



## Impact of Outpatient Pharmacy on Financial Health

Impact of outpatient pharmacy services on medical's center's net income during the economic downturn

## Critical Issue

- During the Economic Slow Down...
  - Deliver quality patient care
  - Provide competitive employee benefits
  - Maintain financial stability

Medical Center has significant need for strong financial contributors

## Opportunity and Solution

- >900,000 outpatient visits / year
- 11,000 self insured employees
- 340b covered entity-DSH
- Motivated, supportive leadership team
  
- Opened 2 Prescription Center Pharmacies (1/07 and 7/08)

## Results

<u>Year</u>	<u>Volume</u>	<u>Profit</u>
○ 1 (37 weeks)	27,600	1.3 million
○ 2	80,766	2.9 million
○ 3	120,000	>5 million
○ 4 (projected)	150,000	>6.5 million

## Goals

- Operational efficiencies
- Customer satisfaction
- Increased revenue and expansion opportunities
  - Specialized Pharmacy Services
  - Improved employee benefits

## Conclusion

- "Margin Funds The Mission"
- Obvious benefits (\$, service)
- Exposure of Pharmacy Department
  
- Survival and Growth during Economic Down Turn