No longer business as usual, hospitals must innovate to succeed in a competitive marketplace with lower margins. Expanding ambulatory pharmacy services may be your answer.

An outstanding financial opportunity
Hospitals nationwide are discovering an overlooked, underutilized revenue source in ambulatory pharmacy services. The return on investment can be substantial and rapid – and the benefit to patient care is significant and important. Visante can help you make the most of this opportunity to improve patient care while substantially improving your bottom line.

Fast growing revenue source
Medications are one of the fastest growing expenses for any healthcare organization and are generally one of the top five sources of revenue. There are numerous opportunities for hospitals to capture additional prescription volume and the revenue it represents. For many hospitals, this is a major area of lost profits as patients acquire medications elsewhere.

Improved patient care and outcomes
Ambulatory care pharmacists are highly trained to manage medications in a clinical setting and add greatly to optimizing care outcomes. The primary treatment for more than 80% of outpatients is medication therapy requiring ongoing care management. Increased pharmacist involvement in direct patient care activities can improve medication therapy outcomes and help reduce drug cost.

Visante ambulatory pharmacy experts
Visante consultants each bring more than 20 years of experience in clinical care, pharmacy operations, logistics and planning, and hospital pharmacy management. Working with you, we assess your situation, quantify your opportunity, develop and implement a plan to quickly make ambulatory pharmacy part of your organization in a way that can positively impact your bottom line.

“Too many hospitals try to run their outpatient pharmacy as if it were an inpatient operation, which it is not. The outpatient pharmacy needs to be run like a competitive business but with an integrated strategy for continuity of care with leadership that has the acumen for marketing and revenue generation while not losing sight of patient satisfaction and outcomes.”

- Greg Burger, Senior Director, Visante
Develop your ambulatory pharmacy services—Visante consultants help you achieve your clinical and financial goals

Visante consultants have the expertise and experience you want

From project scope and ROI analysis, through facilities design and professional staff training, Visante consultants provide experience and expertise to help you reach your clinical and financial goals. We understand the business and clinical complexities when developing or enhancing ambulatory pharmacy services and can help you successfully navigate the process and achieve operational excellence.

Visante consulting services for ambulatory pharmacy opportunities

**Introductory assessment:** Your interdisciplinary Visante team provides a preliminary *pro forma* based on a proprietary questionnaire and phone interviews. Our team conducts a thorough walk-through of the *pro forma* to help you evaluate your opportunity and, if appropriate, move to the planning stage.

**On-site assessment:** Visante consultants conduct an on-site assessment to develop a highly customized return on investment and operational reports that illustrate the hospital’s financial and clinical opportunities. We can provide as detailed an assessment as you require, ranging from an Initial Assessment to a Comprehensive Assessment.

**Ambulatory Pharmacy Design & Implementation:** A customized proposal and pricing for your comprehensive assessment with a detailed *pro forma* and implementation for an ambulatory pharmacy specifically designed for your organization.

**Key focus areas:**
- Optimize drug purchasing
- Approach pharmacy as a business opportunity
- Robust patient billing and revenue processes
- Patient care management strategies
- Maximize pharmacy revenue
- Manage pharmacy resources (meds, staff, equipment)
- Patient safety protocols in place and monitored

**Optimize performance**

To find out more about Visante, please visit visanteinc.com or call (866) 388-7583.