

# Outlook

## Morphine vs. Oxycodone for Cancer Related Pain

When treating cancer-related pain, interindividual variation makes it difficult for practitioners to determine which opioid to utilize first. A British study recruited 200 patients to help determine whether any difference in efficacy and side effects exists between oral morphine and oral oxycodone.

The prospective, open-label, randomized, controlled trial found no significant difference in pain response to morphine or oxycodone when used as a first-line opioid. Similarly, patient response demonstrated no significant difference when switched to the other opioid after non-response to the first-line opioid. Adverse reaction rates were similar between morphine and oxycodone.

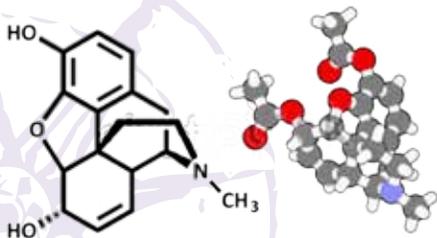
Application of this information within the hospice community includes the recognition that neither opioid is superior to the other in regard to analgesic response or adverse effects. Since both opioids are readily available, cost becomes the primary consideration. Clients using Origins' discounted pricing will find that the immediate release forms of morphine are almost half the cost of equianalgesic doses of immediate release oxycodone. An even more dramatic difference in cost exists between the extended release forms. Generic extended release morphine is merely one-fifth the cost of equianalgesic doses of OxyContin, the only commercially available extended release oxycodone product currently available.

**Considering efficacy, adverse effects rates, and cost, morphine stands out as a logical first-line opioid for most patients' cancer-related pain.**

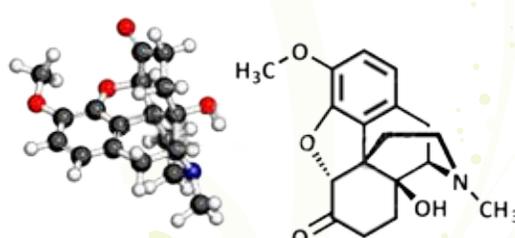
### References:

1. Riley J, Branford R, Droney J, et al. Morphine or oxycodone for cancer-related pain? A randomized, open-label, controlled trial. *J Pain Symptom Manage* 2015;49:161-172.

### MORPHINE



### OXYCODONE



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# Medication Coverage and Relatedness to the Terminal Prognosis

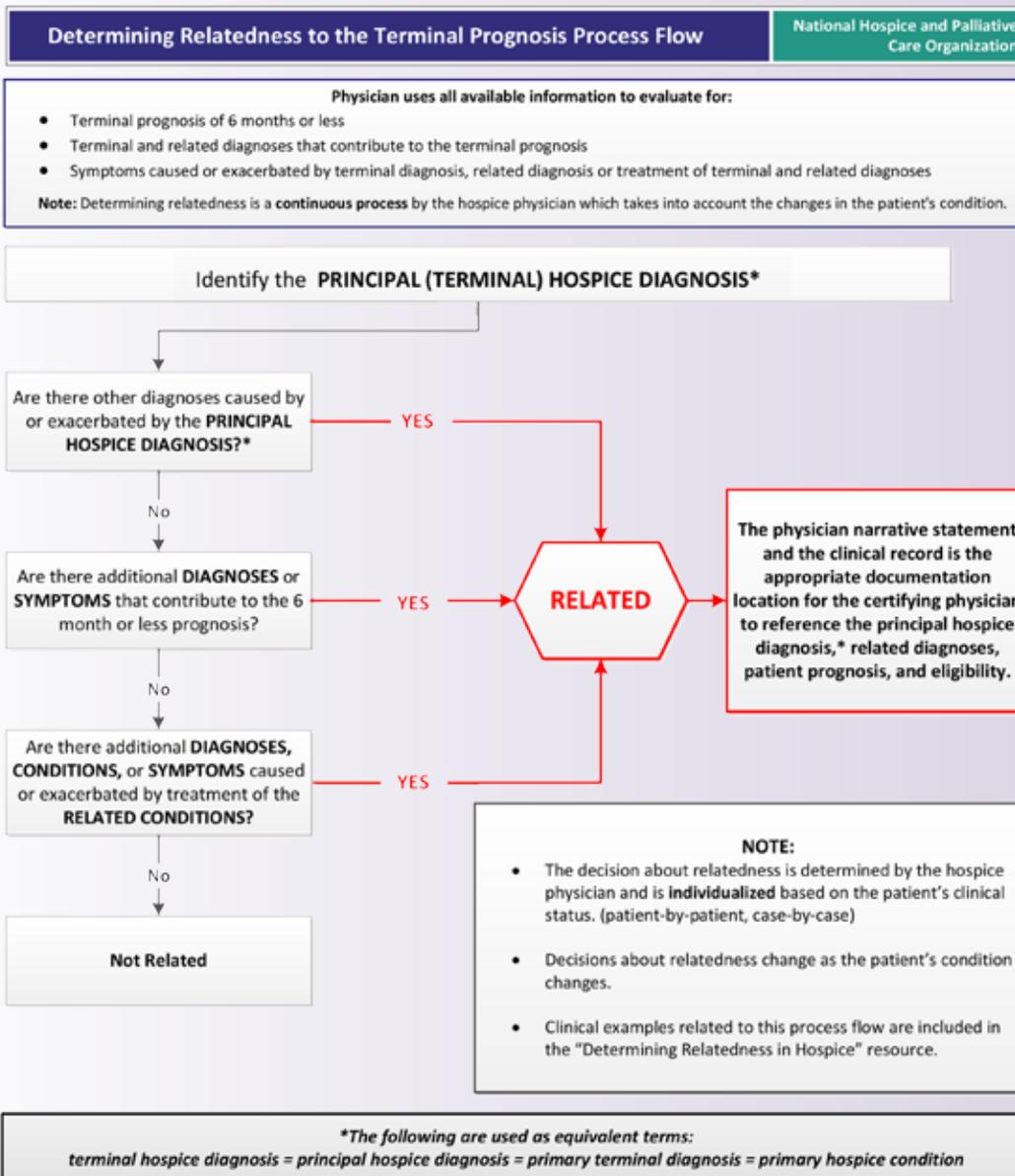
Hospice clinical staff must constantly make decisions regarding medication coverage. The difficulty of these decisions is compounded by their individualized nature and changes in each patient's condition over time.

All too often, medication formularies are utilized as the sole determiner of medication coverage status. Unfortunately, a formulary is unable to assess the patient as a whole. Rather, the hospice physician is to use all available information to determine which diagnoses and symptoms contribute to the terminal prognosis.

Further evaluation of each patient is necessary to determine whether additional diagnoses, conditions, or symptoms are caused by or exacerbated by the treatment of the related conditions. This consideration of relatedness versus non-relatedness should be performed on an ongoing basis as patients' conditions change

as they decline. Medication coverage determination must be considered dynamic rather than static.

Documentation of relatedness need not be tedious as the physician narrative statement and the clinical record is an optimal location for the hospice physician to indicate a patient's terminal hospice diagnosis and any related diagnoses. Coverage of medications involves simply determining which medications are treating these diagnoses and their associated symptoms and then ensuring they are billed to hospice rather than to the patient or third-party.





## Origins' Clients Lend a Helping Hand to Selected Charities

In many instances, hospices are the recipient of charitable contributions, but thanks to a campaign called "**One For the Least of These**", Origins'

clients get to enjoy the role of benefactor. This campaign was conceptualized by Jaren and Corina Reyna, owners of Origins Pharmacy Solutions. "The idea was born after reading Matthew 25:40 in the Bible," says Jaren, CEO. "Corina and I talked about how we could embrace that value within our company's operations and decided to donate 1% of the drug expenditures we processed for our clients to the homeless and displaced children. It is a great way for us to support our customers, add value to the communities in which they operate, and live out the Biblical directives we choose to live by."



*Glen Blankenship, Director of Clinical Services, Accent Hospice; Reverend Bill Roscoe, CEO, Boise Rescue Mission; Jean Lockhart, COO Boise Rescue Mission.*

The first two **One For the Least of These** donations took place in April. Accent Hospice, in Meridian, Idaho, chose to donate to the Boise Rescue Mission (BRM) in honor of a patient who had been living at the mission. The staff at Accent said, "We chose the Rescue Mission because we believe that their mission statement and ministry closely align with our hospice philosophy of providing physical, emotional, and spiritual support to individuals and families that are journeying from this life to the next."



*(Left to Right) Chris Pacheco, Director of Nursing, WWCH; Anne Marie Schwerin, Director, YWCA and Rebecca Hendricks, Administrator, WWCH.*

Rev. Bill Roscoe, President of BRM responded, "We are so thankful to Accent employees for choosing to donate to Boise Rescue Mission. This is the most generous community I have ever worked in." Accent Hospice's donation will provide 188 meals in the BRM's dining facilities where they served 10,000 homeless men, women and children last year.

Another Origins client, Walla Walla Community Hospice (WWCH) in Washington state, chose to donate to their local YWCA's domestic violence program. The presentation of the check was a very emotional exchange for Chris Pacheco, (WWCH Director of Nursing), Rebecca Hendricks, (WWCH Hospice Administrator), and Anne Marie Schwerin, (Director of the Walla Walla YWCA). "This generous donation will almost fulfill our entire year's budget for meals served to women and children escaping and recovering from dangerous domestic abuse," said Schwerin. Hendricks and Pacheco repeatedly expressed how wonderful it was to be able to give to such a necessary program within their community.

"This is what it is all about," says Reyna. "We're loving our neighbors and helping them love their neighbors, and that means everyone wins!"

More donations are in the works as clients choose their recipients and the details are finalized.

**For More information on how your hospice can become an Origins Pharmacy Solutions client and participate in the *One For the Least of These* campaign, please contact LisaKay Cox, Director of Marketing at: [lcx@originspharmacysolutions.com](mailto:lcx@originspharmacysolutions.com)**

# About Origins Pharmacy Solutions®

Our mission is to simplify the pharmacy benefit process for end-of-life care.

Origins Pharmacy Solutions® partners with hospice organizations and local pharmacies allowing them to provide exceptional patient care while we help control all pharmacy-related costs and administrative burdens. Together, the hospice, pharmacy, and Origins (the pharmacy administrator) form a synergistic team of experts where each team member is able to focus on what they do best.

- The hospice provides superior patient care.
- The dispensing pharmacy ensures effective medications are provided to the patients when and where they are needed.
- Origins provides complete pharmacy program administration which effectively finds the optimal balance between pharmacy profit and hospice expense while relieving both entities of burdensome data management.

Origins' clients also enjoy access to numerous customizable management reports that can be uploaded directly into your EMR. This includes the CMS required CR 8358. A Geriatric Certified Doctor of Pharmacy performs all Medication Therapy Reviews (MTRs) and Nationally Certified Pharmacy Technicians are available 365/24/7.

Origins Pharmacy Solutions® provides an extensive list of services, including:

- Pharmaceutical Expense Management
- Clinical Consulting Services
- CR8358 Reports formatted to fit your EMR software
- Formulary Guidance
- Real Time Reporting and Online Administration
- PURE Discounted Drug Pricing (no PBM mark-ups)
- Itemized & Competitive Fees for Pharmacy Management
- CoP Compliant Medication Therapy Reviews

We strive to keep our relationships strong with local pharmacies – keeping hospice business in the communities they serve. Origins is contracted with over 60,000 pharmacies nationwide – making it simple and convenient to fill prescriptions at Origins' discounted pricing.

We offer several pricing and formulary options including our Manual of Appropriate Pharmacotherapies® (MAPs®) which allows hospice to select the most cost-effective, evidence-based, and hospice-related medications. Our goal is to keep our customers' drug costs low, simplify the pharmacy process for end-of-life care, and provide other much needed pharmacy-related services, all while exceeding our clients' expectations in customer service. Call today for an individualized proposal that addresses your specific area(s) of need!



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