

### Expertise in leveraging pharmacy as a strategy for your organization's clinical and financial success

The average cost associated with a hospital or health system pharmacy department is comparable to a mid-sized business in the U.S. There is significant and often untapped **expense reduction** and **revenue generation** opportunity within the pharmacy department. With pharmacy having significant financial and clinical outcomes implications, health systems are incorporating pharmacy as a major component of their strategy.



### INPATIENT EXPENSE REDUCTION

Medications can account for nearly one-third of a hospital's supply chain purchases. Inventory holding costs and medication waste are operational challenges that further impact health systems' financial performance. FTI Consulting provides analytics and operational approaches designed to reduce inpatient pharmacy costs:

- Medication utilization and clinical formulary management assessment
- Strengthen supply chain and GPO opportunities
- Assess and provide P&T governance recommendations
- Inventory management, inventory turns and medication waste evaluation



### RETAIL & SPECIALTY PHARMACY BUSINESS DEVELOPMENT

Outpatient pharmacy services are often overlooked as an income-neutral department. The FTI Consulting approach is more comprehensive, looking at financial and value-based implications to operating a high performing outpatient pharmacy that improves upon cost containment, revenue generation and patient adherence of medications. FTI Consulting can help your organization:

- Reduce prescription leakage to ensure medication adherence and improve patient access
- Design communication to providers for critical medication starts such as oral oncolytics.
- Establish an employee prescription and health plan strategy to promote the use of generic alternatives.
- Redesign a specialty medication strategy for health system patients and employees, providing significant revenue capture opportunity.



## 340B AUDIT & COMPLIANCE

The 340B drug pricing program brings significant cost savings to each covered entity, but it is also highly regulated and subject to regular program integrity audits. HRSA recommends that organizations conduct independent 340B program reviews to evaluate program compliance in preparation for HRSA-sanctioned audits. FTI can perform a readiness assessment or audit to ensure compliance with 340B program requirements, including:

- Review and evaluate the organization's policies and procedures for maintaining compliance with 340B program requirements.
- Review the existing 340B database and drug diversion controls, determining organization eligibility risks.



## CLINICAL PHARMACY ALIGNMENT WITH ORGANIZATIONAL QUALITY GOALS

Pharmacists are the second highest paid healthcare professionals and hold doctorate degrees in Pharmacy. FTI teams help your organization:

- Leverage pharmacist expertise to manage health outcomes and readmissions for your health system by aligning clinical pharmacist work with hospital clinical goals.
- Facilitate implementation of best practice clinical pharmacy interventions through multidisciplinary rounds, medication reconciliation and discharge medication counseling approaches.
- Provide pharmacy enterprise analytics that are customizable to your hospital Pharmacy Department and hospital quality needs.



## PHARMACY REVENUE INTEGRITY

FTI Consulting's Revenue Integrity programs improve financial performance while minimizing risk through ensuring regulatory compliance. We understand the complexities of pharmacy charges and the relationships between HCPCS, revenue codes, NDC and billable units. Our experts work to:

- Optimize the existing pharmacy charge description master (CDM) to ensure appropriate billing and maximize net revenue.
- Implement charge on administration (COA) process consistent with industry best practice to accurately reflect patient care / treatment and minimize compliance risk.
- Ensure CDM maintenance procedures and defensible pharmacy pricing strategies as core components of a pharmacy revenue integrity program.
- Assess / implement authorization management processes to mitigate denials and ensure reimbursement.
- Analyze denials, underpayments, and reimbursement for Outpatient Infusion and Outpatient retail pharmacy medications.



## DRUG DIVERSION RISK ASSESSMENT

FTI Consulting experts can help your organization establish a comprehensive risk-assessment of your inpatient pharmacy drug diversion monitoring program, of hospital clinical and physician staff as well as analytics on outpatient opioid prescribing habits.

- Provide easy to understand analytics and a comprehensive set of policies and governance structure to continue to manage drug diversion monitoring on an ongoing basis
- Reduce potential future DEA compliance and investigation risk.

### About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. For more information, visit [www.fticonsulting.com](http://www.fticonsulting.com) and connect with us on Twitter (@FTIConsulting), Facebook and LinkedIn.