

Visante INSIDER

The Business of Pharmacy™



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Your monthly dose of news you can use:

"Addiction explains but never excuses"

Later this month hospital and health system representatives will gather at the [International Health Facility Diversion Association \(IHFDA\)](#) annual conference in Orlando to discuss approaches to preventing diversion. [Greg Burger, SVP](#), and [Maureen Burger, CNO](#), will present "Pearls and Perils: Drug Diversion in Perioperative and Procedural Suites." [Heidi McNeely, Sr. Consultant](#), will present "Roadblocks and Roundabouts: Navigating Hospital Diversion" at the IHFDA conference. [Heidi McNeely](#) was recently appointed to the IHFDA Board of Directors.

Excellent resource for drug diversion monitoring

Check out "[A Practical Controlled Substance Diversion Monitoring Playbook](#)" as an outstanding reference for starting a diversion prevention program and getting up to speed on the current best practices for diversion prevention. [Heidi McNeely, Sr. Consultant](#) with Visante, is a co-author of this publication.

SOC optimization strategies driving growth

As specialty drug costs continue to climb, payors will increasingly use Site of Care (SOC) optimization strategies to steer patients requiring infusions to settings outside of hospitals, according to a [recent article](#) in *Pharmacy Practice News*.

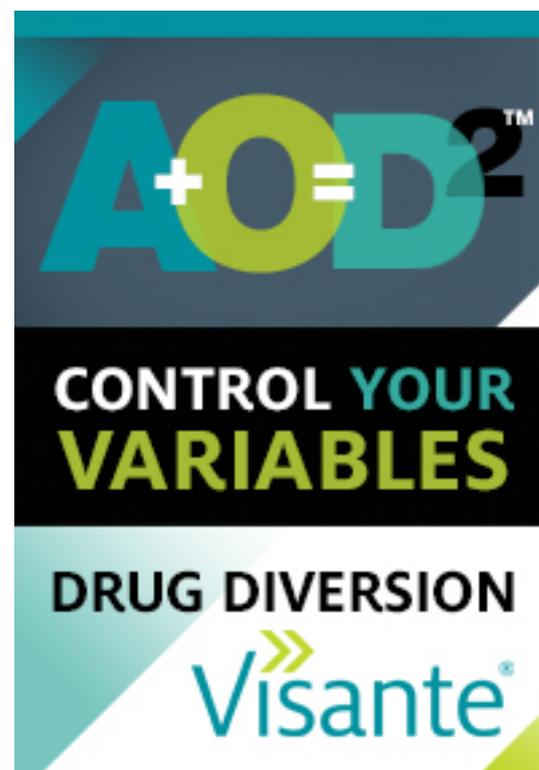
In addition, United Health Group reports that "administering specialty drugs in physician offices

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and patients' homes instead of hospital outpatient settings can improve care and reduce costs by \$4 billion each year." Full report [here](#).

Visante can help hospitals assess the impact of this trend on patient care and financial projections. We can also help our clients build new infusion services (including home infusion) or optimizing existing services.

We're in awe of these amazing kids!

We've been starstruck by a group of young people who continue to defy the odds and lead outstanding lives despite complex health challenges. These are the kids born with [Nager and Miller Syndromes](#), rare conditions that cause facial deformities and issues with extremities. Visante had the privilege to support the [Foundation for Nager and Miller Syndromes](#) at an event earlier this summer. We are particularly proud of talented Miss Peyton, beloved niece of our own [Kristin Fox-Smith, SVP Visante](#), and how she is an ambassador for Shriner's, has served as [Miss Amazing in Utah](#), and continues to be a true hero! Read more about Peyton's remarkable story [here](#).



COME SEE US

IHFDA (International Health Facility Diversion Association)

, September 23-25, Orlando. Stop by our exhibit #231 or [contact us](#) to schedule a time to meet.

7th Annual Coupon & Copay Meeting

, Oct. 2-4, Philadelphia. Bob Leinss, Sr. Consultant, Visante, will present, "Assess the Real Impact of Prescription Drug Copay Assistance Programs on Overall Healthcare Costs."

Transplant Financial Coordinators Association Meeting

, October 9-11, Minneapolis. [Kristin Fox-Smith](#), SVP Visante, will present, "The Challenges of Medication Coordination."

NEW! Visante's Executive Recruiting Services

Hospital pharmacy faces incredible pressure to improve care while positively impacting financial performance. Leadership in this area is critical to success, which is why Visante is pleased to announce we have developed a service to help hospitals to recruit, retain, and develop candidates of the highest caliber for operational, clinical and administrative roles.

We're in the unique position to work side-by-side with incredible people in hospitals nationwide, and our expansive network is an asset to clients looking to add talent to their organization.

Contact [Debi Verrill](#), our Director Professional Recruitment Services, to learn more.

PRESENTATIONS & PUBLICATIONS

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A vision for *moving healthcare forward*

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