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
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.cnbc.com/id/100840148](https://www.cnbc.com/id/100840148) reporting on NerdWallet
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’s mission

Saving medicine: Saving lives

Recycling unused drugs

$5 billion of unused drugs are wasted each year in the US
~ 40 states have drug donation laws, including Georgia

General requirements: non-controlled, unexpired

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.
Recycling unused medications

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Donated Drug Repository Program

Established by HB 897 in 2015-16.

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
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.
Obstacles to care

- Pharmacy deserts
- High co-pays/deductibles
- Paperwork & eligibility requirements
Obstacles to care

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

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

Citation: http://datacenter.commonwealthfund.org/scorecard/low-income/12/georgia/
Obstacles to care

- Pharmacy deserts
- High co-pays/Deductibles
- Paperwork & eligibility requirements

Difficult to access financial assistance
Good Pill’s solution

- Pharmacy deserts
- High co-pays/deductibles
- Paperwork & eligibility requirements

Mail-order pharmacy

$6/90-day supply for most medications

Includes people who are uninsured, underinsured, or have co-pays or deductibles that are too high
# Good Pill stock

500+ medication formulary.

The stock includes medications such as...

<table>
<thead>
<tr>
<th>Heart Disease</th>
<th>Mental Health</th>
<th>Respiratory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lisinopril</td>
<td>Sertraline</td>
<td>Albuterol</td>
</tr>
<tr>
<td>Atorvastatin</td>
<td>Fluoxetine</td>
<td>Ipratropium</td>
</tr>
<tr>
<td>Simvastatin</td>
<td>Citalopram</td>
<td>Fluticasone propionate</td>
</tr>
<tr>
<td>Omeprazole</td>
<td>Trazodone</td>
<td></td>
</tr>
<tr>
<td>Amlodipine Besylate</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

And more... At goodpill.org “Check our Stock”

Citations: [https://clincalc.com/DrugStats/Top300Drugs.aspx](https://clincalc.com/DrugStats/Top300Drugs.aspx)  
https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6025009/
Impact

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

Phil had to stop taking his medications because they were “outlandishly expensive.”
How Good Pill works

Patient registers online

Provider sends valid Prescription

Medications delivered to patients’ door
Patient registers

5-minute online form at 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.
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
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
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
Questions?

Contact:
Claudia Heymach
Strategic Partnerships
claudia@sirum.org
650-488-7434 Ext. 3
Appendix
Registration

Good health above all else

Prescription costs are too high. We provide access.
Registration

Get Started (Step 1 of 2)

Language:
- English
- Espanol

First name:
John

Last name:
Doestest

Date of Birth:
2001-01-01

Phone:
123123123

Email

Username: John Doestest 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

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 Lovvorn 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

Shipping Address

Patient First Name
Johntest

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

- 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

- 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

- Request Refills
- Orders
- Addresses
- Autopay
- Account details
- Logout

<table>
<thead>
<tr>
<th>Order</th>
<th>Date</th>
<th>Status</th>
<th>Total</th>
<th>Actions</th>
</tr>
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<tbody>
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<td>Awaiting Rx</td>
<td>$0</td>
<td>View</td>
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