

Fulfill-Rx



Key Benefits

- Reduce inventory costs by 30% ¹
- Lower drug spending by up to 7.5% by automatically selecting “best price” items ²
- Increase inventory turns by 42% ¹
- Cut order receipt and restocking time by 50% ¹
- Reduce order creation time by 75% ²

Automated Inventory Management Saves Time and Money

Hospital pharmacies use Fulfill-RxSM software to reduce drug inventory costs and associated labor with a two-way electronic data interchange between McKesson’s pharmaceutical distribution centers and hospital automation solutions. Pharmacies with Fulfill-Rx expedite ordering and synchronize key formulary information.

The Fulfill-Rx solution helps pharmacies maximize GPO (Group Purchasing Organization) compliance and rebates, and complete inventory valuation is calculated with the touch of a button. With its bar-code-driven processes, Fulfill-Rx also reduces order receipt and restocking time.

1 Shack, J., Tulloch, S. (2008), *Integrated pharmacy automation systems lead to increases in patient safety and significant reductions in medication inventory costs* [Shore Memorial Hospital] (Case Study). Fairport, NY: Shack & Tulloch, Inc.

2 Shack, J., Tulloch, S. (2004), *Wesley Medical Center generates 211% ROI with integrated technologies in central pharmacy* [Shore Memorial Hospital] (White Paper). Fairport, NY: Shack & Tulloch, Inc.

Product Specifications

Description:

The Fulfill-Rxsm software solution is a unique, two-way electronic data conduit between the hospital’s Connect-Rx® system, McKesson Connect® software (formerly SMO), and McKesson Health Systems distribution centers.

The critical data flow enables hospitals to minimize medication-related expenditures, simplify inventory reporting and valuation, and increase productivity of scarce labor.

Fulfill-Rx creates efficient, automated inventory and order management for nearly all central pharmacy medication inventory solutions, including ROBOT-Rx®, PROmanager-Rx™, MedCarousel® (including MedShelf), IntelliShelf-Rx™, and NarcStation™ systems, with many inventory benefits extending to AcuDose-Rx® unit-based cabinets as well.

Data Exchange Details

From McKesson Connect

- McKesson item number updates
- Automated customer acquisition pricing updates
- Invoice & order quantity acknowledgements
- Segmented order delivery

To McKesson Connect

- ROBOT-Rx, MedCarousel, NarcStation, and IntelliShelf-Rx
- Orders transmitted by product department
- Inventory quantities required by product

MCKESSON

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Reduce Drug Spend and Ensure a Perpetual Inventory

Through electronic inventory management, the Fulfill-Rx solution enables significant reductions in drug spending and introduces key labor-saving and ordering efficiencies.

Reduce Drug Spend

The Fulfill-Rx solution helps hospitals get the most out of their drug budget and ensures a perpetual inventory. Through automatic selection of contract or “best price” items, hospitals can cut overall drug costs by up to 8 percent. Additional automated features enable pharmacies to use advanced algorithms to help reduce line-item overstock and to increase inventory turns. With Fulfill-Rx, pharmacies always know the on-hand inventory in the system and its true value.

Ensure Stock

With the latest version of Connect-Rx, hospitals can add medications to Fulfill-Rx orders as a percentage of regular stock to ensure medications are in stock during busy times, long weekends, and holidays.

New support for multiple package sizes also increases flexibility to support the use of bulk and unit dose forms of the same medication.

Conserve Labor

With Fulfill-Rx, suggested re-orders are automatically generated based on actual usage and approved par levels. This reduces daily ordering time by 75 percent. The electronic orders are processed by the distribution center and delivered to the pharmacy in location-specific and shelf-specific replenishment

totes. The bar-code-driven put-away processes ensure accuracy, and cut in half the time required for replenishment, receiving, and restocking.

Cost and Efficiency Benefits

MedCarousel and IntelliShelf-Rx:

- Streamline cabinet refilling processes
 - Minimize cabinet stock creep, stock-outs, and expired lots
 - Automate reordering
- Generate daily orders automatically based on usage
- Receive shelf-specific totes
- Simplify and increase restocking accuracy with bar coding
- Track bulk and unit-dose packaged items

ROBOT-Rx and PROmanager-Rx:

- Create a perpetual inventory
- Track both offline and stocked inventory
- Generate reordering automatically based on usage
- Receive ROBOT-Rx- and PROmanager-Rx-specific totes

NarcStation:

- Generate orders based on inventory levels of both working and secure inventory
- Add medications, not currently below par, to your order to account for upcoming usage
- Integrate with the DEA’s Controlled Substance Ordering System (replaces paper DEA222 form)
- Receive NarcStation-specific totes
- Simplify and increase restocking accuracy with bar code scanning
- Report on each invoice received

Optimize Your Inventory Value

	Without Fulfill-Rx	With Fulfill-Rx
Annual pharmacy drug spend	\$10 million	\$10 million
Inventory turn rate	10.2	14
On-hand inventory value	\$980,932	\$714,286
One-time reduction in inventory	—	\$266,646
Annual financing cost savings	—	\$15,999 *
Drug cost reduction	—	\$75,000 **
FIRST YEAR SAVINGS	—	\$357,645

* Assumes 6% cost of capital.

** 7.5% drug cost reduction on 10% of purchases due to automatic selection of lowest price items. Customer results may vary.