



VIZIENT  
PHARMACY  
**VISION**  
AWARDS

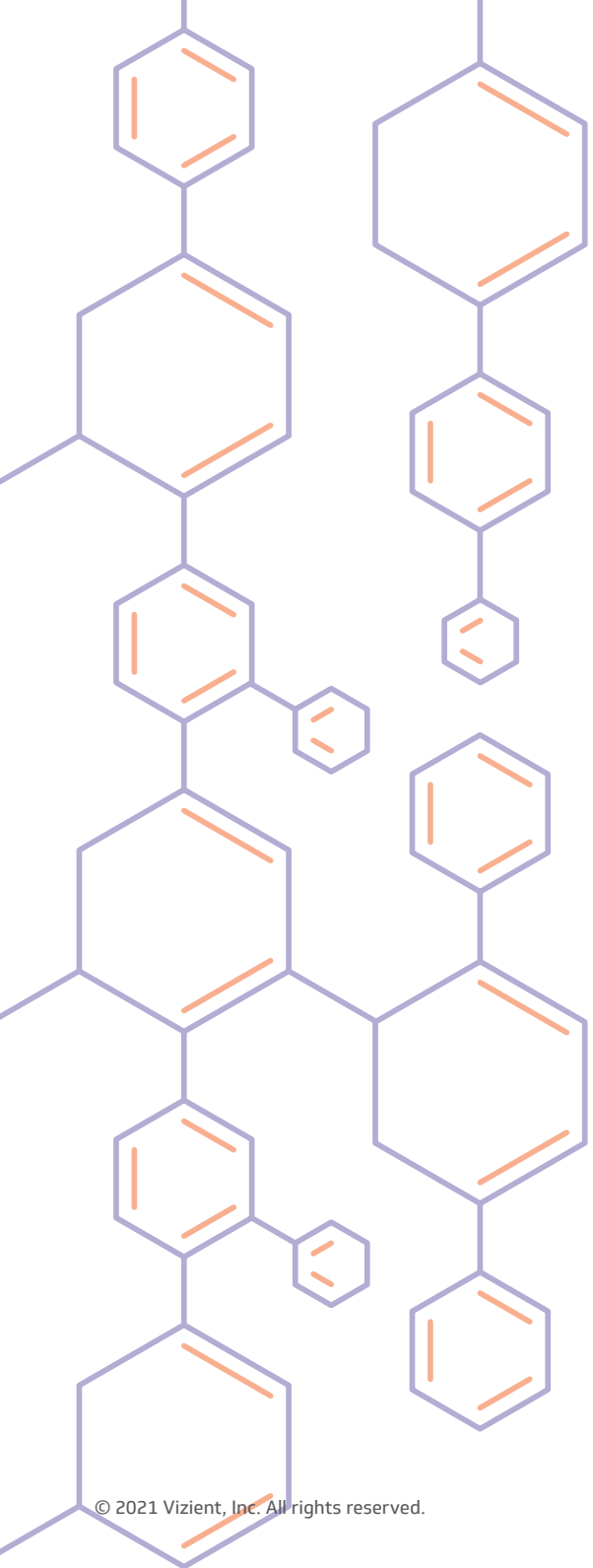
2021

## PHARMACY VISION AWARDS

**Advancing pharmacy practice standards involves new thinking and having eyes on the future.**

It requires a higher level of commitment and effort—and deserves recognition. We are proud to present this inaugural group of award winners and share how Vizient Pharmacy Program participants successfully leverage program resources. The awards will bring to light innovative practices for a new and expanded vision for pharmacy.

Given the continued expansion of pharmacy services, our award categories recognize an array of practice settings. For our inaugural award program, we recognize elevated practice standards in areas including sourcing, dimensions of practice and leadership. The award categories, definitions and our 2021 Vizient Pharmacy Vision Award winners follow.



# AWARD CATEGORIES

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**Vizient has identified four organizational domains that most accelerate member success for delivery of high value care. Those domains include operations and quality, strategic growth, supply chain, and pharmacy.**

**ERIC TICHY**  
**LANCE OYEN**  
**JEFFREY BETCHER**  
**ELIZABETH VENTRESCA**

**MAYO CLINIC**

Eric Tichy, Lance Oyen, Jeffrey Betcher and Elizabeth Ventresca at Mayo Clinic prove there are a multitude of ways in which member organizations can demonstrate excellence across all dimensions of practice. Vizient has recently identified its four organizational domains that most accelerate member success for delivery of high value care through the alignment of cost, quality, and market performance. Those domains include operations and quality, strategic growth, supply chain, and pharmacy. In review of all the submissions for 2021, one organization stood out by the extent to which its pharmacy nominations demonstrated collaborative successes in these areas. Whether it is driving sourcing success and resiliency for supply chain and pharmacy, extending practice to non-acute and virtual settings, leveraging technologies to advance quality practice, and planning for future care delivery needs to address social determinants of care, Mayo Clinic's pharmacy team is achieving advancement throughout all these environments. These actions combined with their commitment to policy development and advocacy make them the inaugural recipient of the Vizient Excellence in Integrated Transformational Practice Award.



**EXCELLENCE IN  
EXECUTIVE  
LEADERSHIP**

**Enterprise leader who demonstrates strategic insight, advances leading clinical practices and shows business acumen for the entirety of their organization.**

## **DEBBIE SIMONSON**

### **OCHSNER HEALTH**

Debbie Simonson innately knows the value of partnerships and how to use the right expertise and resources to better serve patients and front-line workers—especially in times of need. She takes her job very seriously and advocates for the health and well-being of her home state, Louisiana. She finds a way to get things done, no matter what challenges she faces. A chief pharmacy officer peer commented that “I have always been impressed by Debbie’s innovative and strategic focus, which has advanced the practice of pharmacy for all of us. She always seems to be steps ahead of the rest of the nation.”



**Exhibits high-achieving and consistent contract compliance through Novaplus® and the Novaplus Enhanced Supply Program, maximizing Vizient contract value.**

## **CRYSTAL TUBBS**

### **THE OHIO STATE UNIVERSITY WEXNER MEDICAL CENTER**

Crystal Tubbs exemplifies excellence in pharmacy sourcing by successfully managing the pipeline of high-cost specialty medications, ongoing drug shortage challenges and constant pressures related to lowering reimbursements. Her ability to effectively collaborate across her internal teams at The Ohio State University (OSU), Vizient members and Vizient sourcing teams on behalf of the newly created TS3 Pharmacy Network has uniquely positioned Crystal as the perfect candidate to receive this award. Under Crystal's leadership efforts, OSU was able to consistently achieve over 80% Novaplus Contract Compliance over the past 4 quarters, and realized rebates of almost \$300K organization wide for more than 4 years. Additionally, Crystal has been instrumental in the development and success of the TS3 and Vizient Oncology Network. She has not only achieved savings of over \$2.7M, but she was also a key supporter in the recruitment of other large academic medical centers to ensure the continued success of these members. Crystal played an instrumental role in responding to the COVID-19 pandemic with product sourcing and OSU's COVID vaccine roll-out.



**DAVID AGUERO**  
**STEVE PATE**  
**BEN MOORE**  
**MURAD HASAN**

**ST. JUDE CHILDREN'S RESEARCH HOSPITAL**

David Aguero, Steve Pate, Ben Moore, Murad Hasan and the St. Jude Pharmaceutical Services Informatics team developed the vision to follow and achieve multiple Vizient best practices. By standardizing metrics and terminology across different systems, they were able to visualize and model data to create unified reports that provide insight to the entire St. Jude medication use processes. This has led to benchmarking performance across pharmacy service lines and has rapidly created value for St. Jude by supporting clinical, operational and financial efforts.

**Applies analytics to drive high quality care and performance improvement in the practice of pharmacy. This category focuses on the creative development or use of analytics applications to provide insights, drive meaningful change and/or business value.**



**EXCELLENCE IN  
CLINICAL PRACTICE**

**Implements novel clinical practices to improve patient outcomes and reduce the cost of medication utilization.**

**SHIRLEY WONG  
STEPHANIE HSIA  
ROSE PAVLAKOS  
MARILYN STEBBINS**

**UNIVERSITY OF CALIFORNIA SAN FRANCISCO**

Shirley Wong, Stephanie Hsia, Rose Pavlakos, Marilyn Stebbins at UCSF Health identified health disparities in blood pressure (BP) control in African American patients in the UCSF Primary Care practices in fiscal year 2021. To address this health inequity, a Hypertension Disparity Reduction Team and Program resulted in a collaborative effort among the UCSF Department of Pharmaceutical Services, School of Pharmacy, Primary Care Practices and Office of Population Health. A hypertension (HTN) registry was created that categorized patients whose BP was above target (e.g., >140/90). Health care navigators initiated an outreach to high-risk patients who were prioritized for pharmacist engagement to address clinical and behavioral health issues. By end of the 2021 fiscal year, UCSF Health exceeded the goal of 73% of black patients meeting the target for HTN control. Medical Center Leadership recognized the importance of the pharmacists' role and will be increasing the employees allocated by another two full-time dedicated pharmacists.



**EXCELLENCE IN  
INNOVATION**

Implement an innovative approach to challenging patient care and/or operational practice issues in conjunction with other departments or disciplines.

**MEGAN LaBRECK  
MAGGIE SHERRY  
CHELSEA ROBERTS**

**OHIOHEALTH RIVERSIDE METHODIST HOSPITAL**

Megan LaBreck, Maggie Sherry, Chelsea Roberts work with an antiarrhythmic drug therapy routinely used to manage cardiac arrhythmias. Regular laboratory and EKG monitoring are necessary to ensure medication adherence and recognize adverse events. The management of their nearly 1,400 class III antiarrhythmic patients fell to their electrophysiology (EP) team. In collaboration with EP providers, they developed a pharmacist-led clinic to monitor patients requiring long term antiarrhythmic drug therapy. In their first year, they received 876 referrals to the clinic and completed 423 patient visits with 3,762 monitoring follow ups. They were able to diagnose 21 patients out of rhythm during their appointments and refer them for cardioversions, preventing potential hospitalizations. Their safe and effective pilot sotalol program had an average cost savings of \$6,699 per patient. Due to this success, the pilot became a standard service offering resulting in 34 outpatient sotalol loads in the first year, with an estimated cost savings of \$227,766.





**EXCELLENCE IN  
MANAGED CARE**

**Employs an innovative approach to improving outcomes and reducing cost to a health system by coordinating clinical activities, pharmacy services and other system resources in support of an insurer or employer health plan.**

**JAMES STRAUB  
SARAH SARKA**

**LIMA MEMORIAL HEALTH SYSTEM**

James Straub and Sarah Sarka collaborated with the Alluma account management and clinical teams to develop an approach that focused on driving growth in prescription fulfillment at their owned outpatient pharmacy while reducing overall pharmacy benefit expenses. Jim and Sarah are committed to delivering improved discounts, reduced copays and access to a broad array of medications from their outpatient pharmacy. They are developing plans to grow their outpatient pharmacy prescriptions by capturing more network prescriptions and converting ongoing 30+ day prescriptions to 90-day prescriptions to make the refill process more convenient for members. In addition, they plan to develop co-branding and marketing plans using targeted data and analysis from Alluma.



**EXCELLENCE IN  
NETWORK  
SOURCING AND  
AGGREGATION**

**Operates above and beyond in their efforts to collaborate across internal teams, with other Vizient members and suppliers on behalf of the Pharmacy Network.**

**RODRIGO GIRALDO**  
**ELIE BAHOU**  
**MIKE SKAFI**  
**SOPHIA HUMPHREYS**

**PROVIDENCE**

Rodrigo Giraldo, Elie Bahou, Mike Skafi, Sophia Humphreys at Providence, envisioned a system-wide pharmacy network providing the most direct path to optimizing pharmacy operation performance across the entire organization. Elie and his team recognized that several years of hospital and health system acquisitions, consolidations and mergers had created inefficiencies in pharmacy workflow, drug formulary standardization, drug purchasing contracts and processes. Working with Vizient, Bahou and his team created the Providence Health Pharmacy Network. This collaboration helped 53 separate hospitals and over 1,000 clinics to now act as one unit. The network-wide pharmacy infrastructure helped reach the first three steps on Eli's "roadmap to success": consolidation, modernization and standardization. The collaboration led to several critical capabilities not previously instituted including clinical governance, collaboration, and cost reduction. In just a few months after beginning this process, the system saved more than \$8.5 million in drug spend while simultaneously improving drug-related clinical outcomes for patients.



Organizations that partner with Vizient Pharmacy Advisory Solutions to help achieve performance excellence and exceed member expectations (based on statement of work) in one of four categories: clinical, operations, specialty/retail or 340B.

**STEPHANIE VENTRIGILIA**  
**NEIL GILCHRIST**  
**JACKIE BREEDS**  
**ELIZABETH RADIGAN**  
**MAICHI TRAN**  
**STACEY SAWYER**

**UMASS MEMORIAL MEDICAL CENTER**

Stephanie Ventriglia, Neil Gilchrist, Jackie Breeds, Elizabeth Radigan, Maichi Tran, Stacey Sawyer and other UMass specialty pharmacy team members engaged with Vizient Pharmacy Advisory to develop a pro forma and business strategy for development of UMass retail and specialty pharmacy services. Through the strong work of this group, hospital leadership committed to support a program that will not only deliver medication to the bedside but will also address several operational goals, such as claims reconciliation and pharmacy services administrative organization contracting. Further, due to this collaboration, additional development is scheduled to expand services into central fill and mail order.



**A pharmacy professional (e.g., technician, buyer or other non-pharmacist member) who demonstrates leadership, strategic contribution, and commitment to ongoing learning and development.**

## **BRYAN NEARY**

### **UNIVERSITY OF ROCHESTER MEDICAL SYSTEM**

Bryan Neary envisioned and collaborated to reimagine internal requisitioning and distribution logistics for University of Rochester affiliated clinics, accounting for more than 200 cost centers serviced by a newly opened consolidated services center pharmacy. Through this work, efficiencies were gained, and end user satisfaction has dramatically improved via lower units of measure, decreased turnaround times and improved fill rates. Bryan's proactive approach to training and rollout not only made this an extraordinary success but also better prepared the University of Rochester team to manage demands around COVID-related medications and vaccine distribution during the pandemic.



**Demonstrates a commitment to advocacy and public policy development to increase the impact of pharmacy in improving the quality, cost, safety and effectiveness of health care.**

## **ERIN FOX**

### **UNIVERSITY OF UTAH HOSPITALS & CLINICS**

Erin Fox is the primary voice of reason, encouragement and concern regarding the risks associated with a fragile supply chain for which limited transparency exists. She helped author the health system industry standard for advocacy and has been published throughout peer reviewed, clinical literature. She has served as a subject matter expert in commentary to articles in *USA Today*, *CNBC*, *Scientific American*, *The Economist*, *Modern Healthcare*, *Becker's Hospital Review*, *Kaiser Health News*, *Bloomberg*, *The New York Times*, *NPR*, the *Wall Street Journal* and more. In 2015, Erin testified before the U.S. Senate Special Committee on Aging and she is a member of the National Academies of Sciences Engineering and Medicine's committee on the security of America's Medical Product Supply Chain. A senior leader within her organization describes her "as a constant and tireless advocate to ensure that patients have the medications that they need at an affordable price." She is "a national model for leadership in public policy."