

# Vizient Pharmacy Advisory Solutions

Balancing cost reduction and revenue growth with quality and patient outcomes

## Overview

Progressive hospitals and health systems are discovering a hidden strategic asset as their pharmacy programs evolve from siloed departments to systemwide enterprises. Pharmacy leaders have responsibility and accountability for clinical and financial outcomes related to medication management across the continuum of care.

Leaders must find ways to reduce costs, navigate the changing reimbursement landscape, fine-tune evolving care delivery models, and advance patient care despite the disruptions caused by industry mergers and acquisitions.

## Expertise paired with data drives insights that enable better performance

Our Vizient pharmacy advisory experts — doctors, nurses, pharmacists and clinicians — leverage industry-leading data, including competitive and performance benchmarks, as well as a thorough understanding of leading practices gleaned from our work with hospitals nationwide. Our deep expertise with the pharmaceutical industry, including medication utilization best practices and data insights, enables a faster speed to value.

We perform comprehensive reviews and provide SBAR analyses (situation, background, assessment and recommendations) in order to identify and provide you with a road map to optimize your pharmacy practice – lower pharmacy costs, improve quality of care, increase efficiencies and drive revenue.

## Extensive skill in key areas

**Operations:** Advance your pharmacy practice by fully utilizing pharmacy services, resources and technology. Our optimal practice model solutions help ensure you have an appropriately staffed, patient-focused clinical pharmacy practice. With our strategies, your team will provide direct patient care intervention and education to help close the gap between volume and value.

**Clinical:** We help establish your pharmacy as a leading business within your organization, optimizing the appropriate use of medications through medication-use standardization, formulary harmonization and utilization management. Sustaining proper use of medications is critical to patient safety and positive clinical outcomes, as well as lowering costs.

**340B:** We can help improve patient access to life saving medications. Our 340B Apexus Certified Experts conduct comprehensive HRSA program integrity reviews, addressing covered care settings and contract pharmacy relationships specific to your organization. We develop action plans enabling you to optimize your 340B program.

**Ambulatory:** Support outpatient retail, specialty, home infusion and overall pharmacy as a systemwide leader and leverage scale to gain the greatest benefits across your enterprise. Our experts leverage competitive and performance benchmarks and data, working with employees from various disciplines to help you improve all aspects of your pharmacy.



# \$535.3B

Spend on prescription drugs in 2020<sup>1</sup>



To learn more, contact  
[PharmacyQuestions@vizientinc.com](mailto:PharmacyQuestions@vizientinc.com).

<sup>1</sup>New report finds COVID19 pandemic causes dramatic shift in prescription drug spending [press release]. April 21, 2021. <https://www.ashp.org/news/2021/04/21/new-report-finds-covid19-pandemic-causes-dramatic-shift-in-prescription-drug-spending>. Accessed June 21, 2021.

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.