



**Drug diversion** is a growing risk to hospitals & health systems

$$A + O = D^2$$

ACCESS plus OPPORTUNITY equals DRUG DIVERSION

Controlling your variables leads to stronger diversion prevention. Visante's experts help IDNs, hospitals and health systems solve the equation by uncovering gaps and putting effective strategies in place.

## Know your drug diversion risk

Hospitals can uncover drug diverters in their organization every year. Even hospitals that have taken measures to prevent, identify and respond to drug diversion activities find it isn't enough to stop the theft and misuse of controlled substances. Identifying the gaps is key to uncovering vulnerability and developing a stronger program.

## Moving beyond trust

Our experience reveals the unfortunate fact that a controlled substance philosophy based on 'trust' can backfire when it comes to stopping diversion. The strategy to prevent and detect diversion must be based on a culture of accountability and safety, employing checks and balances across the medication use process. Drug diversion should be countered with a formal multidisciplinary program that will protect patients, practitioners and employees.

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Drug diversion is a hospital-wide issue and should be addressed as such. Visante's interdisciplinary team is uniquely qualified to confront the very difficult and complex issues of drug diversion, ”

explains Jim Jorgenson,  
Visante CEO.

## The expanding costs of drug diversion

Drug diversion costs aren't limited to medication costs. While those losses are significant and should be considered, safety risk to patients and employees is paramount.

- Patients suffer when medications are diverted – tainted needles cause infection and stolen or diluted medications result in sub-therapeutic dosing for pain management.
- Employees suffer. The healthcare delivery team can be greatly affected by coworkers under the influence and the coworker's resulting negative impact on patient care.
- Organizational reputation suffers, and fines and sanctions may be imposed by the DEA or other regulatory bodies.

## Make it difficult to divert

The simple truth is that hospitals are significant sources of drug theft and abuse largely due to easy access and a lucrative street market. Even drug diversion programs considered compliant with applicable sections of DEA Title 21 Part 1300 find it's not enough to stop theft and misuse of controlled substances. Visante's unique, interdisciplinary drug diversion program prioritizes patient and worker safety, secures physical risk points and helps assure compliant practices.



Through their multidisciplinary team and approach to look at all aspects (nursing practice, physician practice, pharmacy practice, different settings – physician offices, hospital setting, prescription pad storage), they definitely opened our eyes to the opportunities we could not have anticipated or identified on our own. ”

Scott Hufford – Executive Director of Acute Care Services Pharmacy,  
Community Health Network

## Visante brings the expertise and experience you need.

### Visante's Drug Diversion Prevention consulting services:

Our program aims to take an aggressive stance against drug diversion and to minimize risk through the use of pharmacy operations, informatics, automation specialists and nursing experts to identify and strengthen points of vulnerability.

- **Outsourcing or co-sourcing with Internal Audit:**

Outsourcing or co-sourcing means that your Internal Audit department will have the resources to thoroughly audit your diversion program with the independent expertise needed to assure your Board that the leadership is effectively managing the risks of drug diversion.

- **Drug diversion program assessment:**

Comprehensive assessment of the existing drug diversion program, including controlled substance handling, diversion prevention, monitoring, detection, and management of diversion events. Includes review of all policies, procedures, reports and documentation related to the management of controlled substances plus an on-site visit to observe and interview key staff, and identify risk areas.

- On-site visits provided for single site, multi-site, systems and ambulatory care. Daily debriefings given for each site visit.

- Executive briefing at the end of the engagement to provide a high-level summary of risk points and opportunities.

- Written report outlining key recommendations that will result in measurable improvements – financial, clinical and culture of safety.

- **Drug diversion program development and implementation:**

Develop and implement a customized program based on our assessment to provide a long-term strategy for success and to help you fully meet your prevention goals.

### Important diversion considerations:

- Ordering and receiving process
- Storage in pharmacy
- Visual surveillance in pharmacy
- Wasting and return of controlled substances
- High risk nature of Perioperative, Procedural, Pharmacy and Anesthesia services
- Detection analytics
- Impact of culture

**A+O=D<sup>2</sup>**<sup>TM</sup>  
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To find out more, contact us at [solutions@visanteinc.com](mailto:solutions@visanteinc.com) or (866) 388-7583, or visit [visanteinc.com](http://visanteinc.com)

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