



SPECIALTY PHARMACY SERVICES

# Fast-Track Specialty Pharmacy Access, Efficiency, and Profitability

Specialty Pharmacy Services Overview

# Grow With Specialty Pharmacy

With **specialty medications expected to eclipse \$316 billion in spending by 2025<sup>1</sup>**, launching or optimizing an entity-owned specialty pharmacy is a compelling way for hospitals and health systems to improve patient care while driving profitability.

However, this effort is a heavy lift, requiring significant resources and expertise to manage operational and site logistics, secure accreditations, gain access to specialty drugs, contract with payors, and more.

Omnicell Specialty Pharmacy Services is an experienced partner that can help you navigate these challenges, allowing you to launch, operate, and optimize a specialty pharmacy program quickly and cost effectively.



100%

Accreditation/accreditation  
renewal success rate



>90%

Access to limited  
distribution drugs



>4200

Plan-sponsored groups via  
75+ PBM contracts



<4 months

To cash flow positive on  
start up investment

1. The IQVIA Institute, Global Medicine Spending and Usage Trends: Outlook to 2025, April 2021

# Turnkey Services to Meet Your Unique Needs

Unlike other vendors that offer a predefined, one-size-fits-all, specialty pharmacy model, Omnicell Specialty Pharmacy Services customizes a solution that is right for you. Our process begins with an optimization assessment where our experts evaluate your current environment and specific needs. The resulting tailored specialty pharmacy program augments your existing strengths and delivers specialized support in targeted areas through the following turnkey services:

## Clinical Patient Care

Clinical Patient Liaison & Outreach Programs

Specialty & Traditional Drugs

Pharma Programs & LDD Access

Digital Patient Engagement

### Clinical Patient Care



>99%

Provider satisfaction



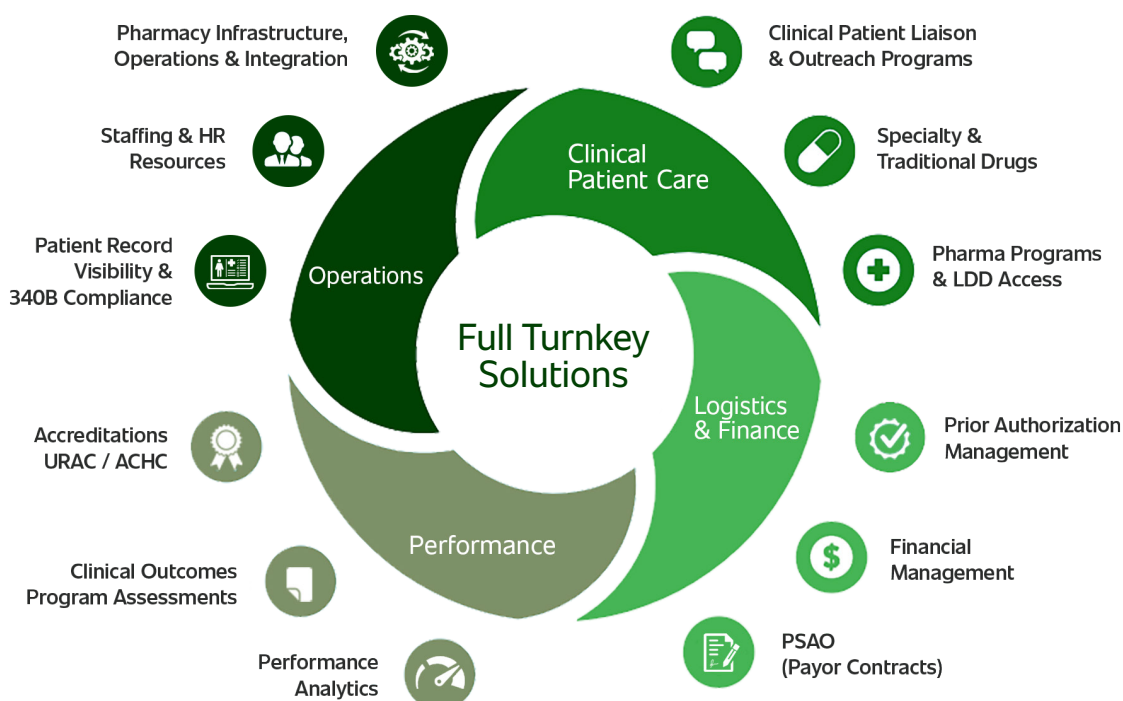
98.5%

Patient satisfaction



<\$20

Average patient out of pocket



## Operations

### Pharmacy Infrastructure, Operations & Integration

- Establishment of specialty pharmacy SOPs
- Workflow optimization
- Inventory management and audits
- Quality Assurance monitoring
- Day-to-day management and oversight of the specialty pharmacy

### Staffing & HR Resources

- Recruiting, staffing, new hire processing and onboarding
- Payroll and benefits administration
- Annual training compliance
- Professional license tracking
- Performance evaluation and employee relations

### Patient Record Visibility & 340B Compliance

#### Operations



1.2 days

Average clean Rx  
turnaround time  
(from order to PA  
to dispense)



## Logistics & Finance

### Prior Authorization Management

#### Financial Management

- General accounting functions and P&L reporting
- AP/AR management
- Budgeting and financial forecasts
- 340B program administration and optimization

#### PSAO (Payor Contracts)

- PBM negotiations and contracting
- Audit assistance
- Central pay and reimbursement assistance
- MAC appeal assistance

## Performance

### Accreditations (URAC/ACHC)

#### Clinical Outcomes Program Assessments

#### Performance Analytics

#### Real time reports including:

- Refill Rx performance
- New Rx performance
- Daily exceptions/rejects
- EMR pull-through
- Prescription turnaround times

#### Logistic & Finance



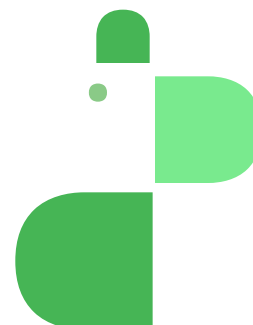
90%

Prior Authorization  
approval



>55%

Increase in  
specialty revenue



# The Value of Omnicell Specialty Pharmacy Services

## Speed-to-Market

Our dedicated team of experts ensures rapid implementation, delivering a fully operational specialty pharmacy in as little as 6 months.

## Improved Access

Through established manufacturer relationships, Omnicell provides your specialty pharmacy with immediate access to LDDs and hundreds of specialty medications, allowing you to better serve patients and optimize clinical outcomes.

## Reduced Prescription Leakage

Omnicell Specialty Pharmacy Services tightly integrate with your health system to provide organizational alignment that allows you to capture prescriptions before patients leave the health system, increasing your capture rate and optimizing financial outcomes.

## Cost Savings & Profitability

A specialty pharmacy provides a new revenue stream for your organization – one that Omnicell maximizes through 340B discount tracking, optimization, and substantial purchasing power via client volume aggregation.

## Better Patient Care & Outcomes

Tightly integrated clinical care processes and direct communication between physicians, pharmacists, and patients improve timely medication access, compliance, adherence, and clinical outcomes.

Visit [Omnicell.com/Specialty-Pharmacy-Services](https://Omnicell.com/Specialty-Pharmacy-Services) to learn more today.

