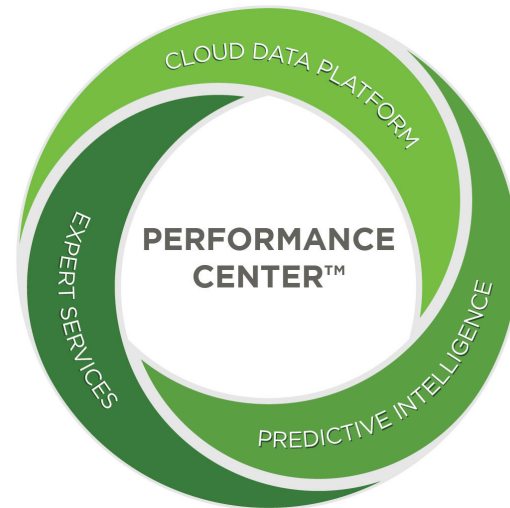


PROOF OF **PERFORMANCE**

Transforming Pharmacy Supply Chain with
Omnice[®] Performance Center[™]



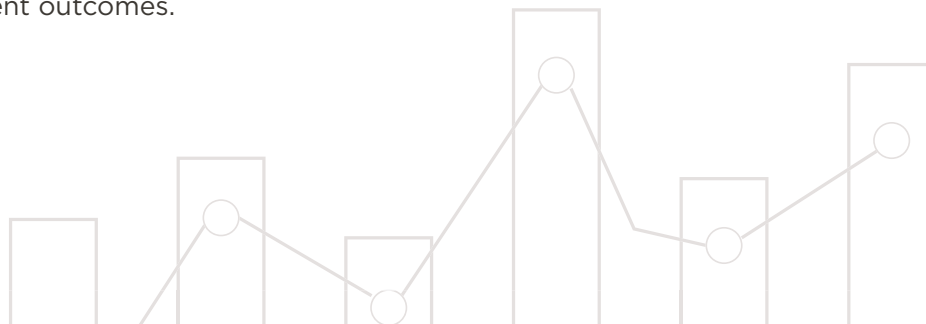
PROOF OF **PERFORMANCE**

The safety, operational and cost challenges facing today's health systems are immense. Studies have identified pharmacy inventory management as an area where significant improvement is not only possible, but imperative.

Working in silos, health system pharmacies have long struggled with limited inventory visibility across their supply chains. This lack of real-time knowledge has created challenges related to inventory levels, drug shortages, expiring medications and, ultimately, patient safety.

Leading health systems across the country are partnering with **Omniceil Performance Center™** to optimize pharmacy operations across the healthcare system. Performance Center combines enterprise-wide medication management software with ongoing expert service that proactively monitors pharmacy operations and recommends actionable improvements.

Performance Center allows hospital systems to focus on optimization, meet regulatory requirements, and most importantly, improve patient outcomes.



Proven & Powerful **RESULTS**

- > [Aultman Hospital](#)
- > [Northside Hospital](#)
- > [The Value of Performance Center™](#)

Aultman Hospital

Canton, Ohio



CHALLENGE

All aspects of pharmacy inventory were managed in silos across Aultman's campuses, resulting in duplicative buys that were driving up overall spending and mismanagement of emergency and shortage medications that, if ignored, would inevitably impact patient safety.



3 HOSPITALS



50+ CLINICS

The key to success lay not only in having the most accurate data available, but also the ability to fully understand and translate that data to improve processes. Omnicell's Performance Strategist team worked closely with Aultman's leadership to identify the most pressing medication management opportunities and establish goals for increased efficiencies and tangible cost savings.

SOLUTION

A real-time dashboard detailing performance against goals, including inventory turns and doses shipped from the flagship pharmacy to various facilities, gives leadership full visibility to operational efficiency. Enhanced tracking allows pharmacy to make strategic distribution decisions, moving medications as needed for emergencies, shortages or to reduce risk of expiration. Consolidated purchasing enables low-unit-of-measure savings, and billing is now automated, improving accuracy and timeliness.

BENEFITS

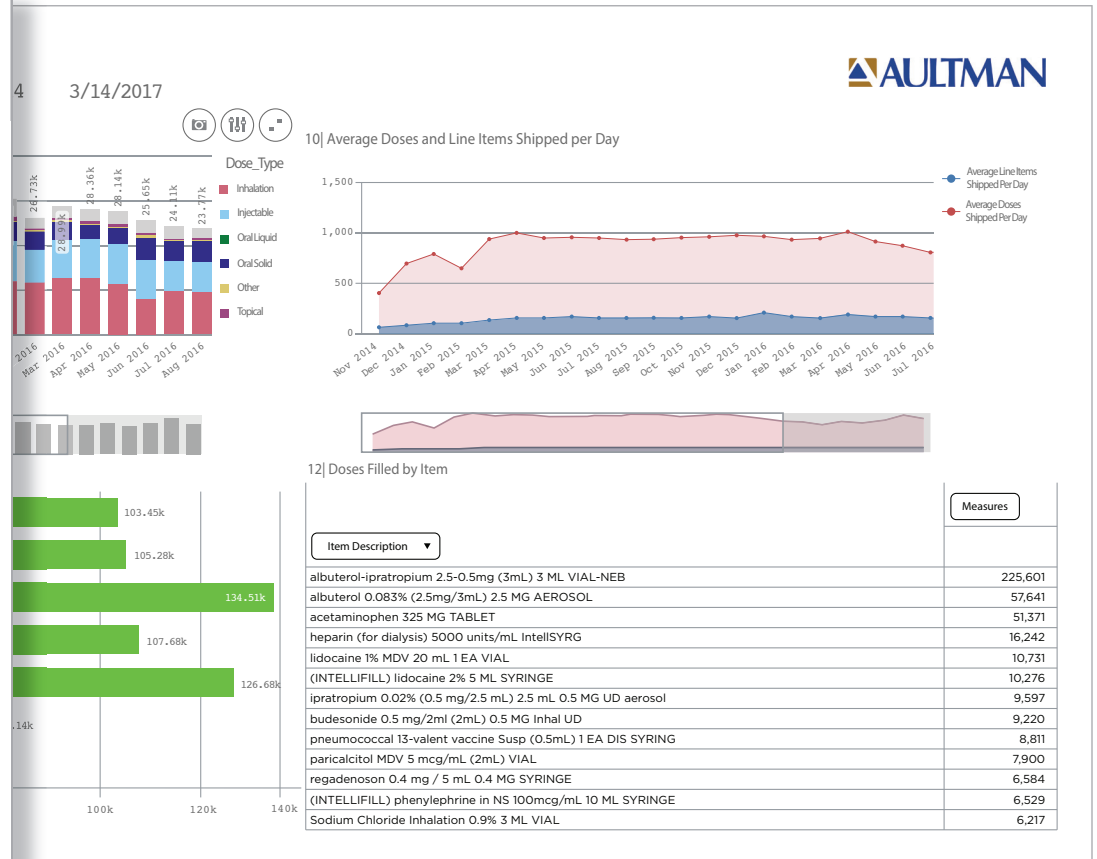
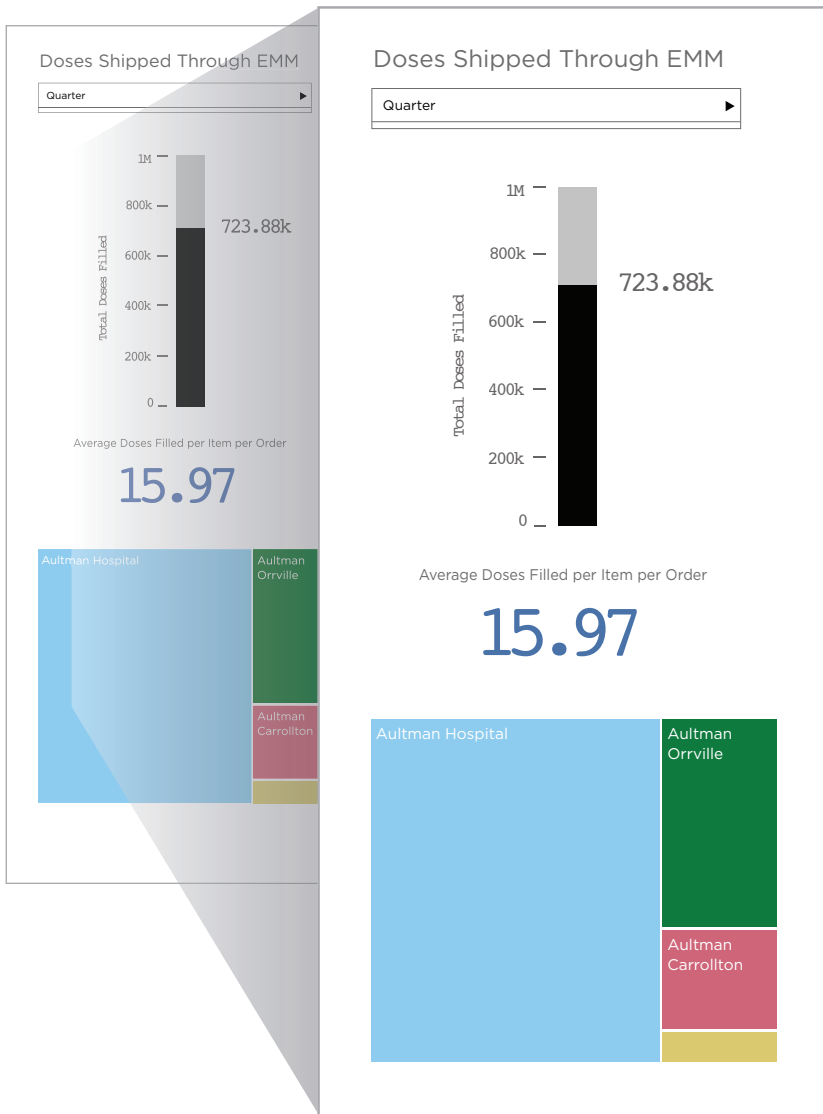
The partnership with Omnicell Performance Center has yielded \$1 million in savings in just under two years. But what really matters most to Aultman? The efficiencies gained with the pharmacy supply chain have allowed pharmacists more time to engage in top-of-license activities.

RESULTS

BEST PRACTICES

Consolidation enables low unit of measure distribution. Instead of all of your sites ordering full bottles or packs of high-cost, low-use medications directly from the wholesaler, have them order from a flagship location in eaches instead of packs.

AULTMAN HOSPITAL SCORECARD



By consolidating services to a flagship location, Aultman has significantly reduced expiration risk and generated over \$400K in savings to date.

“

As a leadership team we meet once a month to review results. Our scorecard (supplied by the Performance Center) provides concrete data that allows us to make informed decisions to improve our medication management program.”

*-Adam Luntz
Chief Financial Officer
Aultman Hospital*



Northside Hospital

Atlanta, Georgia



CHALLENGE

Prior to embarking on an enterprise-wide medication management initiative, Northside Hospital's lack of inventory visibility resulted in overstocking and fragmented inventory management processes. And with inventory data housed in disparate systems, they were unable to effectively transform inventory data into actionable insights.



3 HOSPITALS



25+ CLINICS

Northside turned to Omnicell's Performance Center to proactively monitor inventory data to drive waste and expense out of the system. With visibility in place across the enterprise, Omnicell quickly identified tangible opportunities for Northside to reduce days on hand for each facility and developed a plan to realign medication management processes.

SOLUTION

BENEFITS

With real-time visibility to view and act on medication inventory demand across the health system, Northside can find medications quickly and easily. And with deep insight into usage trends provided by their Omnicell Performance Strategist, they can effectively manage drug shortages and expired medication risk.

Through partnership with Omnicell's Performance Center, Northside has dramatically decreased return volume and frequency by optimizing inventory availability – right location, right quantity. In addition to the operation efficiency gains, Northside has achieved over \$3.9 million in inventory reduction cost savings.

RESULTS

BEST PRACTICES

You don't have to live in a world where walking the shelves frantically looking for medications in an emergency situation is common practice. With the right technological infrastructure in place and advanced analytics provided by Omnicell experts you can make smarter, faster, more informed decisions that positively impact patient safety and reduce the cost of care.

NORTHSIDE HOSPITAL SCORECARD

Savings

Quarter

Total Savings
\$3,926,385

3 | Savings by Type*

Strategic Buy
99.5%
Inventory Reduction

**The data set contains negative or zero values that cannot be shown*

Savings

Quarter

Total Savings
\$3,926,385

3 | Savings by Type*

Strategic Buy

6/2018

NORTHSIDE HOSPITAL

2 | Savings by Stock Location

Stock Location	Total Savings
Northside - All	\$1,452,199
Northside - All	\$733,287
Northside - All	\$947,512
Northside - Salt	\$33,000
Northside - Salt	\$16,752
Northside - Salt	\$25,787
Northside - Salt	\$31,671
Northside - Salt	\$48,000
Northside - Salt	\$38,812
Northside - Salt	\$55,000
Northside - Salt	\$12,683
Northside - Salt	\$164,275
Northside - Salt	\$0
Northside - Salt	\$27,000
Northside - Salt	\$56,720
Northside - Salt	\$58,980
Northside - Salt	\$15,567
Northside - Salt	\$15,000
Northside - Salt	\$31,315
Northside - Salt	\$457,615
Northside - Salt	\$33,995
Northside - Salt	\$213,762
Northside - Salt	\$181,461

	Savings Type		
	Expired Medication Reduction	Inventory Reduction	Strategic Buy
	\$0	\$3,905,312	\$21,073
0 ML SYRINGE INTRAVENOUS		\$156,653	
		\$152,051	
nL) 5.000 ML SYRINGE INTRAVENOUS		\$151,789	
		\$149,538	
		\$138,948	
VENOUS		\$136,815	
		\$133,979	
US		\$124,680	
L 10% 200.000 ML VIAL INJECTION		\$119,868	

Northside Hospital's goal was to have \$2.2 million in savings within a two year period. Before this mark, they achieved \$3.9 million in savings.



“

Performance Center software gives us a 360 degree view of all of our medication inventory in one place. We have never been able to access this information so quickly and easily. We can find any medication within a matter of seconds.”

*-Florence Goodwyn, PharmD
Pharmacy Manager
Northside Hospital*

OMNICELL PERFORMANCE CENTER

Omnice ll Performance Center offers the only combination of **expert services and real-time software solutions**, designed to drive improved performance for your enterprise pharmacy operations.

SERVICES



Gain expert analysis



Establish incremental goals



Track scorecard progress



SOFTWARE

Find your medications



Move your inventory



Connect all your locations



Interested in transforming your pharmacy supply chain operation?

[Visit www.omnicell.com/performancecenter](http://www.omnicell.com/performancecenter)