

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 cost-effective, 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.



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*HospiceChoice Rx has been a game-changer for our hospice. They not only provide quality and timely account management but also give us access to a hospice-friendly pharmacy network, transparent pricing, and clear reporting. While **other** companies say they ‘care,’ HospiceChoice Rx actually does. I always feel like I’m their only customer.*

~ Hospice Administrator

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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 year

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.



HospiceChoice Rx

Cost Savings with Patient Care in Mind

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