

Documenting Interventions: A Practice of the Past

E. Thomas Carey, PharmD
Director of Pharmacy Services
SwedishAmerican Hospital
Rockford, IL
tcarey@swedishamerican.org



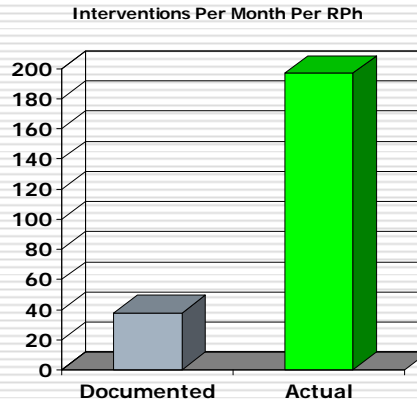
Who Are We?

- 357-bed community teaching hospital
- Central distribution model
- 8 clinical RPh's



Where Were We?

- Interventions documented monthly
- Meditech Intervention module



State of the Industry

- | | |
|--|---|
| <ul style="list-style-type: none"> <input type="checkbox"/> Homegrown Programs <ul style="list-style-type: none"> ■ Meditech ■ Others <input type="checkbox"/> Limitations <ul style="list-style-type: none"> ■ No standardization ■ Programming Time <ul style="list-style-type: none"> <input type="checkbox"/> Big ticket items only ■ Resource Time | <ul style="list-style-type: none"> <input type="checkbox"/> Commercial Programs <ul style="list-style-type: none"> ■ CliniTrend® ■ Quantifi® ■ CliniDoc® ■ HealthKey Solution® ■ Health Point Link® <input type="checkbox"/> Limitations <ul style="list-style-type: none"> ■ Cost ■ Utilizes "soft dollars" ■ Time ■ Non-standard reporting ■ Lack of IS integration |
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Individual Interventions

Clinical Pharmacists

Enter:

"Intervention Orders"

IV to PO

Renal Dosing

"RX Comments" Field is checked with appropriate (coded) canned text

Information is collated in reports

| | Total Intervention | Direct Savings |
|---------------|--------------------|-----------------|
| Levofloxacin | 351 | 7,643 |
| Pantoprazole | 395 | 4,108 |
| Lometidine | 42 | 90 |
| Fluconazole | 7 | 1,227 |
| Azithromycin | 23 | 945 |
| Ceftriaxone | 16 | 855 |
| Ciprofloxacin | 9 | 330 |
| | 843 | \$18,626 |


Individual Interventions

Cost Reduction Initiatives

| | FY03 | FY04 | FY05 | FY06 | FY07 |
|--------------|----------|-----------|-----------|-----------|----------|
| Renal Dosing | 4,943.50 | 22,922.63 | 25,838.00 | 41,536.95 | \$58,182 |
| IV to Oral | 0.00 | 5,701.00 | 13,313.00 | 11,662.05 | \$18,626 |
| Total = | 4,943.50 | 28,623.63 | 39,151.00 | 53,199.00 | \$76,808 |

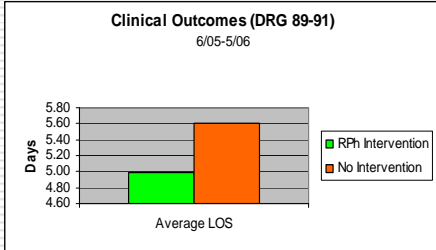
Revenue Enhancement

| | FY03 | FY04 | FY05 | FY06 | FY07 |
|-----------------------|------|-----------|-----------|--------------|---------------------|
| Pneumovax Program | | \$6,000 | \$6,000 | \$17,373.00 | \$42,978 |
| OR Satellite Pharmacy | | \$819,681 | \$797,123 | \$823,963 | \$832,400 |
| Total = | | \$825,681 | \$803,123 | \$841,336.00 | \$875,378.00 |
| | | | | | \$952,186.45 |



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"Global" Interventions




Clinical Outcomes (DRG 89-91)
6/05-5/06

Average LOS

- RPh Intervention
- No Intervention

- Report Writer
 - 529 patients
 - 27% met criteria (143)
 - Cost Savings = \$114,400

- Core Indicators...



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"Global" Interventions

| | | | Top 10/50 | 2003 | 2004 | 2005 | 1Q06 | 2Q06 | 3Q06 |
|---|-------------------------|------|-----------|------|------|------|------|------|------|
| 6 | Beta blocker at arrival | 100% | 93% | 94% | 95% | 97% | 94% | 91% | |

Three straight quarters of 100% compliance with ED Pharmacist involvement

"Pay for Reporting" nets \$1.4MM

"Global" Interventions



| | FY07 |
|------------------------------|---------------|
| Clinical Pharmacist Salaries | \$715,121.00 |
| Cost Savings | \$952,186.45 |
| ROI = | \$1.33 |

Program Justification

Benefits

- Convenience:
 - Reports are on a "scheduled run"
- Provides internal data
- Provides "hard dollar" savings

Limitations

- Peer Comparison
 - Requires initial resources for set up
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