

# Evaluating the Impact of a Pharmaceutical Industry and Health-System Collaboration on Patient Care and Learning Outcomes

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## BACKGROUND

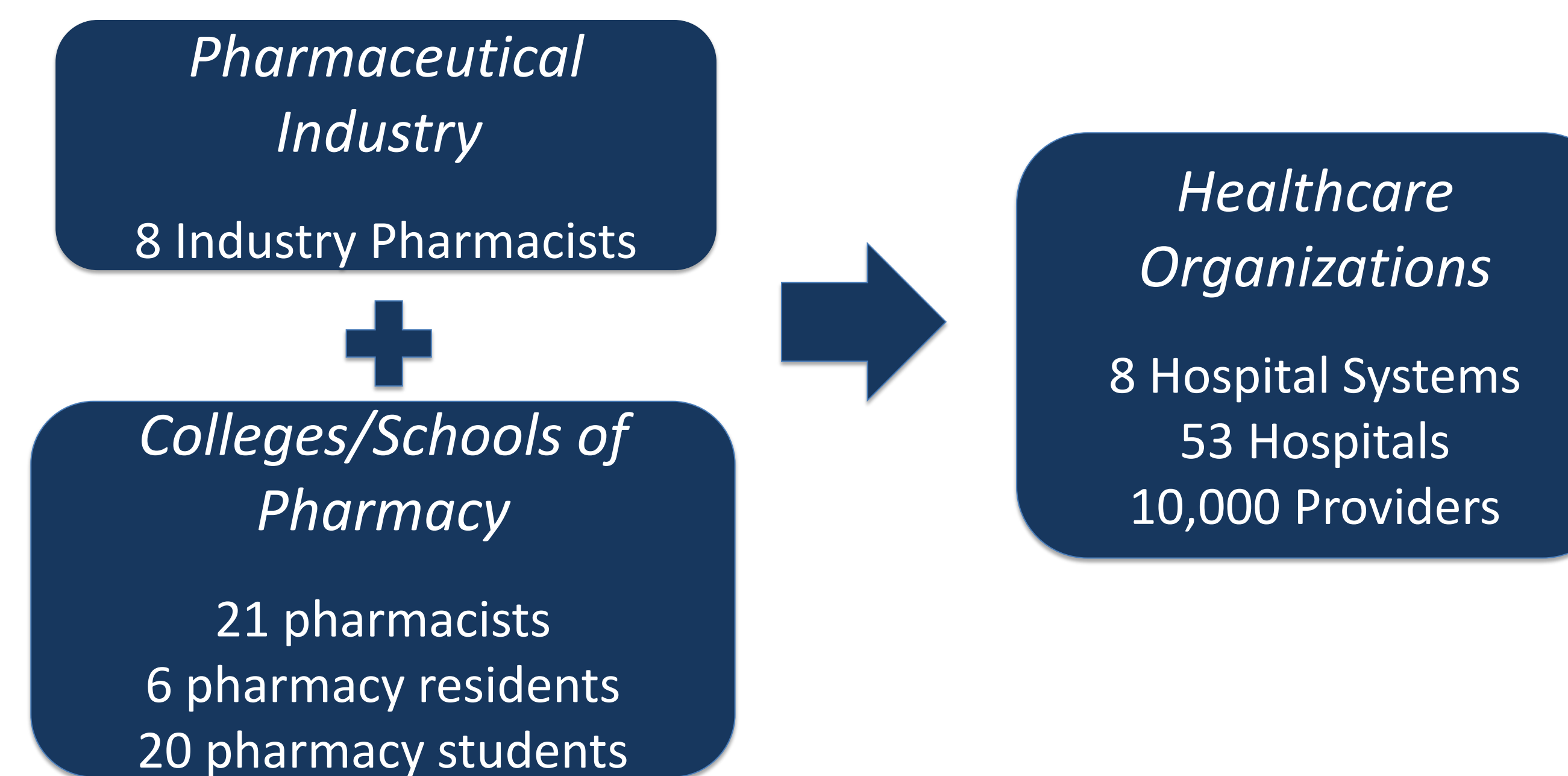
- Pharmacy students are increasingly interested in novel career paths outside of community and institutional practice.<sup>1</sup>
- Recent graduates report pursuing graduate school, healthcare administration roles, and careers in pharmaceutical industry.<sup>1</sup>
- These new, alternative career paths are challenging for colleges/schools of pharmacy (COP/SOP), as faculty and administration must determine how to expose students to these careers as well as prepare them to attain them.
- One potential avenue to increase awareness of industry offerings and enhance our education of research and industry relations is to offer students a collaborative experience with an industry partner.
- Such an experience could be offered early or later in the professional curriculum, integrated into didactic or experiential offerings.
- Currently, there is little known about how to facilitate and support such an experience, as well as the potential benefits of the relationship, which may include improved outcomes in patient care, professional networking, and learner career knowledge and placement.

## PURPOSE

The purpose of this project is to describe a collaboration between a pharmaceutical industry partner with several health-systems and COP/SOP in the Southeastern United States, including the framework, implementation, and impact of the joint venture.

## METHODS

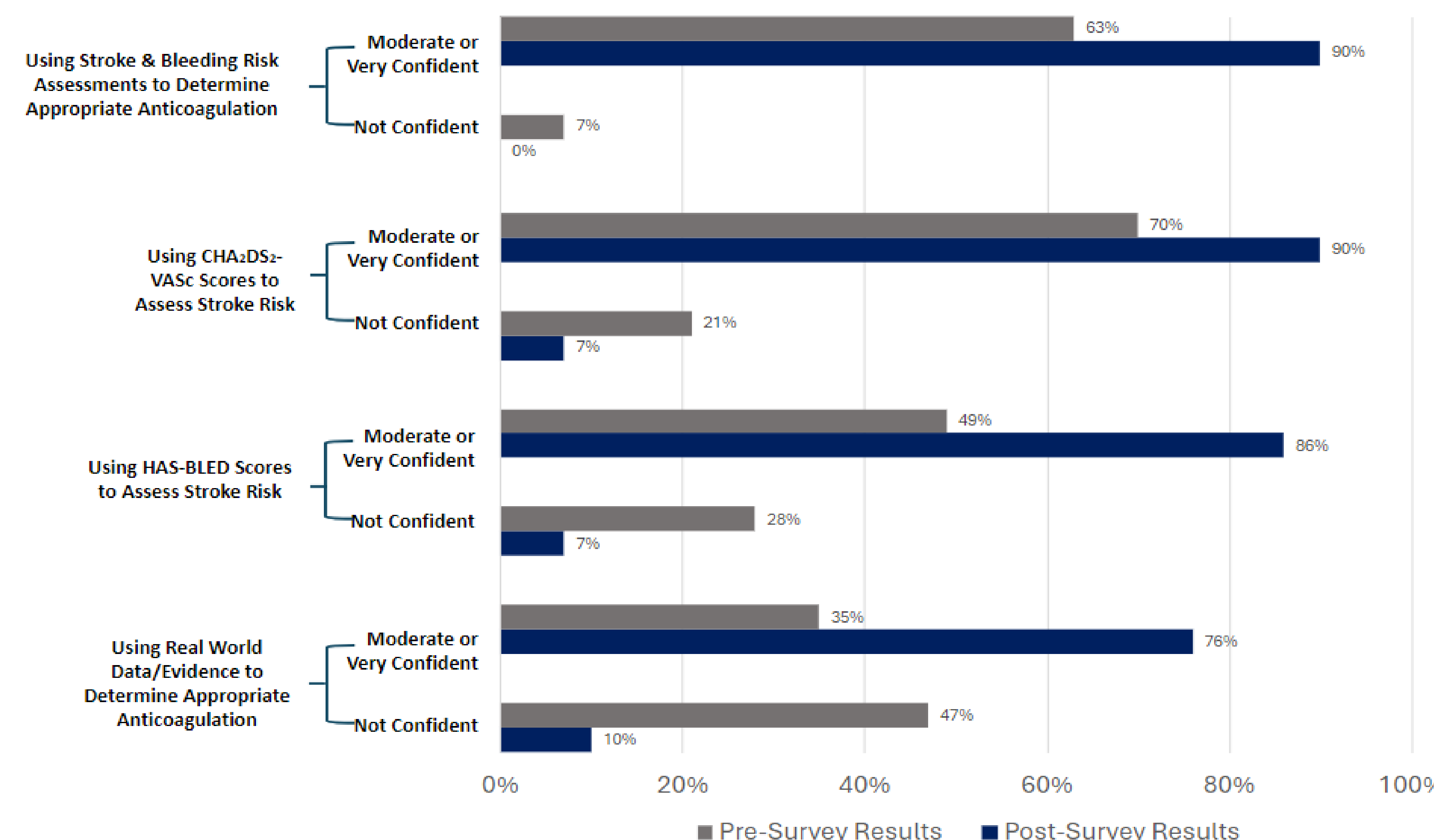
- Individual health-system and University/College of Pharmacy IRBs approved the project.
- Pharmaceutical industry medical outcomes and analytics pharmacists contacted the health-systems and COP/SOP regarding a potential collaboration.
- Collaboration included a research project and industry-facilitated mentoring for pharmacists, residents, and pharmacy students.
- The research project included in the collaboration aimed to assess provider confidence in knowledge and therapeutic approaches for reducing stroke risk in patients with atrial fibrillation before and after education conducted by on-site pharmacists, pharmacy residents and/or students.
- An education template and 25-question electronic survey was provided for each institution, and data was analyzed for each site as well as in aggregate.



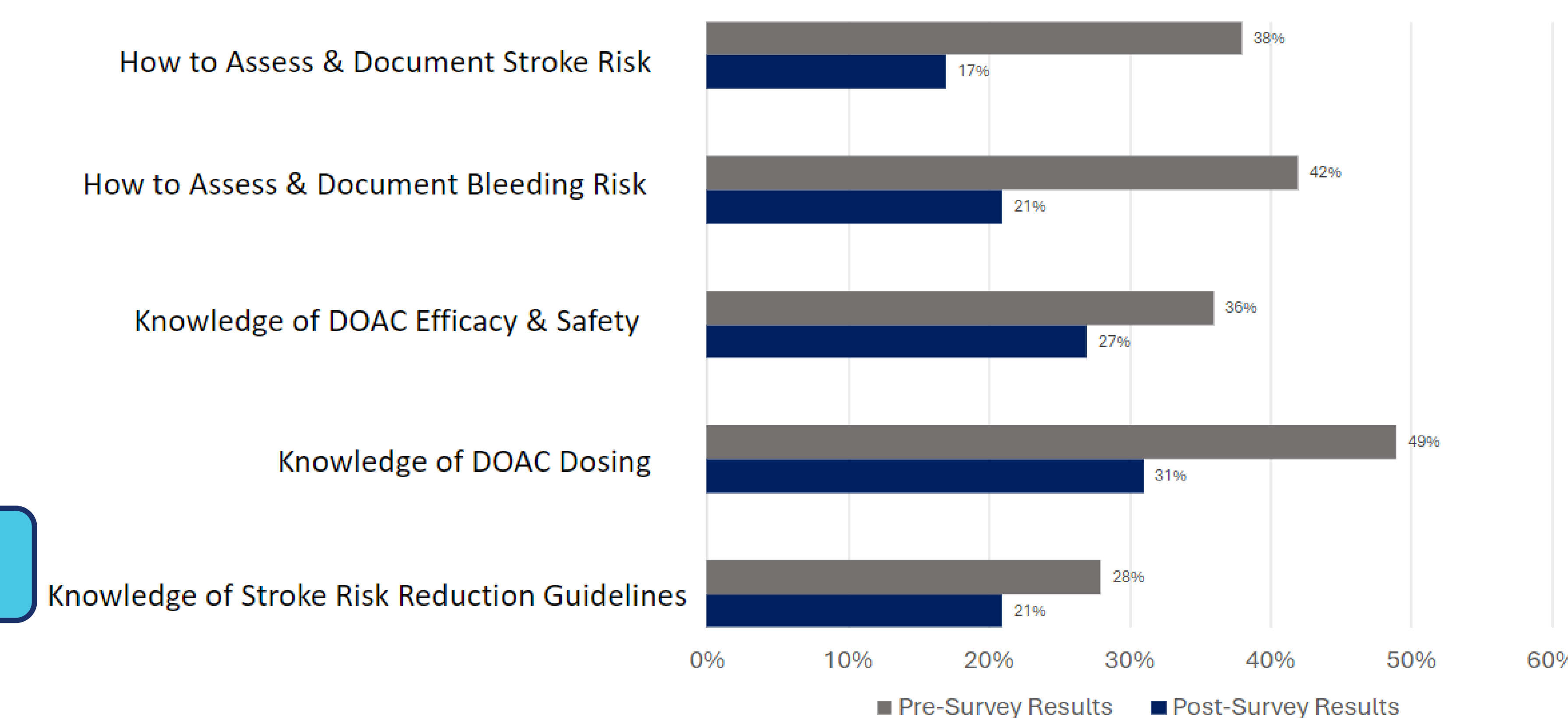
## RESULTS

- At our facility, 2 pharmacists, 1 resident, and 3 students participated in the collaboration.
- During the 4-month project, a total of 53 providers received education on atrial fibrillation therapeutics and completed the pre-education surveys.
- 29 providers also completed post-education surveys.
- Survey responses were analyzed using descriptive statistics.
- Provider confidence improved after education on CHA<sub>2</sub>DS<sub>2</sub>-VASc and HAS-BLED scores from 70 to 90% and 49 to 85% respectively.
- Provider perceived barriers decreased from 49% to 31% after education regarding knowledge of direct oral anticoagulants dosing.
- Based on the results of the survey, the resident was able to share tools available through the EHR that were available to aid in clinical decision support.

### Measures of Confidence



### Provider Perceived "Very Significant" Barriers



## CONCLUSIONS

- Health-system, industry, and COP/SOP partnerships can be successful in meeting needs of students, providers, and patients.
- This collaboration demonstrated positive outcomes of provider education as well as enhanced validity of industry-related programming.
- As a result of this partnership across multiple health systems and COP/SOP, it allowed for students, residents, and preceptors to gain insights and exposure into research and industry partnerships that improve clinician education and patient outcomes.
- COP/SOP have a unique position to facilitate ongoing collaborations and exposure to other roles available in pharmacy, while supporting and meeting standard residency project requirements.

## DISCLOSURES

The authors have nothing to disclose concerning possible financial or personal relationships with commercial entities that may have a direct or indirect interest in the subject matter of this presentation.

## REFERENCES

- Fitzpatrick K, Allen E, Griffin B, et al. Exploring career choices of pharmacy graduates over 15 years: A cross-sectional evaluation. *Currents in Pharmacy Teaching and Learning*. 16 (2024): 307-318.