

# Pharmacy

## Our Results



*Integrated pharmacy services that enable clients to enhance quality and safety, and achieve sustainable and long-term financial gains.*



Due to rising pharmaceutical costs, quality and safety imperatives, regulatory scrutiny on medication management, 340B compliance challenges, and reduced reimbursement rates, healthcare leaders are taking an ever closer look at their own pharmacy operations. With a partner like Novia, this task can become more manageable and less risky.

With wide-ranging expertise in hospital-based pharmacies, employee healthcare programs and 340B, Novia excels at assessing, analyzing, designing and implementing pharmacy operational improvements to meet hospital patient care and service requirements. Novia offers a wide array of pharmacy advisory services and works collaboratively with clients to develop a clear and unified approach to decrease pharmacy-related costs, increase related revenue and efficiencies, and enhance patient care quality and safety.

### Our Results

We've helped healthcare systems across the country make their pharmacies more efficient and less expensive to operate.

Recent project results include:

- Employee health plan, pharmacy assessment delivers \$8.1 million savings and financial stability
- Data-driven, evidence-based approach delivers \$8 million in annual pharmacy expense reductions

# Pharmacy

## Client Benefits



*“I have a great deal of confidence in their advice and leadership as I know they have walked in my shoes.”*

— Corporate Pharmacy Director

## Client Benefits

Novia’s Pharmacy services result in high-performing hospital-based operations that deliver exceptional medication care in a safe, efficient and cost-effective manner. For clients this means:

- Enhanced medication quality and safety – Improved medication management practices and proper technology implementation
- Reduced pharmacy expense – Evidence-based pharmaceutical use guidelines, enhanced contract and pricing opportunities
- Revenue enhancement – Pharmaceutical charge capture, competitive pricing, charge master and denial improvement
- 340B – Implementation, optimization and regulatory compliance
- Increased workflow efficiency – Complete operational review to identify and improve efficient resource utilization
- Improved staff engagement – As part of a high-performing, patient-centered pharmacy practice

**Ready to take the next step?  
Contact our practice leads today.**



**Bill Denton, RN, MBA**  
Chief Operating Officer

Recognized industry-wide for his healthcare expertise, Bill deploys evidence-based decision-making to reduce expenses and improve quality of care, with a laser focus on sustainability. As a clinician owner of

Novia, Bill understands the need to balance organizational objectives and resources to create a sustainable and viable business.

858-486-6030 • [bdenton@novia-inc.com](mailto:bdenton@novia-inc.com)



**Scott Drugan Pharm. D.**  
Vice President

Recognized industry-wide for his ability to improve medication management across health systems, with expertise to drive improvements in pharmacy quality and cost structure, champion new

revenue streams and optimize 340B programs.

858-486-6030 • [sdrugan@novia-inc.com](mailto:sdrugan@novia-inc.com)

# Pharmacy

## Service Offerings



*Enhanced medication quality and safety, combined with reduced pharmaceutical expenses, give healthcare leaders peace of mind.*

### Service Offerings

Novia's integrated Pharmacy suite of services enables clients to enhance quality and safety and to achieve sustainable long-term financial gains. This is achieved through:

- True interdisciplinary collaboration with key clinical stakeholders
- Leadership and performance improvement
- Organization and operation redesign
- Clinical service development and enhancement
- Project management to drive implementation
- Proper utilization and integration of technology
- Regulatory compliance and quality improvement
- 340B Program implementation and optimization

### 340B Program Implementation, Optimization and Compliance

Novia's integrated Pharmacy suite of services includes a robust 340B Program that enables clients to ensure regulatory compliance and maximize cost savings of the 340B Drug Pricing Program. Highlights of our 340B Program include:

- Maximized savings and improved regulatory compliance
- Extension of 340B to all eligible facilities and patients
- Ability to purchase covered outpatient drugs through 340B accounts established with drug wholesalers
- Established contract pharmacy arrangements
- Negotiated strategic partnerships
- Improved regulatory compliance through effective virtual inventory procedures, observance of Medicaid billing stipulations to avoid duplicate discounts, and GPO exclusion criteria



*Our goal is to identify, plan and implement improvement opportunities in a professional and collegial manner, consistent with the culture of the organization and with an emphasis on sustainability.*

### **Data-driven, evidence-based approach delivers \$8 million in annual pharmacy expense reductions**

Novia worked shoulder-to-shoulder with this health system in the Southeast to deliver \$8 million in annually recurring pharmacy cost reductions, while ensuring the pharmaceutical care provided remained exceptional. How?

- Worked closely with clinical stakeholders to identify and implement evidence-based pharmaceutical utilization guidelines to produce savings while preserving quality
- Identified and implemented contract negotiating opportunities to drive down service and supply costs
- Improved operational efficiencies to reduce pharmacy-related supply costs

### **Pharmacy assessment, employee health plan delivers \$8.1 million savings and financial stability**

Through a rapid-fire assessment led by pharmacy and employee health experts, Novia unearthed \$3.4 million to \$8.1 million in annual savings across this client's health plan, employee pharmacy program, and hospital pharmacy operations, enabling the client to position itself for financial stability. How?

- Deployed a multi-disciplinary team of subject-matter experts to assess, quantify and prioritize opportunities
- Identified opportunities to improve pharmacy operation and expansion of the 340B program outside the employee health plan
- Developed actionable recommendations to reduce costs and improve efficiency of the employee pharmacy program and hospital pharmacy
- Developed strategies to create a sustainable employee benefit program