



sentry data systems™

case study

Sentry Data Systems helps a Midwest medical center retain lifesaving oncology treatment

Issue: A large Midwestern critical access hospital seeks to maximize 340B savings to continue to provide care to their cancer patients.

Solution:
Sentrex®

This healthcare organization, one of the largest in the Midwest, operates a critical access hospital that also offers a comprehensive specialty clinic, and is the only location within a two-hour drive where patients can receive oncology infusion treatments such as chemotherapy.

The challenge

Maximizing savings with the right technology

This Midwestern medical center has been using Sentry's Sentrex contract pharmacy management solution since 2013. When the hospital's new director of pharmacy came on board in June 2018, he began a renewed effort to maximize 340B savings for the hospital.

"I had worked in a few different hospitals and seen how much savings the 340B program provided, as well as what they were able to do with those savings," he says. "I knew that with Sentry's technology and expert team, we could be doing more with this program at our hospital."

The change

Taking advantage of Sentry resources

After the director of pharmacy started, he reached out to Sentry to receive training and get up to speed on what the technology could offer. "Sentry's tools and experts were incredibly valuable in my learning curve," he says. "The two most helpful aspects for me were the live learning tools and being able to speak to knowledgeable people. The experts I worked with at Sentry as I was getting up to speed were always able to point me in the right direction."

The director of pharmacy and his 340B team now have regular calls with their Sentry account management team to troubleshoot concerns,

get questions answered, and ensure they are getting the most from the technology.

“Sentrex helps us keep track of 340B-eligible claims from our several contract pharmacies,” he says. “It tracks when we have eligible claims and automatically re-orders medications from the wholesaler once the pharmacy has a need to replenish. And it keeps track of the savings we are due from those orders.”

The results

Cost savings and access to lifesaving therapies

The hospital works closely with its contract pharmacies to expand medication access while maximizing 340B savings, and has found significant value in Sentry’s automated ability to manage complex compliance challenges. As an example, 340B savings for one contract pharmacy rose from roughly \$4,000 to \$40,000 per invoice due to a simple configuration change. The medical center projects its total 340B savings from contract pharmacies will increase from nearly \$1 million in 2017 to approximately \$2.5 million in 2019.

As a result of the savings generated through Sentry, the medical center has been able to

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Director of Pharmacy

provide many lifesaving services to patients in the surrounding communities. One significant example has been the ability to retain its oncology center, which was on the brink of being forced to close its doors, leaving no way for the hospital to deliver cancer treatment to its patients.

“Without our cancer center, our patients would be left with no local options for treatment. The burden of travel can be very difficult because cancer is such an emotionally stressful disease, and treatments can be debilitating,” says the director of pharmacy. “It was only with savings from the 340B program, realized

through Sentry’s technology and expert team, that we were able to keep the center open. We live in a close-knit community; our patients are quite literally our neighbors and family.”

In addition, the hospital is expanding its relationship with Sentry to include the Sentinel hospital procurement and 340B compliance module. The director of pharmacy concludes, “We are confident that expanding our relationship to include Sentinel will contribute to future success and even more 340B program savings.”



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About Sentry Data Systems, Inc. We provide technology solutions that help hospitals address their three biggest challenges: reducing costs, managing compliance and producing better outcomes.