

## CASE STUDY

## DSH CASE STUDY

### What We Do

**340B Optimization**

- < 5 hrs of client time total w/ \$50K-\$500K savings

**340B Growth**

- Multiple months w/ > \$500K savings

**Non-340B Contracting/Charge Practices**

- < 5 hrs of client time total w/ \$50K-\$500K savings

**Site of Care Strategies**

- Multiple months w/ > \$500K savings

### How We Do It

- We access data
- We present findings
- Client approves all opportunities
- We implement
- We track realized savings per initiative by NDC or RX number

### Pricing

- No-Fee risk
- Performance based pricing
- Fee is based on realized savings
- Only invoiced after cost savings implemented and realized

### Scenario

- 400 bed DSH had a SpendMend Pharmacy review during their annual Turnkey Pharmacy Solutions audit.

### Background

- DSH is part of a large health system with regional and system wide 340B support (7 FTEs assigned across 6 Covered Entities)
- DSH had 3 previous Turnkey Pharmacy Solutions audits and 1 HRSA audit

### Findings

- \$597K of Credit/Rebills across 6 NDCs
- \$761K of Potential Savings across 4 NDCs
- All initiatives implemented with < 5 hrs of client time

### Story

By looking through the data submitted during the annual audit, SpendMend Pharmacy was able to identify 9 NDCs with optimization opportunities. These NDCs had opportunities due to:

- Purchasing Practices
- Waste Practices
- Third Party Administrative Software Settings

### Action

SpendMend Pharmacy in coordination with Turnkey Pharmacy Solutions, A SpendMend Company, can support any size covered entity with compliance and optimization review. Their team of industry leaders have all been at a Covered Entity and know how to identify compliance risks and optimization opportunities. With greater than 300 clients, they can help educate on best practices around the country.

