

Improve patient care and service and develop a new, profitable revenue source



Visante's Specialty Pharmacy programs give hospitals and health systems an opportunity to improve patient care and optimize outcomes while providing increasingly significant sources of revenue and margin.

Defining Specialty Pharmacy

Specialty Pharmacy is the management of complex drug therapies for patients with select chronic diseases. It involves:

- High-touch patient care and interventions
- Intensive and extensive patient and caregiver education
- Adherence and persistency management
- Efficient and timely customer service, dispensing and distribution

Provide Optimal Care to Patients with Complex Conditions

People taking specialty medications are often the most complex patients. They require unfaltering management to ensure optimal outcomes. Hospital-based specialty pharmacy programs have advantages over external pharmacies:

- > **Access to and integration with patient medical records**
- > **Access to providers and ancillary staff**
- > **Face-to-face visits with patients**

These advantages improve care and outcomes and lead to increased provider and patient satisfaction.

Improved Financial Management

Revenue Cycle Management – contracting, billing and accounts receivable management – can be one of the biggest challenges in launching a specialty pharmacy program. Visante will help create and implement a comprehensive RCM program that yields strong financial performance.

High-Cost, Complex Drugs = Revenue and Margin

Allowing external pharmacies to service patients means revenue, margin and patient experience are walking out the door with your patients. Specialty drug prescription prices average over \$4,000 and are growing at 15-20% per year. Hospitals that are 340B-eligible can see gross margins of 35-40% or higher. These new dollars can expand and enhance patient care and fund new clinical programs.

“Many hospitals have real opportunities for a Specialty Pharmacy program but lack the knowledge or resources to get started. Visante can provide the experts and structure to design, build, launch and manage these important programs.” — James Jorgenson, CEO, Visante

Visante provides an array of Specialty Pharmacy services to meet your unique needs.

Visante provides subject matter experts to help you evaluate your opportunity and identify the resources needed to get started

- > 5-Year financial model with ROI calculation
- > Staffing and operational plans and timelines
- > Clinical strategies that integrate with the overall care team and optimize outcomes

Visante’s services can be customized to your needs.

SERVICE	INCLUDES:
Specialty Pharmacy Assessment	<ul style="list-style-type: none"> • Remote data and structure reviews • On-site operational, clinical and cultural reviews • 5-Year financial model • Recommended implementation plans and timelines
Specialty Pharmacy Implementation Support (whether Visante completed the assessment or not)	<ul style="list-style-type: none"> • Project Management services • Subject matter expertise in operations, clinical programs, revenue cycle management, promotion/marketing
Accreditation Support	<ul style="list-style-type: none"> • Education and training on various programs • Policy and procedure review against standards • Recommendations for program changes • Mock bench and on-site audits

» To find out more, contact us at (866) 388-7583 or visit visanteinc.com.

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