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Happy Holidays from Visante!

Special edition: Jim's Top 10 for 2019

Friends, colleagues, and clients,

As 2019 draws to a close, on behalf of the entire Visante team, I would like to sincerely thank all of our clients for allowing us to support your efforts and for helping us to make 2019 the most successful year for Visante since our founder Mike Flagstad started the company in 1999. Visante's focus is to support our clients' efforts around medicines optimization and advancement of high-performance pharmacy within the framework of our values, which include respectfulness, caring, teamwork, integrity and excellence. This approach continues to support our work with all sectors of healthcare including hospitals and health systems, managed care, government, industry, and internationally. Your continued support of Visante has allowed us to expand our services and our Visante team and we greatly appreciate the opportunities and the trust placed in us. We also appreciate the continued support of our key business partners who work with us to support our clients and to advance our mission.

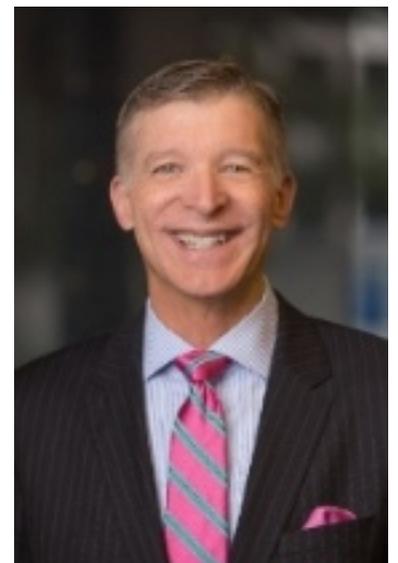
Looking back at 2019, the year was characterized by growth. The U.S. economy overall continued to perform

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well, creating a solid financial base for industry sectors like healthcare. External market disrupters like the Amazon/JP Morgan/Berkshire Hathaway effort continued to evolve. Technology and information resources like Big Data, AI and Machine Learning continued their growth and evolution. Hospital systems/IDNs continued to expand through M&A activity with 2019 closing out as a banner year in size and scope of transactions. As noted in a recent white paper by our partners at The Chartis Group: "All this merger and acquisition activity should lead to real value — delivering benefits in service expansion, care coordination, efficiencies and cost savings, capital avoidance and population health." However, hospitals and health systems often fall short of realizing their vision for the future enterprise and this continues to present an opportunity for hospital systems at large but also for pharmacy as a key service line.

Looking ahead to 2020, we expect to see first quarter movement by USP around Chapters 795, 797, 800 and 825 which organizations should be prepared to quickly address. We also expect to see significant discussion regarding the construct of the US healthcare system as part of the ongoing national election cycle with a primary focus on the cost of prescription drugs. As noted above we expect health systems to continue work toward leveraging scale and scope through opportunities such as central service centers. Excitingly we also expect a continuation of the trend toward more organizations working to unlock and optimize the value that pharmacy can provide in support of enhanced patient care and financial outcomes. As challenges in healthcare delivery continue to mount, we remain optimistic about "the business of pharmacy" and the value proposition it can deliver and are looking forward to expanding our efforts to support more organizations in advancing medicines optimization and high-performance pharmacy services.

We would like to offer our point of view for 10 of the top issues impacting medicines optimization for our clients and colleagues. A short summary of each topic is provided here; click [HERE](#) to access the article in its entirety.

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About Jim's Top 10 for 2019-2020

Every year, Visante CEO Jim Jorgenson provides his Top 10 List of issues facing hospital and health system pharmacy. As Jim works with clients and colleagues across the U.S., he has a keen insight into the trends and challenges that impact our industry and the future of hospital pharmacy. We would love to hear what you think about the list, and if you have anything to add. Send your comments to us by clicking [here](#).

WEBINARS

Research Findings Concerning Dose Accuracy with ENFit™ Syringes – Please join us for this 1-hour webinar to hear about the important safety considerations of using ENFit™ syringes. Keliana O'Mara, PharmD, BCPS, NICU Clinical Pharmacy Specialist, UF Health Shands Hospital, and Kathy Gomeshi, PharmD, MBA, BCPS, CPPS Medication Safety Officer, UCSF Medical Center, will discuss research findings that indicate a need for

Jim's Top 10 for 2019 – 2020

#1 Antimicrobial Resistance

CMS's rule requiring hospitals to establish an ASP is reason for optimism in the fight against antimicrobial resistance, but the key is to implement a high performing program. We provide a list of key factors for an effective program here. Developing a successful ASP should be a priority for every hospital and health system and pharmacy can play a leading role in these efforts.

#2 Alternative Payment Models for High Cost Drugs

Orphan drugs, specialty pharmaceuticals, and gene therapy continue to show incredible promise for the enhanced control, "cure" or elimination of disease. As an industry, we need to develop innovative payment models to ensure affordability and access. Read more about a new approach that is under consideration.

#3 Drug Shortages

Drug shortages are again on the Top 10 List of issues challenging hospital pharmacy. Due to a myriad of factors the U.S. continues to struggle with hundreds of key drug shortages at any given point in time. Learn about the FDA's Drug Shortage Task Force report which examines the issue and provides some recommendations for solutions. Unfortunately, hospitals need to create and fund programs to address continuing shortages in 2020 and beyond.

#4 Alternate Purchasing and Contracting Strategies

It's clear that drug costs will continue to escalate, and the U.S. prescription drug spending will top half a trillion dollars by the end of 2020. As a result, alternate purchasing strategies are evolving quickly and there are many options to consider. Read more about some of the approaches and their strengths and weaknesses.

#5 Sterile Compounding, USP <797> and USP <800>

Although delayed, new and revised USP Chapters are important to the health and safety of patients, workers and the community. Read our update on the current situation and hear our thoughts on what to expect in the near

increased scrutiny of ENFit syringes. Maureen Burger, Visante CNO, will moderate the discussion. Click [HERE](#) to register for this free webinar scheduled for Wed. Dec. 18 at 1:30 ET.

We think you will also be interested in this recent article pertaining to the topic of ENFit Syringes which appeared recently in [Modern Healthcare](#).

The Alphabet of Compliance – USP, EPA, NIOSH, and DEA. An Update

– Dr. Fred Massoomi will provide an update on sterile compounding compliance as it relates to regulations and standards set out by multiple agencies. He will also provide a checklist on controlled substance handling risk points among other useful tools. Sign up [HERE](#) for this 30-minute webinar scheduled for Mon. Jan. 27 at 3:00 ET.

future. We highly recommend using the "extra" time to prepare for compliance with the new and revised chapters.

#6 Evolution of Central Service Centers

Mergers and acquisitions of healthcare systems will lead to growth and the need for more Centralized Service Centers (CSCs). Drug distribution services, fulfillment and prescription services, support services, and 340B Program considerations provide excellent opportunities for savings.

#7 Drug Cost Control

Many plans are being put forward by congressional leaders to curb drug costs, and it's important for hospitals and health systems to be aware of the various plans and their potential impact on the healthcare system. Learn more about some of the plans and the possible consequences of each.

#8 External Market Disruptions

Innovation in delivering drugs to patients is rapidly evolving, and several key initiatives could impact the marketplace in the near future. Learn more about Amazon's approach, and how non-traditional drivers of healthcare will continue to push the market forward toward transformational change.

#9 Opioid Crisis

Tragically, the opined crisis again makes the Top 10 List. Despite increased concerns and attention, more than 130 people in the U.S. die each day from an opioid overdose. Pharmacy leaders can take an important role in establishing Opioid Stewardship programs in their organizations to positively impact their organizations immediately and in the long-term.

#10 Drug Diversion

Unfortunately, many hospitals are failing to learn from others' misfortunes and are not taking the necessary steps to recognize the widespread problem of drug diversion and investing in robust plans to detect and prevent it. It's not going away; in fact, drug diversion is on the increase.

Again, this is just a short summary of each topic.

Click [HERE](#) to read the article in full.

On behalf of all of us at Visante, we wish you happy holidays and all the best in 2020!

Jim Jorgenson
CEO
Visante

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A vision for *moving healthcare forward*

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