



### Executive Summary

After participating in the federal 340B Drug Pricing Program for several years, TMC wanted to maximize the savings across its three hospital campuses and four pharmacy sites. The AmerisourceBergen Indigent Care Recovery Solution delivered a comprehensive approach to maximizing 340B opportunities, including best practice consulting expertise and AmerisourceBergen SupplyWorks 340B medication management software. Outpatient medication costs were cut by 10 percent in the first year of the maximization program.

"AmerisourceBergen expertise and technology enhanced data capture at all of our campuses to maximize our opportunity to serve as many 340B patients as possible," said Denny Fugate, Senior Director of Pharmacy, Truman Medical Centers.

## Indigent Care Recovery Solution Reduces Outpatient Medication Costs by 10 Percent

### Truman Medical Centers

Truman Medical Centers is a not-for-profit, two acute-care hospital health system in Kansas City. The TMC Health System includes TMC Hospital Hill, TMC Lakewood, TMC Behavioral Health, the management of the Jackson County Health Department, a number of primary care practices throughout Eastern Jackson County and four pharmacies providing retail and in-patient needs. TMC is the primary teaching hospital for the University of Missouri-Kansas City Schools of Medicine, Pharmacy, Nursing and Dentistry. With a mission to provide top-quality healthcare regardless of the patient's ability to pay, TMC admits more than 21,000 patients and handles more than 540,000 outpatient visits each year.

### The Goal: Maximize Cost Control to Support Top-Quality Patient Care

In a challenging economic environment for healthcare, TMC has the added responsibility of providing a medical safety net for a large population of uninsured and under-insured patients. The hospital system is recognized as a critical area resource for advanced specialized health care in its region, and TMC attributes its success to quality, innovation, teamwork and attention to detail.

An excellent example of TMC commitment to its mission is the effort of the TMC Pharmacy Department to maximize TMC's participation in the 340B Drug Pricing Program provided by the Public Health Service.

"TMC had been participating in 340B for some time, but we recognized that our savings could be maximized with expert input," said Denny Fugate, Senior Director of Pharmacy, Truman Medical Centers. "Every dollar we save in pharmacy can go back to patient care at some level, so expanding 340B savings opportunities is critical to our mission and our operation."

### The Solution: AmerisourceBergen Indigent Care Recovery Solution

A task force of key stakeholders from across TMC was involved in a very structured review and deliberation process when TMC prepared an RFP for pharmacy distribution, according to Lynda Donegan, Vice President of Professional Health Services, Truman Medical Centers. "Maximizing 340B savings was a fundamental goal, and we were looking for a partner who could understand our budgetary challenges and align with our mission."

"Strong partnerships are key to achieving critical goals, and we had already turned to PSI [Pharmacy Services Inc.] to acquire a leadership team to improve pharmacy practice, serve patients better, and complete strategic initiatives such as enhancing the 340B program," Donegan said. "AmerisourceBergen paid close attention to what we needed from a business partner standpoint, and we chose them to work with our pharmacy team to expand TMC's participation in 340B."

The AmerisourceBergen Indigent Drug Cost Savings solution delivered a comprehensive approach to maximizing 340B opportunities at TMC, including best practice consulting expertise and AmerisourceBergen SupplyWorks 340B medication management software.





**“In this fiscal year, the extra 340B savings AmerisourceBergen helped us achieve represents almost 20 percent of TMC’s total savings across all strategic cost savings initiatives organization-wide. The savings exceeded our expectations and we are very pleased.”**

**– Lynda Donegan,  
Vice President of Professional Health  
Services, Truman Medical Centers**

For more information about these and other Cost Savings Solutions, contact AmerisourceBergen at 877-892-1254, email [solutions@amerisourcebergen.com](mailto:solutions@amerisourcebergen.com), or visit our website at [AmerisourceBergenDrug.com](http://AmerisourceBergenDrug.com).

“From past experience implementing 340B programs, I highly recommend partnering with an expert,” Fugate emphasized. “With the help of AmerisourceBergen expertise and technology, we have made the data capture as accurate as possible at all three of our campuses to maximize our opportunity to serve as many 340B patients as possible.”

“The expertise of a partner is ultimately more cost-effective than trying to do this in-house,” Fugate added. “I target that we’ll easily achieve ROI within a year of starting this initiative.”

“In addition to AmerisourceBergen expertise in integrating their software effectively with TMC systems, they provided very good training to help our staff maintain the system,” Fugate said. “SupplyWorks is easy to use, stable, and provides high performance in terms of results and reporting.”

### **The Result: Maximizing 340B Savings**

“TMC tracks cost efficiencies very closely, and the administration team put together a cost savings dashboard to help the organization meet its mission during these financial times,” Donegan said. “The reporting the pharmacy provides from the AmerisourceBergen system tracks expense versus budget very effectively.”

“Since the 340B maximization effort with AmerisourceBergen, the pharmacy has exceeded the forecast expense reductions nearly every week. For the fiscal year, the 340B savings almost doubled over what we anticipated,” Donegan stated.

“Opportunities to control costs are also opportunities to avoid staff reductions and maintain high-quality patient care, and the pharmacy team is proud to make a contribution to that effort with 340B cost savings maximization,” Fugate said.

Key benefits of the AmerisourceBergen Indigent Care Recovery Solution at TMC include:

- Decreasing outpatient medication costs by 10 percent by maximizing opportunities for 340B savings
- Ensuring effective data capture and integration with systems at three hospital campuses and multiple-site pharmacies
- Providing reliable reporting to help achieve budgetary benchmarks
- Delivering ROI in one year

“It was wonderful to have a partner who knew exactly what we were looking for and worked on site with us: when we asked for something, the AmerisourceBergen consultants knew how to make it happen,” Fugate said. “AmerisourceBergen has proven itself as a long-term business partner, and that is always the goal of our organization and our administration team,” he concluded.

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