Maximize your potential for the good of your patients.
Achieve your dispensing goals in a new era of care

Amid declining reimbursements, site of care dispensing offers a strategic opportunity to add value to your practice—and deliver better care for your patients. A high-quality site of care dispensing program can help you improve patient outcomes, manage costs and optimize the financial operations of your practice.

VitalSource™ GPO Site of Care Dispensing Solutions provide the expertise, resources, and end-to-end support you need to launch and maintain a successful program. This includes:

• Plan design and implementation
• Ongoing operational guidance
• Patient monitoring
• Accreditation support
• Physician-owned retail pharmacy alternatives

Available exclusively to VitalSource™ GPO members
Joy Gray  
Tennessee Cancer Specialists

“The Site of Care Dispensing team was an integral part of the successful launch of our dispensing program. When we reached out to them with a last-minute, urgent need, they immediately responded and offered personalized support that saved the day! Encouraging and proactive, they share knowledge and best practices to guide our team and are prompt with return calls to provide answers to our questions. We are quite grateful for their personalized support.”

Our VitalSource™ GPO team of experts has decades of experience in setting up and supporting successful pharmacies.

With VitalSource™ GPO Site of Care Dispensing Solutions, you can:

• Control costs and optimize revenue generation with a complete contract portfolio
• Improve productivity with pharmacy software designed to streamline your operations and workflow
• Achieve better business outcomes with analytics tools that inform your critical decisions
• Improve the reimbursement process with ongoing access to managed care experts
• Ensure smooth implementation for lasting success with systematic onboarding and support

We help practices transform dispensaries from liabilities to assets. For one oncology practice with a financially struggling dispensary, we identified and helped implement key steps to improve efficiency that resulted in a 10x increase in dispensing revenue to serve 3x the patients.

*Results are based on the experience of a single community oncology practice over a 12-month period. Individual results may vary.
Gain insights for the changing road ahead

Site of care dispensing faces evolving challenges, including consolidation of payers and pharmacy benefit managers (PBMs). Our Site of Care Dispensing team keeps you informed of best practices and offers guidance on how to navigate new models of care.

Our ACHC-accredited Practice Consultants have extensive pharmacy experience and expertise in practice pharmacy operations, USP <800> requirements, and technology integration. Working closely with our experts, you can optimize financial performance, prepare for accreditation, or convert your dispensing program to a fully licensed pharmacy if your governing body allows.

Collaborating for better results
Our Site of Care Dispensing Solutions are powered by the best-in-class resources of VitalSource™ GPO and Cardinal Health LeaderNet®, an industry-leading Pharmacy Services Administration Organization (PSAO). With access to these resources, you can:

- Pursue optimal pricing and strengthen your financial and operational performance
- Remain current on industry news and trends and see how they affect your program, including advanced preparation for reimbursement policy changes
- Keep your business strategy aligned with market opportunity

Optimize performance, protect reimbursement

With the right resources and expertise to help you navigate high-cost specialty medications, you can deliver care that is more personal and cost-effective.

- Monitor side effects and adjust dosages as necessary
- Minimize waste by giving patients partial fills rather than a long-term supply that mail order programs typically provide

Studies show that compliance is 60–70 percent higher with a dispensing physician than a third-party pharmacy.¹

Enhance the experience of care

With VitalSource™ GPO Site of Care Dispensing, you can better support patients as they manage through complex cancer treatment. We give you the tools and insights to improve adherence and communication with patients, family and other caregivers; protect reimbursement and increase patient satisfaction.

Drive patient compliance to drive better outcomes
We believe dispensing medication within the oncology practice allows for better care coordination and outcomes. VitalSource™ GPO Site of Care Dispensing Solutions help you develop and operate an optimal program to improve patient compliance. With a high-quality program in place, you can:

- Focus on your patients and your specialty, rather than relying on a third-party mail order service that lacks personal knowledge of your patients and may work across multiple specialties
- Accelerate treatment by eliminating medication delays and cycle start times
- Advise your patients one-on-one to take their medications as prescribed
- Adjust treatment regimens based on evolving disease state to better control costs and eliminate waste

¹Complete Claims Processing Inc. “The History of Physician Dispensing.”
Site of Care Dispensing Solutions provide end-to-end support for the success of your oncology practice’s pharmacy program. Site of Care Dispensing is part of a complete suite of solutions from VitalSource™ GPO to elevate your practice performance. Other VitalSource™ GPO solutions include next generation data analytics tools, including Advanced Practice Analytics and Regimen Analyzer, plus a highly competitive contract portfolio and innovative strategies for generating new revenue.

Cardinal Health Specialty Solutions empowers community oncology practices to navigate the future of oncology care. Working in close collaboration with each practice, we develop and implement a clear roadmap to meet pressing challenges in a new era. With expert insights, responsive tools and committed support, we enable our customers to deliver high-quality, cost-efficient care and future-proof their practices.

See how Site of Care Dispensing Solutions can help you elevate your practice, embrace new models of care and improve the patient experience.

To connect with a Practice Consultant, email: GMB-VitalSource@cardinalhealth.com or call: 877.453.3972

Let us show you how we can collaborate with you to enable your success. cardinalhealth.com/communityoncology