

# Your hospital is underperforming. We can help.

Most hospitals today manage performance from a high-level, top-line P&L perspective. The problem with this approach? It doesn't take into account true drivers of performance – such as **medication utilization**. After all, medication utilization is the one common element of almost every inpatient and outpatient episode of care.

Although the pharmacy has the greatest potential to impact performance drivers, it's most often under-utilized.

## An under-utilized pharmacy results in:



Less impact with clinical outcomes



Delays in implementing quality improvements



Lower overall hospital margin and profitability

## OPPORTUNITIES YOUR HOSPITAL MAY BE MISSING

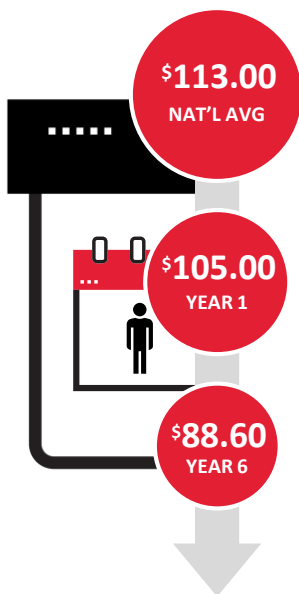
We've partnered with one nine-hospital system in the southeast to implement a medication utilization approach for continual improvement:



### Aggressive Cost Savings

Cardinal Health has continually driven aggressive cost savings for key group product lines including Critical Care Surgery, Septicemia and Percutaneous Coronary Intervention (PCI).

Over the past six years, Cardinal Health has consistently reduced this client's drug costs per adjusted-patient-day (APD).



### 18 months of medication utilization



**\$855,000**

Clinical savings across four hospitals



**30.4%**

Reduction in antibiotic drug expenses



Decrease in inpatient drug costs over a two-year period at one hospital within this health system, compared to a cost increase of 23% across the industry



Reduction of inappropriate antibiotic use resulted in a cost savings of \$290,000 at just one hospital; best practices from this initiative are now being adopted across the entire nine-hospital health system

## SUSTAINING RESULTS OVER TIME

Disciplined process based on Operational Excellence principles



Leadership engagement



Data-driven insights



Project management



Aligned goals



We're a business of healthcare professionals, with a passion for pharmacy. We believe the pharmacy is essential to improving outcomes – and that the practice of pharmacy can change the future of healthcare.

To learn more email us at:  
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