# **Update & 2013 National Advocacy Business Planning**

PAIN Franchise August 2012



DRAFT Pending HCC Review

### Advocacy Update: Focus on Three Priorities

National, State Advocacy Partners

Sequence pain advocacy partners include community awareness, Pain Action Alliance to Implement a National Strategy-PAAINS, policy partners as National Association of Attorney Generals

Support Good Pain Policy, Chronic Pain Disease Awareness (e.g. painful DPN)

Support a core network of National Advocacy partners to advocate for appropriate polices with internal HPAD, SGA, Federal partners

Support State-focused networks that address regional legislation/regulation (e.g. State Pain Policy Action Committee)

IOM "Relieving Pain in America: A Blueprint for Transforming Prevention, Care, Education, and Research" –national, state/community implementation (e.g. PAAINS)

Support governmental agencies (state and federal) to respond to the IOM *Relieving Pain* recommendations. Engage and support program recommendations at the community-level

Promote Core Assets: Support pull-through programs toward Improving access, quality, safety, e.g.

**Prescribe Responsibly** 

**Smart Moves, Smart Choices** 

JCR Pain Tool: "Pain Management A Systems Approach to Improving Quality & Safety "
Imagine the Possibilities Pain Coalition (IPPC), outreach, products





May 2, 2012

Meeting 4 Output

## Our Vision continues: Advocacy/Policy Subteam What does Balanced Pain Care look like?

### Leading Change, Advancing Pain Care

Objective: Balance the conversation surrounding access to appropriate pain care

#### Task: Make Pain Management right

- •Progressing with a comprehensive plan; specific goals, actions, timeframes by end of calendar year (traditional/non-traditional medium)
- •Placement/Target: AAPM (Management ) Journal, September (Pain Awareness Month)

#### Tool: IOM Blueprint: Advancing a National Pain Care Agenda

•Chronic Pain is experienced by 116 Million Adults and costs the economy \$635 billion/year. Undue Toll/Consequences:

<u>Data Gap</u>: The cases presented in a narrative fulfills an unmet need to provide healthcare professionals, policymakers with information and balanced perspectives to treat, manage and enhance the experience for people living with pain in their communities.

#### Laser Focus concepts:

"Pain Managed appropriately is available today and we advocate for disciplined, holistic, measurable and educational resources for consumers, families, schools; Adult, Elderly and work force to benefit and receive care." Each Case will include the following and end with a simple bottom line "POSITIVE MESSAGE!".

Approach: CASE STUDY - possible TARGET AUDIENCES:

a) Employee, Commercial setting i.e. Low Back Pain - PRODUCTIVE

b)Adult, Young Elderly-safe and effective, quality of life - FULLNESS OF LIFE

c)Adolescents - sports and activities - LESSONS LEARNED - HEALTH MATTERS

Example Messages: The bottom line.....Each STORY will have one simple positive message to leave behind - to educate, to heal, to help, to care, to matter



# **Imagine the Possibilities Pain Coalition** *Directory*

<u>First</u>	<u>Last</u>	<u>Company</u>	<u>City</u>	<u>State</u>	<u>Phone</u>	<u>Email</u>	
Jeff	Buel	J&J Government Affairs and Policy	Scottsdale	Arizona	480-314-4422	jbuel1@its.jnj.com	
Paul	Chang	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908-218-7250	Pchang9@its.jnj.com	
Patricia	Cosler	Janssen Scientific Affairs, LLC	Alexandria	Virginia	703-360-2542	pcosler@its.jnj.com	
Penney	Cowan	American Chronic Pain Association	Rocklin	California	916-652-8191	pcowan@theacpa.org	
Pam	Galassini	Medco Health Solutions	Chicago	Illinois	312-670-0892; 312-954-4723	Pam_Galassini@medco.com	
Myra	Glajchen	Beth Israel Medical Center	New Rochelle	New York	212-844-1472	mglajchen@chpnet.org	
Phyllis	Grauer	HospiScript	Dublin	Ohio	614-718-0600 Ext. 82441	pgrauer@hospiscript.com	
Jack	Henningfield	Pinney Associates, Inc.	Bethesda	Maryland	301-718-8440	jhenning@pinneyassociates.com	
Myoung	Kim	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908.218.6419	mkim32@its.jnj.com	
Robyn	Kohn	Johnson & Johnson Health Care Systems, Advocacy	Raritan	New Jersey	908-927-6625	rkohn@its.jnj.com	
Richard	Payne	Duke University Institute on Care at End of Life	Durham	North Carolina	919-660-3553	paynerich@juno.com	
Jennifer	Pluim	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908-927-6502	jpluim@its.jnj.com	
Marcia	Rupnow	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908-927-3305	MRupnow1@its.jnj.com	
Frank	Sapienza	The Drug & Chemical Advisory Group, LLC	Fairfax	Virginia	703-239-8871	fsapi@aol.com	
Scott	Taylor	Geisinger Health System	Lewisburg	Pennsylvania	570-854-5719	srt2008@mac.com	
Bob	Twillman	American Academy of Pain Management	Lenexa	Kansas	913-205-3746	btwillman@aapainmanage.org	
April	Vallerand	Wayne State University School of Nursing	Novi, MI 48374	Michigan	313-577-0359	april.vallerand@wayne.edu	
Gary	Vorsanger	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908-927-5469	gvorsang@its.jnj.com	
Behin	Yektashenas	Janssen Scientific Affairs, LLC	Raritan	New Jersey	908-927-4769	Byektash@its.jnj.com	



**2013 National Advocacy Business Planning** 

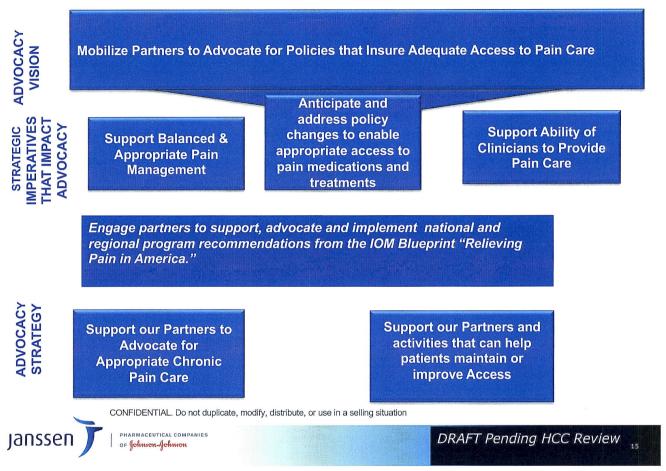
PAIN *Franchise* July 2012

CONFIDENTIAL. Do not duplicate, modify, distribute, or use in a selling situation



DRAFT Pending HCC Review

## 2013 PAIN Advocacy Strategy



### Our commitment to National Pain Advocacy, Policy & Quality Partnerships



## American Chronic Pain Association 🕘



























"Proprietary. For training purposes only won to be show modified or discussed with customers."

# How Can Advocacy Have An Impact for Chronic Pain, Painful DPN?

Create Awareness	Improve/Maintain Access
Of the Disease (Diagnosis, Care, TX) •Painful DPN, differences with other types of pain •Neuropathies-scope •Prevalence of diabetes and painful DPN	Shape Policies •HCR and impact on neuropathy and neuropathic pain patients •State Efforts to Protect Health Insurance Coverage
Of the Latest Treatments  •Class level-CII  •MOA  •DPN medications (AEDs, etc.)  NOT product specific!	Public/Private Outreach •Letters of support from Partner organizations (AAN, Neuropathy Association, Pain/IM, DM) •Neuropathy Support groups (speak out)
Of Barriers to Access •Providers/Systems of care (Neurology, Pain/DM) •Formulary considerations •Subpopulations (elderly), caregivers	Impact Legislation •Quality Measures (NCQA HEDIS, STARS-DM)

### FOCUS ON THE PATIENT!!!!!!

CONFIDENTIAL. Do not duplicate, modify, distribute, or use in a selling situation Janssen

Proprietary. For training purposes only, Not modified or discussed with customers."

### Advocacy: Barriers to Care – our partners perspectives

- · Chronic pain can and should be thought of as a disease.
- · Chronic pain is a complex problem and often requires an integrated approach and an interdisciplinary team.
- · Chronic pain can be managed by early intervention and appropriate care.
- · Resources and programs are needed in the communities , i.e. "Smart Moves, Prescribe Responsibly.
- · Abuse of prescription pain medications can confound balanced pain policy.
- Patients and providers must work together to successfully manage chronic pain.
- · Public health and community-based approaches can address the under-treatment of chronic pain.

Focus: Engage with advocacy partners at the national level for greater impact and alignment. Support models for collaboration and synergies that can then be applied at a regional level.

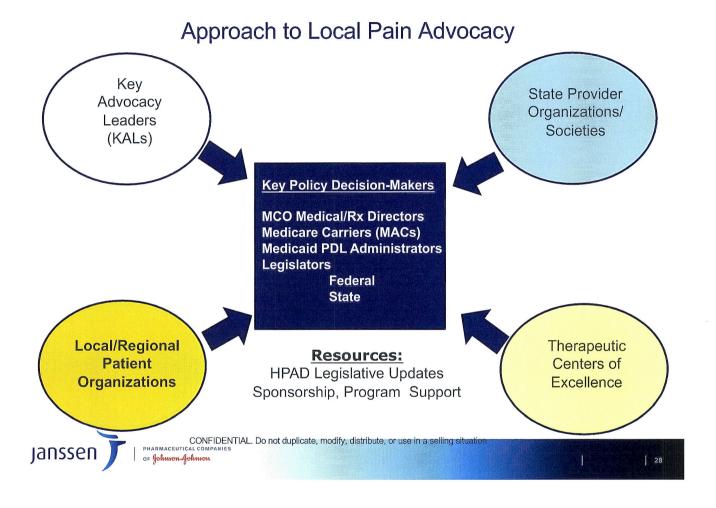


## Some Considerations for Advocacy Partner Selection Criteria for 2013

- · What stakeholders are part of this society?
- · What are the top issues this society is focused on?
- Is this organization aligned with similar objectives for patient access and care and are they willing to advocate for access?
- What % of the provider, patient community participate in this society?
- What type of engagement do they have with key policy decision makers (e.g. payers)?
- What are there current fund allocations (e.g. program support, services, disease awareness education)?



2013 Proposed National Advocacy Sponsorship Activities	Policy	Access	DPN	Membership	Program Funds
American Academy of Pain Management/SPAAC	x	x		7,500	20
American Academy of Pain Medicine	x	X	X	7,500	
American Academy of Pain Medicine/Regional Affiliates (key states)	X	x			20
American Pain Society/Chapters (WPS, MPS, TPS)	x	x	X		20
American Academy of Nurse Practitioners/Chapters	x	x		20	50
nmerican Academy of Family Physicians	X	x		5	
American Association of Hospice & Palliative Medicine	x	x		5	
American Chronic Pain Association	X	x		25	25
American Academy of Neurology	<b>X</b>	x	X		25
Neuropathy Association	X	x	X	25	25
VASCSA Sponsorship Support	X	x		5	20
ain Care Forum	x	х		2	
JS Pain Foundation	X	X			25
Global Healthy Living Foundation	X	x			
National Minorities Health Foundation	x	x			10
ASPE / PAINWEEK Program Sponsorship Support:	x	х	х		25
JASN/CADCA Program Sponsorship Support	X	X		50 (25 per)	25
HPAD Local Market Support (exhibits, regional, state associations, policy meetings)				100	100





✓ Imagine the Possibilities Pain Coalition is a working group of recognized experts in the field of pain aiming to fill unmet needs and gaps in patient care

✓ Advocacy/Policy pull-through products

