



McKesson RxO[®]

Supply chain case study report

Improved efficiencies helped save more than \$1 million in one year

Health Future, LLC

MCKESSON

Health Systems

Case Study



Do you have opportunities hiding in your supply chain data?

Improved efficiencies helped a health system save more than \$1 million in one year

Situation

Health Future, LLC, with 26 independent hospitals serving communities in Oregon and Nevada, wanted to improve financial performance and operational efficiencies without interrupting the independent nature their hospitals enjoy.

Customer Profile

- Located in Oregon
- Operates 26 independent hospitals in multiple states

Impact That Counts

- \$720K savings on five generic conversions
- 63% faster generic conversion time
- \$245K savings on patient assistance programs
- \$52K savings from package size optimization

\$1M saved in one year*

*Individual results may vary.

Solution

Health Future called on McKesson RxO® to analyze and design plans to improve their supply chain without interrupting the independent nature their hospitals enjoy. Working hand-in-hand with Health Future staff, the McKesson RxO® supply chain team seamlessly incorporated its consulting expertise and generated new reporting capabilities. The solutions resulted in greatly improved financial performance and operational efficiencies. Jeff Feyerharm, Director of Pharmacy at Rogue Valley Medical Center, said, “After McKesson joined the pricing task force, we had reports that were not only crystal clear to anybody reading them, but offered immediate visibility into actionable tasks.”

Results

These results included a faster, more streamlined process for converting brand to generic medications. Health Future saw a 63% improvement in conversion time from brand to generic, and saved over \$720,000 in one year alone. Also, to help maximize their market-share buying opportunities, McKesson RxO tracked eight separate drug classes across the network and was able to secure top-tier purchasing discounts in all eight drug categories for Health Future. Additionally, by leveraging McKesson RxO’s medication-assistance program to help replace drugs for uninsured patients, Health Future realized \$245,000 in savings from just one hospital. Not only has Health Future realized a savings of over \$1 million in a single year, but McKesson RxO’s support and technology are also working to improve efficiency across their network.

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JEFF FEYERHARM, PHARM.D.,
Director of Pharmacy, Services
Rogue Valley 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/rxosupplychain
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 Health Future LLC. 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. MHS-264855-10-18

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