



The Business of Pharmacy™

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## Your monthly dose of news you can use:

### LIVE DISCUSSION 3/15/2021 with Kill Shot author Jason Dearen

In his new book, Kill Shot, investigative journalist Jason Dearen takes a deep dive into the tragic events surrounding the New England Compounding Center disaster. The impact on patients and implications for sterile compounding are even more chilling than what was captured in the news media. Jason will discuss his book and what he learned in his research in this exclusive live webinar and Q&A hosted by Pharmacy Stars on March 15 at 1 PM ET. [Claim your spot now.](#)

### Drug diversion concerns exacerbated by COVID-19

"Many changes associated with managing the COVID-19 pandemic in hospitals may, in fact, be creating new opportunities for drug diversion that could be difficult to detect if you don't know what you're looking for," according to Visante's CNO Maureen Burger in an article published last month in *Compliance Today*. [Read more here.](#)

### Takeaways from the 340B Coalition Winter Conference

RADM Krista Pedley presented to the attendees a number of important issues. One key area she discussed was how manufacturers continue to pursue 340B price elimination of select products with select manufacturers continuing to urge covered entities to utilize their own retail pharmacies instead of contract pharmacy partners. [Read more about her comments here.](#)

### Tips for 340B Grantees // HRSA Audit Process

In this installment, we discuss the Health Resources and Services Administration (HRSA) audit process. This is a key area of understanding for all covered entities. [Find it here.](#)

### Introducing: Pharmacy Performance Solutions

Challenges from the pandemic and vaccine roll-out, increasing demands, and changing market conditions make it difficult to meet business and clinical goals. We designed a set of services that allow you peace of mind knowing you can continue to press forward and achieve excellence and also improve financial performance.

Through Pharmacy Performance Solutions, we come alongside your team to provide leadership and staffing or both depending on your needs. As subject matter experts, we immediately expand your bandwidth, drive forward cost-savings opportunities and take care of staffing and training needs. You can focus on key opportunities in your organization knowing that these key business functions are performing at their best.

- 340B Program Oversight & Management
- Specialty Pharmacy Prior Authorization & Benefits Investigation Services
- Pharmacy Supply Chain & Utilization Management

Visante's Pharmacy Performance Solutions are ready to step in and help you step up. Strong business pharmacy performance is in your future when you partner with Visante! [Email Alana](#) to learn how we can help.

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## IN THE NEWS

### UCSF Turns Pharmacy Into a Strategic Asset

[Check out this presentation](#) by UCSF COO Sheila Antrum, UCSF CPE Desi Kotis, and Visante CEO Jim Jorgenson at Becker's CEO + CFO Forum on how to build a high-performance pharmacy enterprise. Interested to learn more? Contact Jim directly [here.](#)

### Response to JAMA article from Visante

Jim Jorgenson and Fred Massoomi responded to the article, "*Medications in Single-Dose Vials and Implications of Discarded Injectable Drugs*" published in *JAMA* on 2/25/2021. "Formalizing the use of ONB labeled CSTDs to support DVO is a viable option to safely reduce waste of single use products. Currently, the major impediment to DVO use is lack of support by FDA and accreditation bodies. FDA and USP should review existing research and develop standards and best practices for the use of CSTDs for drug vial optimization for a safe program that minimizes the waste of medications."

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