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**The Confidence You Get
from Cardinal Health.**

Pharmacy Management resources
from Cardinal Health.

Understanding Your Pharmacy Challenges

Whether it's finding a talented pharmacy leader, containing drug costs or understanding the impact of new regulatory standards, executives responsible for acute care pharmacies are faced with many challenges. Effective pharmacy management, consistent communication, and measurable results can have a profound impact on your facility.



■ Acquiring and Maintaining a Talented Pharmacy Staff:

With more than 3,000 full-time hospital pharmacy positions remaining vacant in 2004, combined with an annual turnover rate of almost 17%, acute care facilities are continuously in need of talented pharmacy professionals*:

■ Rising Pharmaceutical Costs and Declining Reimbursements:

With a projected increase of 12-15% in drug costs year over year, acute care facilities must find ways to contain pharmacy costs. Due to inaccurate or improperly maintained pharmacy charge masters, hospitals on average are losing 9-16% of their pharmacy charges*:

■ Ensuring Regulatory Compliance and Patient Safety:

Ongoing JCAHO accreditation and regulatory compliance continue to set the standard for patient safety and clinical efficacy. Acute care facilities must continuously evaluate and control clinical processes in order to maintain a high level of compliance.

■ Implementing Effective Clinical Protocols:

Only 29% of hospitals monitor formulary compliance which can lead to inefficiencies in drug utilization. In fact, 70% of the time a more expensive antibiotic is used than is necessary. Implementing effective clinical protocols is essential to understanding profitability by service line and cost efficiencies in the pharmacy*:

"The issues that led to a need for improvement [in our pharmacy] were drug costs, recruiting pharmacists, control of medications, including narcotics, and relationships with physicians and nurses."

*Geoff Tryon, VP of Operations
Silver Cross Hospital, Joliet, Illinois*

*Information available upon request.



The Cardinal Health Solution

Cardinal Health is the leading provider of pharmacy management services to acute care hospitals. We help facilities optimize their performance through constant communication and implementation of industry-leading clinical and quality processes that lead to measurable results. That's the confidence you get from Cardinal Health Pharmacy Management.

Unmatched Talent Acquisition and Retention:

- Cardinal Health Pharmacy Management employs more than 1,200 pharmacists
- Award-winning recruiting team, dedicated to the identification and hiring of quality pharmacists
- Extremely low turnover rate of 5.6% for key positions of Director of Pharmacy, Assistant Director of Pharmacy, and Clinical Manager

Containing Pharmaceutical Costs:

Diagnosis Rx;SM Cardinal Health's proprietary pharmaceutical management system:

- Tracks actual drug costs by DRG and links drug costs to reimbursement
- Features comparative benchmarking for internal and external performance measurement
- Drug protocol variance report helps identify non-compliance

Industry-Leading Regulatory and Quality Process Management:

- Pharmacy Management's regulatory and quality staff includes former DEA and State Board of Pharmacy inspectors to ensure facility compliance and up-to-date quality standards
- Cardinal Health Pharmacy Management authors the gold-standard guide to JCAHO accreditation titled, "Preparing the Pharmacy-Continuous Compliance with Joint Commission Standards, 6th Edition"

Clinical Performance:

- Cardinal Health's proprietary clinical assessment tool, CAT2;SM tracks and trends utilization of pharmaceuticals at your facility and provides benchmark comparisons to hospitals with similar size and service
- Implementation of best practices guidelines from Cardinal Health's extensive clinical network provide best practice guidelines for the top 13 drug classes
- Quarterly meetings with Cardinal Health Pharmacy Management team to assess and report on formulary performance

"The Cardinal Health team provides our hospitals with an outstanding resource for clinical expertise, medication safety programs, optimizing automation and inventory management. As a result, we are able to realize greater efficiencies in operations and an even higher quality of service."

*Sandra McRee, President and Chief Operations Officer
IASIS Healthcare, Franklin, Tennessee*

Cardinal Health:

Unparalleled Breadth of Clinical and Operational Expertise



Cardinal Health has built the industry's broadest suite of products and services that helps improve quality, safety and efficiency all along the continuum of care. With unparalleled resources, expertise and proprietary offerings, we deliver integrated solutions that are innovative and practical. To our customers, this means we help them focus on what matters most – improving people's lives.

About Cardinal Health.

Headquartered in Dublin, Ohio, Cardinal Health, Inc. (NYSE: CAH) is a \$75 billion, global company serving the healthcare industry with a broad portfolio of products and services. Ranked No. 16 on the Fortune 500, Cardinal Health employs more than 55,000 people on six continents.



To schedule a meeting, you can call us toll-free at 1-877-300-9180
or visit us online at www.cardinal.com/businesses/management