SPEND MEND
SpendMend Pharmacy Spend
Analytics & Optimization

Gain New Insight Into Your Pharmacy Spend And Fix The Problems

+TRULLA
by SPEND MEND

Pharmaceutical spend is among the largest non-labor spend categories within a health system. SpendMend Pharmacy delivers the industry's most complete Analytics and Optimization solution. We combine the power of our Trulla software platform and our team of over 30 pharmacy experts to help clients reduce costs and optimize savings.

The Power Of Analytics - Your Self-Service Solution

Leverage Trulla by SpendMend Pharmacy to attain best-in-class purchasing analytics on your annual pharmaceutical spend. Use this advanced platform to optimize the way you monitor trends, develop forecasts, identify opportunities, and more.

Our clients achieve an average of 3-5% in annual pharmacy cost savings.

Trulla Software Features:

- Access to price changes and impacts to budget
- A robust, day-one reporting suite with drill down capabilities
- Automatic updates and data feeds from your suppliers
- Recognition of preferred NDC's with respect to 340B/WAC/GPO mix

Trulla Software Delivers:

- Trends and forecasts for all your medications and purchases
- Insight into upcoming price increases (and decreases)
- A significant reduction in WAC purchasing
- New and impactful opportunities to standardize NDC's

Why Pharmacies Choose SpendMend Pharmacy

- Drive an average of 5% savings on your annual drug spend
- Gain insight on the best practices of leading pharmacies
- Benefit from a combined 250 years of pharmacy experience
- Work with the industry leader in spend optimization

"We knew all these strategies, Price Parity, Price Spikes, Unit Dose, Biosimilars...
We knew it, we just didn't have the time to put it all into motion. SpendMend brings a team of experts and showed us how much we could save. It's staggering"
- Pharmacy Leader - Nationwide, non-profit health system, $330M in annual drug spend

SpendMend Pharmacy Spend Optimization Program

The SpendMend Pharmacy consulting team leverages the deep data insights of Trulla and over 250 combined years of experience to customize and construct the right sequence of strategies and solutions (see chart below) to help your pharmacy reduce costs and optimize savings.

Dashboards & Core Functions

Dashboard
Provides a high-level view of potential and realized savings across the various analytics. Serves as the homepage/launch point for Trulla Analytics.

Pharmacy Spend
Track, trend, and forecast spend, quantities, and pricing. Drill into specific products, manufacturers, account types, and contract types.

Standardize NDC's
Evaluate all medications of the same strength/size that are available from more than one manufacturer to identify potential cost-savings by standardizing to the NDC that has the lowest Weighted Each Price within that medication group.

Standardization Savings
Track realized savings and compliance of medications that have been standardized via Trulla.

340B Savings
Identify trends in 340B savings to monitor for data issues impacting 340B purchases.

Catalog Variances
Identify where pricing is not LOADED consistently across the health systems's accounts that are of the same Account Type and Class of Trade.

Invoice Variances
Identify where pricing was not PAID consistently across the health system's accounts that are of the same Account Type and Class of Trade.

Contract Variances
Monitor variations in contract pricing for custom/direct contracts.

Price Changes
Identify both the price increases and price decreases that are impacting your pharmacy spend across your 340B, GPO, and WAC accounts.

Penny Buys
Identify where the penny buys exist for your 340B program.

Bioisimiliars
Compare CMS margins of available biosimilars and the associated reference products to identify the optimal medication to administer for CMS patients within a biosimilar group.

High WAC %
Identify potentially unnecessary WAC purchases when the WAC price is more expensive that both the 340B and GPO accounts.

Unit Dose
Identify cost-savings where oral solid tablet/capsules that can be purchased in pre-packaged unit-dose form or in bulk form.

Shortages
AI tool that uses machine learning to assign a shortage risk score to all medications purchased and their risk of becoming short. View notes about the reasoning and logic for the current store.

Price Lookup
Quickly look up various prices (weighted, 340B, GPO, and WAC) of an NDC.

Price Overrides
Display the list of medications that have a custom price.

Preferred NDCs
View your preferred NDC sort for any given medication.

Invoice Details
Quickly see all the invoice details for any previous purchased medications.

Weighted Price & Biosmilar Weighted Price
View the system weighted price of a biosimilar group per NDC based upon current WAC, GPO, and 340B prices and your purchases minx of WAC, GPO, and 340B.

Trulla Order Details
Analyze orders (quantity, frequency, and value) processed via Trulla for internal distribution.

SpendMend Mission

At SpendMend, we strive to help hospitals improve patient care through the delivery of innovative cost savings solutions, insightful transaction analysis, and improved visibility across business relationships.