Situation
Kalispell Regional Medical Center, a 163-bed nonprofit hospital in Montana, needed to reduce its overall inpatient drug spend to combat rising drug costs. In addition, it wanted to identify and monitor cost-saving measures for tiotropium, a bronchodilator used to treat chronic obstructive pulmonary disease.

Customer Profile
- Located in Northern Montana
- 163-bed nonprofit hospital
- 3,400 employees

Impact That Counts
- Reduced spend on tiotropium, albuterol and ipratropium products by 67.2%
- Decreased acquisition costs for tiotropium by 83.5%
- Reduced drug spend on anti-asthmatic and bronchodilator class drugs by 9.3%

Spend Analytics
Easy-to-access analytics highlight savings opportunities

Solution provides clear view into drug purchasing history and trends
Solution
Kalispell turned to Spend Analytics — a flexible and interactive online tool that provides a clear view into a pharmacy’s drug purchasing history and spending trends. Using comparative analytics in the web-based platform, the Kalispell pharmacy team identified a cost-savings opportunity to implement a tiotropium inhaler to ipratropium/albuterol nebulizer solution interchange.

Results
After using Spend Analytics to help execute a cost containment initiative, the Kalispell pharmacy team reduced its spend on tiotropium, albuterol and ipratropium products by 67%. These net savings represented more than 9% of the total spend in the anti-asthmatic and bronchodilator class. Moreover, Spend Analytics helped the pharmacy team make more informed drug purchasing decisions, and made it easier to quantify, document and highlight drug spend savings to hospital administration.

“We were able to drill down to the different areas of our pharmacy spend and quickly identify savings opportunities.”
HUGH EASLEY, Pharm.D., Director of Pharmacy Services, Kalispell Regional Medical Center

Want to improve your pharmacy’s financial, operational and clinical performance?
Contact your McKesson representative today.

Mckesson Health Systems
Mckesson Corporation
U.S. Pharmaceutical
6555 State Hwy 161
Irving, TX 75039
healthsystems@mckesson.com
mckesson.com/rxospend
800.571.2889

This case study is for informational purposes only. The results of this case study depend on a variety of factors that are unique to Kalispell Regional Medical Center. There is no guarantee that your results will be similar to this case study. Each party’s results will depend on the factors of its business. The success in this case study cannot be used as an indication of future success with these programs. ©2018 McKesson Corporation. All rights reserved. MHS-153286-11-17

© 2018 McKesson Corporation and/or one of its subsidiaries. All rights reserved. McKesson RxO is a trademark of McKesson Corporation and/or one of its subsidiaries. All other products mentioned may be trademarks, service marks or registered trademarks of their respective owners.