CASE STUDY

HospiceChoice Rx
Delivers Superior
Pharmacy Support
and Impressive
Drug Savings

Client:

Mid-sized hospice provider

Average Daily Census (ADC): 150 patients

Partnership Duration: 2.5 years

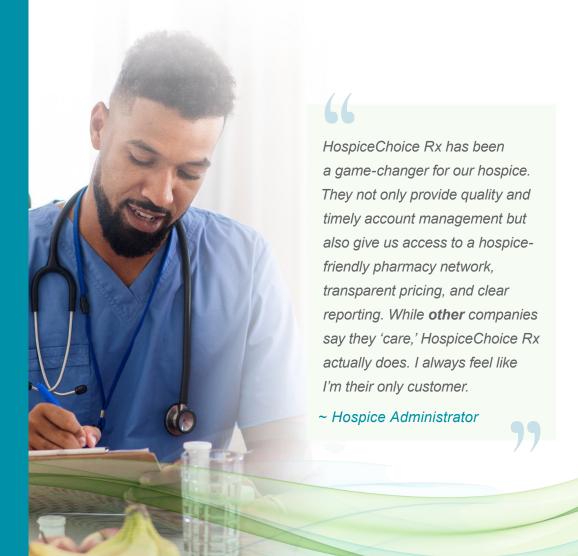
Key Outcome: 46% reduction on CPPD



Background & Challenges

Before partnering with HospiceChoice Rx, the hospice faced a series of operational and financial challenges in managing its pharmacy services:

- No Pharmacy Benefit Manager (PBM) worked directly with individual pharmacies, resulting in inconsistent service and pricing.
- Inefficient ordering process nurses called in prescriptions manually.
- **High pharmacy spend –** Cost Per Patient Day (CPPD) at \$12.00.
- Unreliable provider network continually searching for hospice-friendly pharmacies.
- No clinical support pharmacy offered no formulary review or guidance on costeffective, clinically appropriate medications.
- Lack of staff education no ongoing training or resources for clinical teams.
- No meaningful reporting no access to utilization, cost, or high-cost medication reports.
- Minimal account management no dedicated support or 24/7 availability.





Solution: Partnership

After contracting with HospiceChoice Rx, the hospice experienced a complete transformation in pharmacy operations with impressive results:

- Pharmacy network management negotiated pricing and improved access to hospice-friendly providers.
- Significant cost savings CPPD reduced to \$6.50.
- Robust reporting high-cost medication reports and actionable data to identify savings opportunities.
- Clinical guidance formulary reviews and recommendations to support both cost control and patient quality of life.

- **Price transparency –** clear costs with no hidden fees.
- Quality account management proactive communication, timely responses, and 24/7 availability.
- Educational support continual staff training and best practice guidance.

Results

Based on 150 patients:

\$825 SAVINGS per day \$24,750 SAVINGS per month \$301,125

SAVINGS
PER VEAR

Key outcomes after 2.5 years:

- Forty-six percent (46%) reduction in CPPD, from \$12.00 to \$6.50, saving over \$20,000 per month.
- · Nurses spend more time with patients.
- Greater consistency and reliability from hospice-friendly pharmacy partners.
- Improved decision-making with transparent reporting and clinical insights.

Conclusion

Through its partnership with HospiceChoice Rx, this hospice provider achieved a comprehensive transformation of its pharmacy operations, enhancing service quality, reducing costs, and enabling clinical staff to devote greater attention to patient care.

The collaboration continues to yield measurable financial savings and operational improvements that directly advance the well-being of both patients and staff.

