

# Aligning Your Resources

Before getting started, you need to ensure that you have established the need for, the potential value of, and adequate resources for the provision of comprehensive medication management (CMM) services. Addressing the questions below will ensure you are ready to implement or improve CMM and help you begin to build a strong business case\* for establishing, sustaining, and scaling CMM services in your practice setting long-term.



## Have you...

- Determined the **value** that CMM can bring to your organization?
  - What metrics matter most to your organization and how will CMM help your organization achieve its strategic goals?
- Defined your team's **bold aim** for the implementation or improvement of CMM?
  - What population(s) will you target for your CMM services?
  - What specific measures will you use to track your progress?
  - What are your desired outcomes?
  - Within what timeframe would you like your goal outcomes to be achieved?
- Determined if CMM will be **usable** in your practice setting?
  - Does CMM meet the needs of your patients, your practice, and your organization?
- Ensured you have adequate **resources** to get started?
  - Do you have the personnel/FTE allotment needed to provide CMM services?
  - How will the CMM services be supported financially or otherwise justified (at least initially)?
    - *What billing strategies can help support CMM?*
    - *What other types of revenue can be captured via the implementation of CMM services?*
    - *What additional value can be quantified through the provision of CMM services (reduced costs, improvement in clinical outcomes, etc.)? How will you measure that value?*
  - Do you have the organizational support you need in order to get started (e.g., do you have a physician or management-level champion for your CMM services?)?

NOTE: A more comprehensive toolkit for **Making the Business Case for CMM** will be provided in Step 8 of the CMM Implementation System