



ProviderWorks

Next generation expense-reduction for healthcare providers

Prescribing Reduction for Pharma Expenses

ProviderWorks' industry knowledge, benchmark analytics, and proprietary processes lead to significant savings in non-labor operating expenses

About Us

ProviderWorks is a professional advisory firm, deeply rooted in healthcare management and operations, with experience delivering effective strategies and implementing programs to address the industry's need for improved business performance. Services include:

- ✓ Strategic Planning & Plan Implementation
- ✓ Non-Labor Cost Reduction
- ✓ Business Process Improvement
- ✓ Strategic Sourcing
- ✓ Contract Management
- ✓ Organizational Alignment & Integration
- ✓ Revenue Enhancement

Business Case

Healthcare providers engage ProviderWorks to examine their pharmaceutical supply expense so that they may identify savings while achieving equal or better products and services.



The ProviderWorks Approach

ProviderWorks initially examines the client's general ledger and prepares a "profit improvement plan." With the rise of pharmaceutical drug costs, it is likely that ProviderWorks' recommendations will identify millions of dollars in sustainable savings and reduce costly errors due to process variation.

Following a detailed financial review and analysis of pharmaceutical expenses, we deliver a comprehensive baseline report and a set of recommendations that are guaranteed to generate savings. To validate savings, we audit pharmaceutical supply expenditures for a full 24 months against the baseline report.

Expense Candidates

- ✓ Primary drug distribution agreements
- ✓ Non-GPO / local contract agreements and purchases
- ✓ Drug formulary utilization and standardization
- ✓ Inventory levels and carrying costs
- ✓ Capital purchases and lease agreements
- ✓ Contract management service agreements

Strategy Considerations

- ✓ Rationalize supply chain
- ✓ Aggregate facility spends
- ✓ Renegotiate vendor, GPO, and service level agreements
- ✓ Reduce sources of process variation
- ✓ Foster lean supply chain methods with fewer SKUs
- ✓ Implement common processes, improve metrics and controls
- ✓ Audit performance monthly over contract period

***The ProviderWorks pledge:
no savings, no fees.***