

## CASE STUDY

## CAH 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

- 25 bed CAH had a SpendMend Pharmacy review in addition to their annual Turnkey Pharmacy Solutions audit

### Background

- CAH has a small pharmacy team trying to manage 340B on a part time basis with other pharmacy duties

### Findings

- \$248K of Credit/Rebills across 10 NDCs
- \$348K of Realized Savings across 14 NDCs
- All initiatives implemented with < 20 hrs of client time
- Findings reduced their drug budget by 16%

### Story

By taking a deep dive into their purchasing practices, Elevate340B was able to identify 11 NDCs with optimization opportunities. These NDCs had opportunities due to:

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

### 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.

