcy** nationwide

Nearly **1 in 4** Americans have difficulty affording their medicine.

**29%** of **low-income** adults in Georgia went without care because of cost.



Citations: 1. <https://www.cnn.com/id/100840148> reporting on NerdWallet  
2. <https://www.kff.org/health-costs/press-release/poll-nearly-1-in-4-americans-taking-prescription-drugs-say-its-difficult-to-afford-medicines-including-larger-shares-with-low-incomes/>  
3. <http://datacenter.commonwealthfund.org/scorecard/low-income/12/georgia/>



SIRUM

# Unused drugs are being destroyed

1) Health facilities like nursing homes have **medication left over** when patients leave, change regimens, or pass away.

2) Pharmacies and manufacturers keep **safety stocks** to avoid shortages.



SIRUM

# SIRUM's mission

Saving medicine: Saving lives  
*Recycling unused drugs*

- \$5 billion of unused drugs are wasted each year in the US



SIRUM





~ **40 states** have  
drug donation  
laws, including  
Georgia

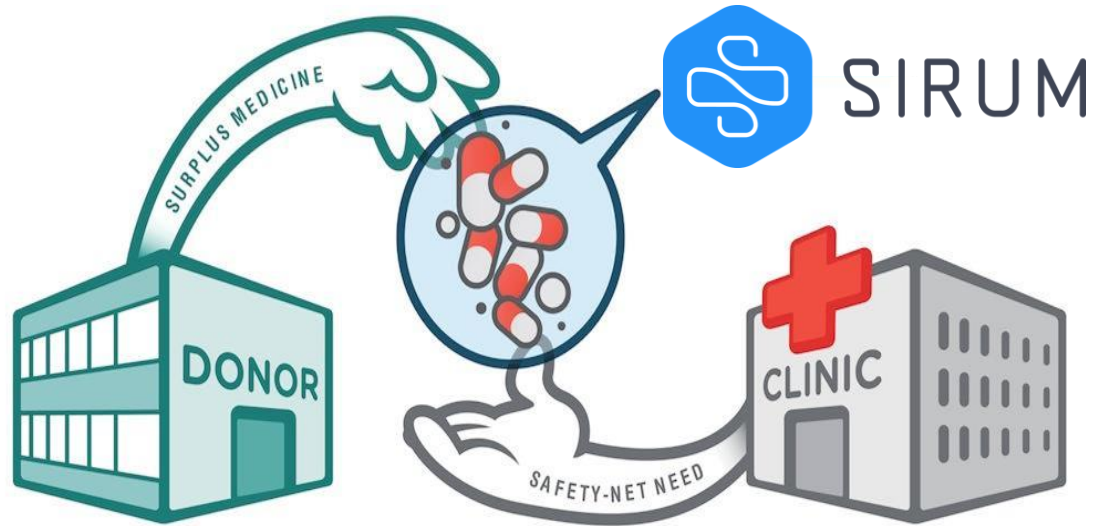
*General  
requirements: non-  
controlled,  
unexpired*



SIRUM

Citation: <http://www.ncsl.org/research/health/state-prescription-drug-return-reuse-and-recycling.aspx>

# Facilitating donations



Medicine goes directly from donors to safety-net clinics and charitable pharmacies.





# Recycling unused medications



SIRUM sends boxes with prepaid shipping.

Donors put the medicine in the box.



SIRUM turns destruction records into donation records.

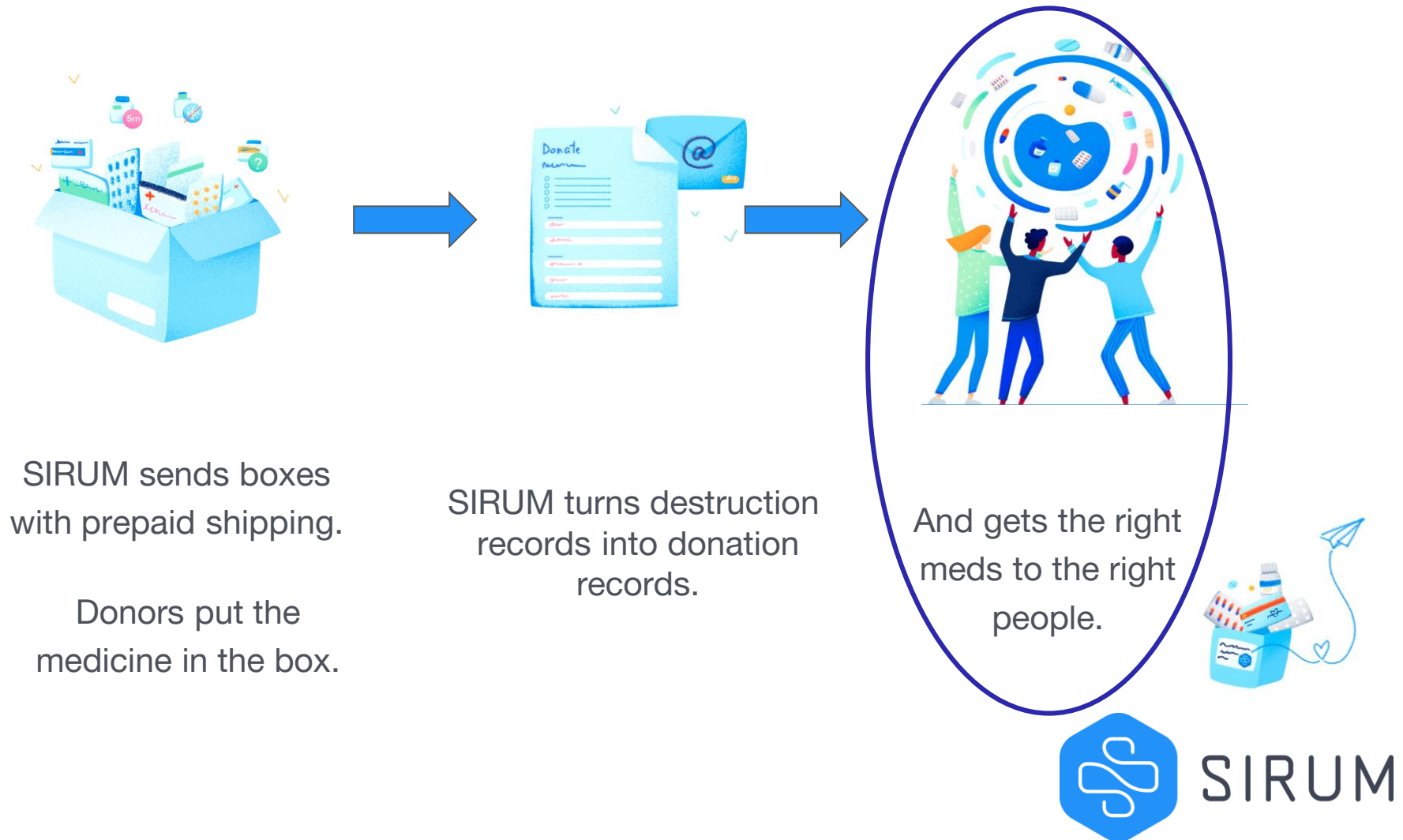


And gets the right meds to the right people.



SIRUM

# Recycling unused medications



# Donated Drug Repository Program

Established by HB 897 in 2015-16.

GEORGIA GOV



**Georgia Department of  
Public Health**

## Donated Drug Repository Program

The Donated Drug Repository Program is intended to encourage the donation of unused drugs to healthcare facilities and professionals in the private sector for the purpose of dispensing them to needy individuals.

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# Donated Drug Repository Program

## **Eligible medications:**

Unexpired  
Unopened  
tamper-evident  
Not controlled  
Prescription &  
over the counter

## **Eligible recipients:**

Authorized by  
the Georgia  
Department of  
Public Health

## **Eligible patients:**

Indigent  
Uninsured  
Underinsured  
Enrolled in public  
assistance  
Others

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# Good Pill Pharmacy

a nonprofit, mail-order pharmacy that fills prescriptions for patients with high medication costs.

Most medications are **\$6 per 90-day supply.**



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# Obstacles to care

Pharmacy deserts

High co-pays/  
deductibles

Paperwork & eligibility  
requirements



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# Obstacles to care

Pharmacy deserts

*28,000 Georgians live in pharmacy deserts*  
*Rural pharmacy desert: 10+ miles from nearest pharmacy*



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Citations: 1. Calculated from Telepharm's Pharmacy Desert map:

<https://www.telepharm.com/resources/pharmacy-desert-maps/?submissionGuid=fd2e4ccf-657a-4f1b-866c-866ddf0c4efb>,

# Obstacles to care

Pharmacy deserts

High co-pays/  
deductibles

*29 percent of [low-income]  
adults went without care  
because of cost*



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# Obstacles to care

Pharmacy deserts

High co-pays/  
deductibles

Paperwork & eligibility  
requirements

*Difficult to access  
financial  
assistance*



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# Good Pill's solution

Pharmacy deserts

*Mail-order pharmacy*

High co-pays/  
deductibles

*\$6/90-day supply for most  
medications*

Paperwork & eligibility  
requirements

*Includes people who  
are uninsured,  
underinsured, or  
have co-pays or  
deductibles that are  
too high*



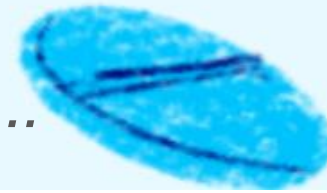
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# Good Pill stock

**500+ medication formulary.**

*The stock includes medications such as...*



## Heart Disease

Lisinopril

Atorvastatin

Simvastatin

Omeprazole

Amlodipine Besylate

## Mental Health

Sertraline

Fluoxetine

Citalopram

Trazodone

## Respiratory

Albuterol

Ipratropium

Fluticasone  
propionate

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***And more.... At [goodpill.org](https://goodpill.org) “Check our Stock”***



# Impact



Even with insurance, one medication costs **Elaine** over \$150/month.



**Phil** had to stop taking his medications because they were “outlandishly expensive.”

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# How Good Pill works



Patient  
registers  
online



Provider sends  
valid Prescription



Medications  
delivered to  
patients' door

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# Patient registers

**5-minute** online form at [goodpill.org](https://goodpill.org) or faxed form.

**Requires:** contact information, address, allergies, and back-up pharmacy



☒ I certify that

- (1) I understand this program provides medications to those who cannot afford them.
- (2) I am eligible because my co-pays and/or deductibles are too high to afford or I don't have health insurance.
- (3) I agree to Good Pill's [Terms of Use](#) including receiving and paying for my refills automatically.\*

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# Provider sends valid Prescription

Send prescription electronically, by  
fax, or mail



“Good Pill Home Delivery”  
ePrescribing NCPDP: 1169552  
Fax: 1-888-298-7726  
Mailing Address: 1780 Corporate  
Drive, Ste. 420, Norcross, GA 30093

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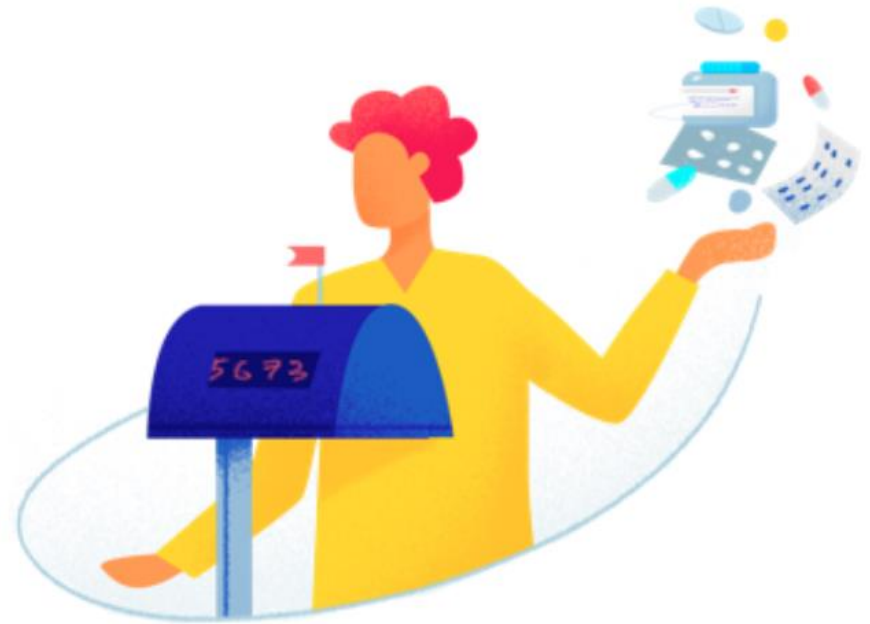


# Medications are delivered

**3-5 days** shipping to the patient's door

Patient receives **text/email/call updates** for order status and tracking number

**Refills:** Automatic refill requests and notifications if the patient needs to contact their provider



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# Partnership opportunities

**Good fit:** patients with high medication costs, chronic conditions, and/or trouble accessing local pharmacy

**Not a good fit:** patients need medication same day, prefers to get prescription in person



# Partnership opportunities

## Flexibility.

**We can provide** staff training, Good Pill materials/postcards, communication

**You can** check our stock before prescribing, help patients register, pay for patients' medications (all optional)



# Expanding medication access

In less than 2 years, Good Pill has dispensed over

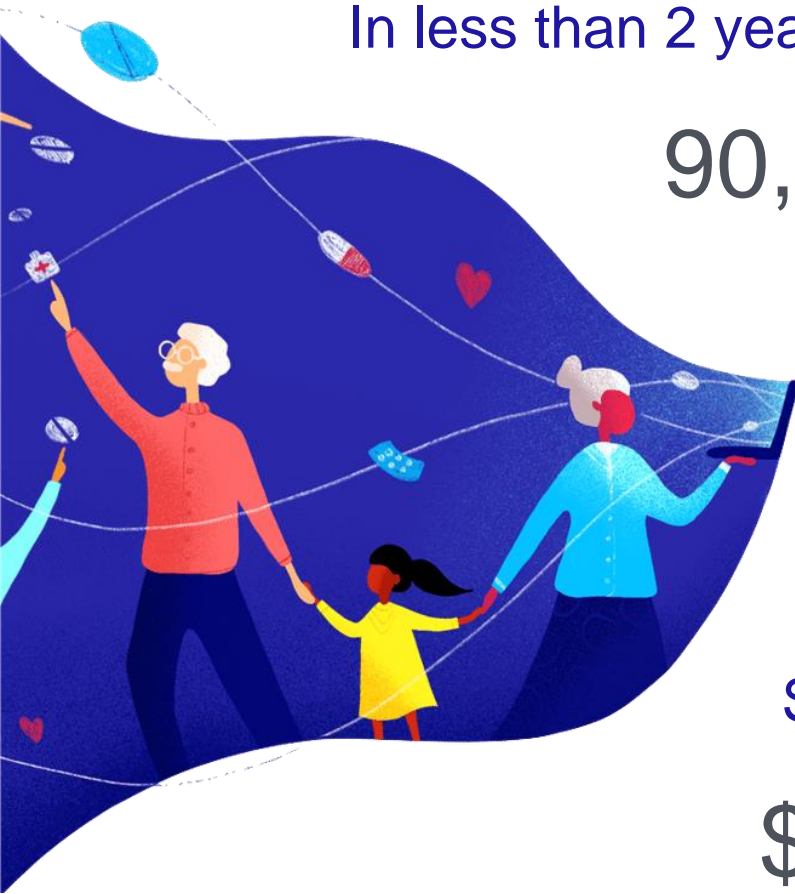
90,000 prescriptions

Worth over

\$8.4 million

Savings patients, on average

\$150 per month



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# Selected Partners

Healthcare Georgia Foundation  
grantmaking for health



WILLIAMS FAMILY FOUNDATION  
OF GEORGIA



Draper Richards Kaplan  
FOUNDATION



Robert Wood Johnson Foundation

*fast forward*  
accelerate good

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Recognized by:

**GEORGIA HEALTH NEWS** 



THE BRUNSWICK  
**NEWS**  
.com

*Savannah  
Herald*  
NEWSPAPER & PRINTING

# Questions?



Contact:

Claudia Heymach  
Strategic Partnerships  
[claudia@sirum.org](mailto:claudia@sirum.org)  
650-488-7434 Ext. 3

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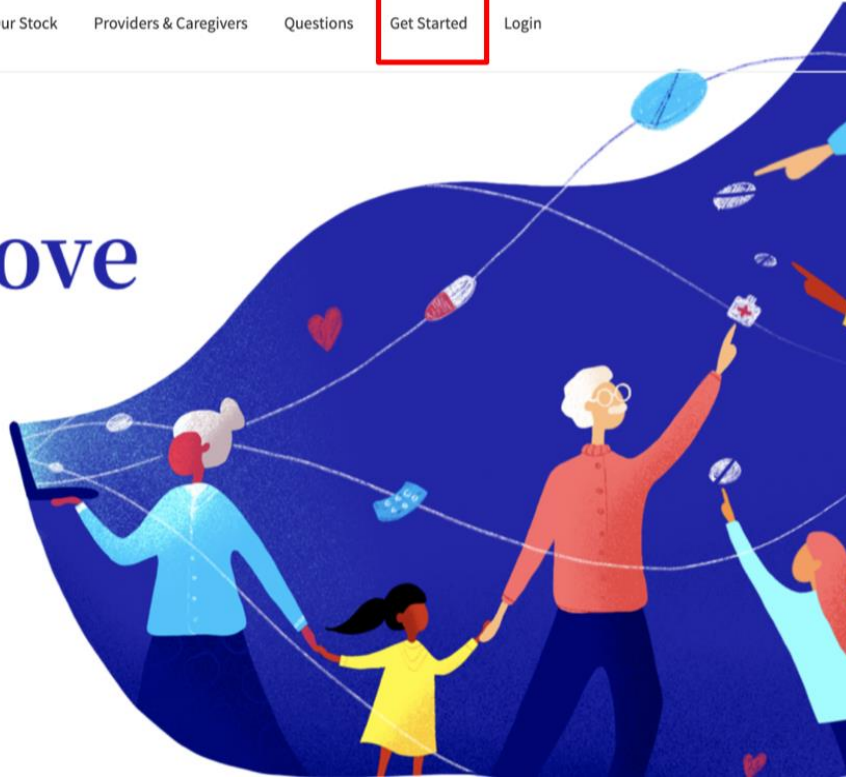
# Appendix

# Registration

[Check Our Stock](#)[Providers & Caregivers](#)[Questions](#)[Get Started](#)[Login](#)

## Good health above all else

Prescription costs are too high. We provide access.



# Registration

 Home / Account

## Get Started (Step 1 of 2)

Language \*

☒ English ☐ Espanol

First name \*

Johntest

Last name \*

Doetest

Date of Birth \*

2001-01-01

Phone \*

123123123

Email

Username: Johntest Doetest Dec 31

☒ I certify that \*

- (1) I understand this program provides medications to those who cannot afford them.
- (2) I am eligible because my co-pays and/or deductibles are too high to afford or I don't have health insurance.
- (3) I agree to Good Pill's [Terms of Use](#) including receiving and paying for my refills automatically \*

Register

# Registration

 Home / Account

Step 2 of 2: You are almost done! Please complete this "Registration" page so we can fill your prescription(s). If you need to login again, your temporary password is . After completing your registration, you can change your password on the "Account Details" page

☒ Rx(s) were sent from my doctor ☐ Transfer Rx(s) with refills remaining from my pharmacy

Email



# Registration

Below are the Rx(s) that we have gotten from your doctor and are able to fill

We haven't gotten any Rx(s) that we can fill from your doctor yet

Backup pharmacy that we can transfer your prescription(s) to and from .:

Type to search. 'Walgreens Norcross' will show the one at '5296 Jimmy Carter Blvd, Norcross'

Walgreens

Community, A Walgreens Pharmacy #15304, 1874 Piedmont Ave Ne, Atlanta, GA 30324 - Phone: 404-733-6800

Walgreens, 100 South Highway I-29, Hogansville, GA 30230 - Phone: 706-637-6461

WALGREENS #19230, 128 Lowvorn Avenue, Bowdon, GA 30108 - Phone: 770-258-3310

WALGREENS # 17611, 802 Nathan Dean Bypass, Rockmart, GA 30153 - Phone: 770-684-6547

WALGREENS #18195, 780 Church Street, Marietta, GA 30060 - Phone: 770-427-5341



# Registration

List any other medication(s) or supplement(s) you are currently taking

*We will not fill these but need to check for drug interactions*

Allergies ☐ No Medication Allergies ☒ Allergies Selected Below

- ☐ Aspirin
- ☒ Amoxicillin
- ☐ Ampicillin
- ☐ Azithromycin
- ☐ Cephalosporins
- ☐ Codeine
- ☐ Erythromycin
- ☐ NSAIDS e.g., ibuprofen, Advil
- ☐ Penicillin
- ☐ Salicylates
- ☐ Sulfa (Sulfonamide Antibiotics)
- ☐ Tetracycline antibiotics
- ☐ List Other Allergies Below

# Registration

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## Shipping Address

Patient First Name

John test

Patient Last Name

DOETEST

Street address \*

House number and street name

Apartment, suite, unit etc. (optional)

Town / City \*

State \*

Georgia ▼

Zip code \*

# Registration

Have a coupon? [Click here to enter your code](#)

☒ Enroll in Autopay



- New patients get any number of medications all for \$6. Shipping is free
- Current patients are charged the administrative fees [listed here](#)
- We will charge your credit/debit card the first week of the month after you receive your order

Credit or debit card

 Card number		MM / YY CVC
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☐ Pay After Receiving Each Order

# Registration

Have a coupon? [Click here to enter your code](#)

☐ Enroll in Autopay



☒ Pay After Receiving Each Order

- New patients get any number of medications all for \$6. Shipping is free
- Current patients are charged the administrative fees [listed here](#)
- After receiving your order, call us or login to your account to pay with a credit/debit card or send us back a check or money order in the envelope provided.

**COMPLETE REGISTRATION**

# Good Pill Account

[Home](#) / [Account](#) / [Orders](#)

[Request Refills](#)



[Orders](#)



[Addresses](#)



[Autopay](#)



[Account details](#)



[Logout](#)



Order	Date	Status	Total	Actions
#17850	August 19, 2019	Awaiting Rx	\$0	<a href="#">View</a>