Spend Analytics
Easy-to-use analytics improve efficiency and save time

Online tools provide targeted insights and robust reports

Situation
Yale New Haven Hospital, a nonprofit acute-care hospital serving more than 1,000 patients daily, wanted to reduce its annual spend on targeted high-cost medications. It was also interested in monitoring the financial impacts of its recently launched medication redistribution pilot, which was designed to increase the inventory turn of its high-cost medications.

Customer Profile
- Yale New Haven Hospital
- 1,541-bed, dual-campus acute-care hospital in Connecticut
- Average daily census: 1,169

Impact That Counts
- Reduced annual spend on targeted high-cost medications by 40%
- Decreased purchase volume by 41%
- Doubled inventory turnover rate on targeted medications

↓40% Reduced annual spend on targeted high-cost medications
Solution
To assess the purchasing volume of its high-cost medications, Yale New Haven leveraged Spend Analytics — an online interactive solution providing easy access to drug purchasing data with rich analytics and customizable reports. Yale New Haven’s pharmacy team worked closely with McKesson RxO™ experts to ensure that its drug spend goals, facilities and timeline were set up accurately and that metrics would be easily captured in this robust tool.

Results
With the help of Spend Analytics, Yale New Haven was able to reduce its annual spend on targeted high-cost medications by more than 40% and double its inventory turn on those select drugs. Spend Analytics also saved the pharmacy team valuable time. Today, a two-click process conducted every month garners more precise, meaningful results. Additionally, the pharmacy team relies on Spend Analytics to monitor and quantify its clinical and operational improvements.

“It allows us to quickly measure our progress to ensure that we continue to deliver clinical, operational and financial improvements for our organization.”

ROBYN PISACANE,
Pharm.D., Coordinator,
Pharmacy Fiscal and Asset Management,
Yale New Haven Hospital

Need help improving your efficiency?
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 Yale New Haven Hospital. 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. ©2017 McKesson Corporation. All rights reserved. MHS-153465-11-17

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