

Inaugural Issue!

MOMENTUM

A Quarterly Newsletter from MedCall

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Holiday Coverage = A Happy Summer Time!

Summer is just underway but it's not too early to start thinking about covering the upcoming holiday shifts of your long-term care pharmacists. Holiday coverage can be a challenging time of the year. Your staff pharmacists want time off but your long-term care facilities still need medications for patients.

"You can balance the needs of your staff and the needs of your facilities with on-call backup services," said Ann Beal, senior director of Operations at MedCall. "Once your pharmacy's needs are assessed, implementation is completed and service is established, we have licensed and trained pharmacists on staff that can cover a day, a weekend or the entire summer season."

The process is seamless and transparent to facility staff. After transferring your phones, MedCall takes over to efficiently and professionally fill prescriptions just as you would. And MedCall can arrange for STAT medication deliveries, if needed.

MedCall on-call backup services gives long-term care pharmacies the tools to have more satisfied — and more productive — pharmacists, while facility clients continue to receive the services they need, when they need them.

"We've been providing support since 2007," added Beal. "Long-term care pharmacies can trust that MedCall will deliver."

With MedCall, your holidays are sunnier knowing that your pharmacy staff is enjoying time off and your facilities' needs are being met. For more information on MedCall's on-call backup services, email us at info@medcallrx.com or call us at 866.877.2053.



SCPC Comments on FDA Repackaging Guidance

The Senior Care Pharmacy Coalition (SCPC) recently sent a comment letter to the Food and Drug Administration (FDA) requesting modifications to proposed repackaging and distribution guidance in how it applies to long-term care (LTC) pharmacies.

Due to the unique role of LTC pharmacies, the SCPC believes that draft guidance would unintentionally undermine patient safety by limiting LTC pharmacies ability to prepackage pharmaceuticals and impede pharmacy practices that would impact nursing home compliance.

MedCall fully supports the SCPC in its advocacy efforts and can serve as a LTC pharmacy resource in the event the FDA's guidelines go into effect.

Visit <http://seniorcarepharmacies.org> for more information.

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Meet Shawn Madden

Here are some interesting facts about Shawn Madden, MedCall's new national sales leader. He's an aficionado of '80s and '90s rap, and he's a dance dad. When asked to name his favorite rap group, he found it hard to answer. "Honestly, there are so many," said Shawn. But there's no hesitation when it comes to talking about his children. "I love watching my daughter dance and watching 'So You Think You Can Dance' as a family," he said. "I spend most weekends going to my middle-school son's baseball, basketball and football games."



Shawn joined MedCall in early May. As the national sales leader, he is responsible for providing leadership and direction for all aspects of sales and marketing policies, objectives and initiatives for the long-term care pharmacy benefit management service. In his first few weeks, he's been introducing himself to clients, attending conferences and developing strategy. "We are so excited that Shawn has joined our team," said Ann Beal, senior director of Operation. "His experience working with long-term care facilities will be of great value to MedCall."

Shawn has more than ten years of experience in business development. Prior to joining MedCall, he was director of Business Development at Rehab Care, where we successfully marketed rehabilitation services to assisted living and independent living organizations in Texas, Oklahoma, Louisiana and New Mexico. Shawn has also held account management positions at PharMerica and TOPAZ Technologies.

Another interesting fact about Shawn: to pay his way through college, he worked full time at Sam's Club for four years. He earned a degree in business administration from Texas Tech University and still remains a staunch Red Raiders supporter.

After a few months on the job, Shawn is impressed with the commitment he sees from the MedCall team. "Everyone is so passionate about delivering a great service to our long-term care pharmacy clients," he said. "The team's support allows our back-up pharmacy clients to focus on the core services they provide."

MedCall on the Road

The MedCall staff will be on the road this fall attending major trade shows and conferences. Be sure to visit us at our booth to chat about our services and to register for great giveaways!

Sept. 15—17
2015 Softwriters Conference
Encore at Wynn in Las Vegas

Oct. 10—14
2015 NCPA Conference
Gaylord National Conference Center in National Harbor, Maryland

Oct. 30—Nov. 1
2015 ASCP National Conference
Paris Las Vegas



Account Manager Jessica Rosonowski (l) and Sr. Director of Operations Ann Beal at a conference earlier this year.