

How To Leverage The Power of a Health System

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Learning Objectives

- At the completion of this CE activity, the participant will be able to...
 - Explain the differences between Connected and Disconnected system-sites
 - Distinguish the benefits of Connected and Disconnected system-sites
 - Describe how to leverage the power of a health system in pharmacy purchasing
 - List the benefits of communication and inventory management that can be implemented between system-sites

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Connected vs. Disconnected



- Connected systems:
 - Include those who share the same:
 - EHR platform
 - ADC software/equipment
 - GPO
 - Wholesaler
 - Accounts Payable Department

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Connected vs. Disconnected



- Disconnected systems:
 - Are Facilities who are affiliated under a main corporation
 - Typically do not share same:
 - EHR platform
 - ADC software/equipment
 - Wholesaler
 - However may share the same:
 - GPO
 - Accounts Payable department

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Connected Health System Benefits

- Benefits for connected entities include:
 - Identical contracted pricing
 - Centralized DSCSA documentation
 - Shared budgeting
 - Ease of financial transfers
 - Shared NDC and Barcode integration
 - Shared Information Technology

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Disconnected Health System Benefits

- Benefits for disconnected entities include:
 - Identical contracted pricing (if using a shared GPO)
 - Potentially integrated DSCSA
 - Shared Budget
 - Ease of financial transfers
 - Different wholesalers

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Leveraging Connected and Disconnected Health Systems

- **Inventory Transfer:**

- Moving inventory across your system can be a more efficient way to procure items
- Can be medications or supply items



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Leveraging Connected and Disconnected Health Systems

- **Benefits include:**

- **Immediate need:** reach out to hospitals in your system to borrow medications giving immediate access
- **DSCSA:** for immediate use no need for a DSCSA form if transferring to a hospital within the system
- **Overstock Inventory:** transferring extra inventory to a system-site is very helpful especially if it cannot be returned
- **Manufacturer allocations:** all locations order full allocation of product, product can be moved to the facilities with the most need, helpful if locations do not have adequate allocations to support their needs

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Leveraging Connected and Disconnected Health Systems

- Benefits include (continued):
 - **Slow moving inventory:** product must be stocked but movement is slow, share product amongst multiple sites
 - **High demand inventory:** multiple patients present at once draining supplies of inventory, product could be obtained from another hospital until the order arrives the next day
 - **Short dated inventory:** move or exchange short dated product to be used and not wasted

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Leveraging Connected and Disconnected Health Systems



- Benefits include (continued):
 - **Finance:** if you share an accounts payable department, transferring funds can be simple.
 - Most wholesaler systems have interdepartmental billing functions
 - Using a cost center number or a department transfer form can assist in the logging of transfers between locations

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What Do YOU Think Is The First Step To Start Using These Types Of Benefits?



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Shared Communication

Organizing communications between your system-sites can identify opportunities and improve standardization



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Shared Communication

- Benefits include:
 - Upcoming shortages
 - Holiday closures and shipping schedules
 - Allocation and ordering instructions (direct vs. drop ship)
 - Contract changes
 - New releases
 - Vendor communication and updates

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Let's Brainstorm Together!

How can we open the lines of communication?



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Shared Communication (continued)

- Techniques include:
 - Scheduled conference calls
 - In-person gatherings for meetings or projects
 - Email groups are a great way to send out blasts of information to all the buyers in system-sites
 - Newsletters can contain updates and pertinent information that can be posted for other staff

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