



UTILIZING PURCHASING POWER

In-house pharmacies provide dramatic cost savings

Profile

Northeast medical center that provides in-house pharmacy access to 3,000 employees.

Number of pharmacies 1
 Approximate claim volume 40% of total utilization
 Pricing strategy Fixed fee / transparent
 Network pricing platform 340B and GPO contracts

Challenges

- Leverage multiple price sources
- Lower benefit expenses for employees and dependents
- Drive in-house pharmacy utilization
- Measure impact on overall costs

Solution

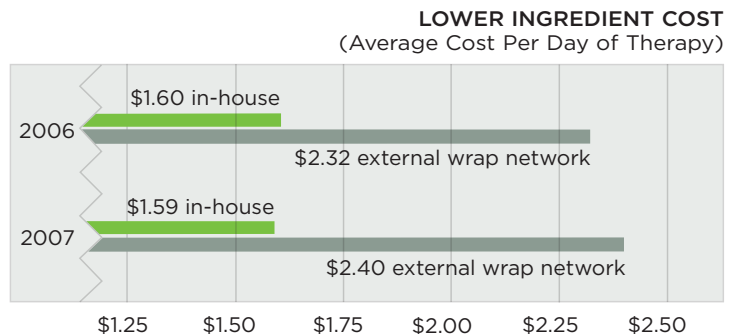
Through the use of Innoviant's customized networks, specific copay incentives and the ability to utilize unique price sources, the medical center was able to generate significant plan and member savings.

Conclusion

Data from the past two years confirms that the implementation of an in-house pharmacy with flexible pricing solutions resulted in substantial shared pharmacy savings, as identified below:

	Member	Plan	Total	Ingredient Cost Savings
2006	\$53,000	\$185,000	\$238,000	10.8 %
2007	\$120,000	\$440,000	\$560,000	22.5 %

Customized pricing models, in-house pharmacy support and unique reporting functionality are just a few of the program benefits that bring Innoviant customers measurable success and goal satisfaction.



Innoviant has a solid, established presence in the hospital and health care system market. We understand that flexibility is vital. Discover your purchasing power today by contacting your Innoviant Sales Representative at 1.866.800.4321.

Choose Innoviant.