



How Emanate Health Built its Own Specialty Pharmacy – and Recaptured \$9.1M in Revenue

Customer Profile

Emanate Health, a community health system based in West Covina, California, is the largest nonprofit healthcare provider in the San Gabriel Valley. They serve a diverse patient population of more than 1 million people with a strong commitment to accessible, integrated care. After establishing their cancer and infusion center and with a 340B program already in place, Emanate Health identified specialty pharmacy as both a financial priority and an opportunity to strengthen clinical relationships and continuity of care for patients requiring high-cost, complex therapies.

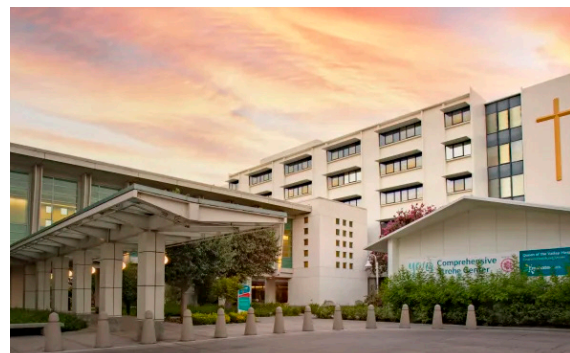
The Challenge

Before teaming up with Omnicell Specialty Pharmacy Services (SPS), Emanate Health had no specialty pharmacy – and no interest in pursuing a contract pharmacy model. While the health system had recently established its cancer and infusion center, there was no supported pathway for meeting the needs of patients who needed ongoing, non-infusion specialty therapies at home. Those patients were referred outside the health system, and with those referrals went clinical continuity, patient relationships, and significant potential revenue.

Emanate Health also had an established 340B program, but without an owned specialty pharmacy, there was no mechanism to extend those potential savings into specialty drug benefits. Emanate Health determined that opening a specialty pharmacy was the missing link – a way for them to create seamless continuity from hospital to infusion to home while enabling the sustainability of its 340B program across a broader set of therapies.

The Solution

In coordination with Emanate Health, Omnicell SPS implemented a full-service specialty pharmacy built around Emanate Health's clinical workflows and patient population – not a one-size-fits-all model. Integration was



Emanate Health

West Covina, California

Challenge

- No specialty pharmacy in place and no interest in pursuing a contract pharmacy model
- Patients requiring non-infusion, home therapies had no supported pathway within the health system – taking clinical continuity and revenue with them
- An established 340B program with no mechanism to extend those savings into specialty pharmacy

Solution

- Omnicell Specialty Pharmacy Services

Impact

- \$9.1M in annual specialty pharmacy revenue captured in year one
- \$2.1M in 340B savings extended to specialty pharmacy in the program's first full year
- \$327K in cost avoidance secured in the program's first full year
- Medication turnaround under 2 days vs. a 4.5-day national average
- 88% PDC therapy adherence rate, exceeding Medicare's 80% benchmark
- \$200K+ in patient assistance funds secured for uninsured and underinsured patients

CASE STUDY: Emanate Health

deep from the start. Omnicell pharmacists were granted full access to the health system's EMR, intended to enable seamless clinical coordination with prescribers. An Omnicell Associate Director was embedded on-site in the oncology clinic for more than six months before opening, focused on ensuring patient capture workflows were in place from day one. Omnicell SPS also administers Emanate Health's 340B program and supported Emanate Health's achievement of both URAC and ACHC accreditation – meant to create a fully integrated foundation for clinical and financial performance from the start.

The program launched with deep integration into oncology before expanding into endocrinology, with additional collaboration across orthopedics, OB/GYN, pediatrics, and primary care. Across these service lines, the team supports management of Limited Distribution Drugs and specialty medications – seeking to streamline access, improve clinical outcomes, and accelerate time to therapy initiation.

Emanate Health's specialty pharmacy was fully implemented and ready to go live just two months after construction was completed.

"In the first full year, Emanate Health's specialty pharmacy generated \$9.1 million in annual revenue, \$2.1 million in 340B savings, and \$327,000 in cost avoidance."

The Impact*

In the first full year, Emanate Health's specialty pharmacy generated \$9.1 million in annual revenue, \$2.1 million in 340B savings, and \$327,000 in cost avoidance. The health system is also now filling employee prescriptions through the specialty pharmacy, creating a stable, recurring internal volume of prescriptions while improving medication access for staff.

Operationally, the pharmacy achieved a medication turnaround time of under two days – well below the national average of 4.5 days and significantly exceeding the URAC quality standard. Clinically, the program delivered an 88% Percent Days Covered (PDC) rate, surpassing Medicare's 80% PDC rate benchmark, and secured more than \$200,000 in patient assistance funds to support uninsured and underinsured patients.

With the foundation in place, Emanate Health and Omnicell SPS are now working to expand into additional 340B sites, new payer networks, and emerging clinical programs – including the cardiometabolic MTM/pharmacotherapy clinic and the new rheumatology clinic – as the program continues on its growth journey.

Visit Omnicell.com/specialty-pharmacy to learn more today.

* Impact and outcomes reflect Emanate Health's own reported experience and performance data. Discussion does not imply and Omnicell does not guarantee any specific results. Individual customer results may vary.