Health Systems
Case Study

**McKesson RxO Spend Analytics**
Easy access to drug spend trends and opportunities

Online tool providing insight into your pharmacy’s purchasing data

**Situation**
Hennepin County Medical Center (HCMC) provides treatment to residents of Minneapolis and surrounding areas, including low-income, uninsured and underinsured residents. In 2016, HCMC wanted to reduce their drug spend while continuing to provide all patients with quality care. By identifying trends and opportunities with Spend Analytics, HCMC Pharmacy found the highest inpatient dollar spend was for antineoplastic infusions due to the high number of inpatient antineoplastic infusions.

**Customer Profile**
- Serving Minneapolis, Minnesota metropolitan area
- 484 beds
- 45% of patients are uninsured or underinsured
- 354 average daily census
- 620,781 clinic visits in 2016

**Results Achieved**
- An 80.1% reduction in the GPO inpatient drug spend for antineoplastic agents
- Inpatient charges decreased 68.4%
- Inpatient antineoplastic infusions decreased 29.5%
- A $140,982 decrease in the combined GPO, 340B and WAC antineoplastic drug spend

**80.1%**
reduction in the GPO inpatient drug spend for antineoplastic agents
Solution
Hennepin County Medical Center used Spend Analytics to evaluate opportunities to reduce antineoplastic drug spend. The HCMC team began by educating providers on the antineoplastic spend and which drugs tended to be more expensive. They also implemented revised inpatient antineoplastic infusion admission guidelines that were developed by an interdisciplinary team of pharmacy staff, infusion clinic staff, physicians and finance personnel. As instructed by the revised guidelines, opportunities were evaluated on a case by case basis using new criteria centered around patient evaluation, tumor load and underlying risks, and observation status. The antineoplastic infusion treatments were also moved from an inpatient setting to an outpatient setting, which resulted in additional savings. Once implemented, the HCMC team monitored the initiative through EMR reports and McKesson RxO™ proprietary Spend Analytics tool.

Results
After utilizing Spend Analytics, educating providers, and revising the inpatient antineoplastic infusion admission guidelines, Hennepin County Medical Center reduced their annual drug spend for the antineoplastic drug class and decreased the total number of infusions. By continuing to utilize the revised guidelines, driving education and awareness, and monitoring reporting through Spend Analytics, HCMC has a combined antineoplastic drug spend savings of 5.89% into its second year.