**Situation**

Kalispell Regional Medical Center (KRMC), a nonprofit hospital serving northwestern Montana residents, wanted to improve treatment adherence for anemia in non-dialysis chronic kidney disease patients. To do so, KRMC implemented guidelines for pharmacy-based monitoring of the use of darbepoetin treatment with these patients. With the new guidelines implemented, KRMC was tasked with tracking the dosage compliance and cost savings in darbepoetin doses as well as the compliance in IV iron doses.

**Customer Profile**

- Serving northwestern Montana residents
- 163-bed nonprofit hospital
- 3,400 employees

**Impact That Counts**

- 79.6% reduction in costs of noncompliant doses of darbepoetin
- 27.9% reduction in noncompliant doses of darbepoetin
- 11.4% reduction in noncompliant doses of iron

↓79.6% reduction in costs of noncompliant doses of darbepoetin
Solutions
KRMC applied guidelines directing physicians to initiate the first dose of darbepoetin and pharmacists to manage the darbepoetin in patients thereafter. Pharmacists were given the ability to order dose adjustments, monitor adverse effects and order laboratory tests. With the new guidelines in place, KRMC used McKesson RxO’s proprietary Spend Analytics tool to track cost savings from the change. Not only did KRMC see an improvement in darbepoetin compliance, they also found an improvement in iron replacement therapy in non-dialysis chronic kidney failure patients.

Results
After applying the adherence guidelines and utilizing Spend Analytics to track results, the Kalispell Regional Medical Center team saw a reduction of noncompliant doses of darbepoetin by 27.9%.* This reduction resulted in a cost savings of 79.6%* in noncompliant doses. Additionally, iron replacement therapy realized a reduction in noncompliant doses by 11.4%.*

With the increase in compliance and decrease in cost, physicians were highly satisfied with the care from the pharmacist-managed clinic. KRMC will continue to use the Spend Analytics tool to monitor their cost savings.

Need help analyzing your drug spend?
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

The institution discussed above is a customer of RxO services. RxO does not advocate, endorse or guarantee the safety or efficacy of any therapeutic method described in this report. This case study is published and distributed by McKesson Pharmacy Optimization LLC. Copyright © 2018. All rights reserved. MHS-187656-03-18

*The results described in this report may vary for your business and are not a promise or indication of future financial performance of your organization.