



Revitalizing Healthcare in 2023:

RxTrail Success Stories

Explore how RxTrail has transformed healthcare organizations in 2023 by boosting revenue, enhancing efficiency, and ensuring sustainable success. Our case studies showcase the diverse challenges faced by organizations across the US and the innovative solutions we've implemented to help them thrive.

Discover our program management expertise in tackling revenue declines, data automation issues, and staffing deficiencies. Learn about our ESP submission successes and referral capture services that unlock significant revenue potential for providers. Witness the power of RxTrail's multidisciplinary approach, delivering tailored solutions that drive exceptional results.

With RxTrail's commitment to improving the health of your program, we invite you to explore these success stories and see the difference our team can make for your organization.

Contact us at team@rxtrail.org for questions or assistance with your program.

PROGRAM MANAGEMENT

- ✔ MULTIPLE CAMPUSES
- ✔ MIDWEST US
- ✔ Macro Helix, CVS, Walgreens
- ✔ GREATER THAN 400 BEDS

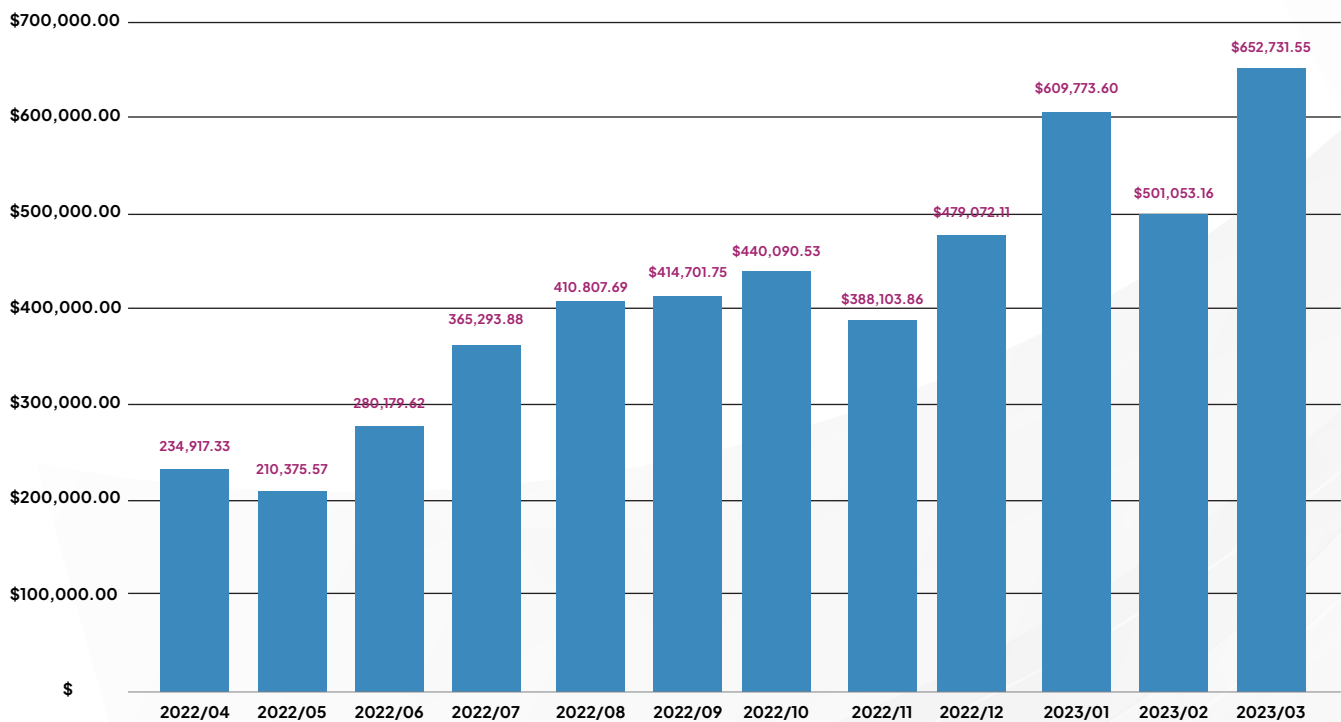
Challenge

A substantial decline in revenue coupled with insufficient resources to effectively navigate the multifaceted complexities of the 340B program.

Results

Within just 6 months, we achieved a remarkable 3X revenue increase, and we're on track to deliver a 4X growth **(\$13 million net per year) over the next 12 months**, showcasing our commitment to driving sustainable success for your organization.

Contract Pharmacy Profitability



Solution

RxTrail, as the dedicated 340B team, executed a comprehensive 6-month restoration project, addressing initial challenges and devising effective solutions. We collaborated with the 340B coordinator and IT to revamp data extracts and automation, rectify TPA vendor software issues, and expand pharmacy networks with specialty additions. By eliminating unproductive pharmacies, discontinuing non-essential vendors, engaging with 340B ESP, and implementing referral capture services, we have significantly optimized the program's efficiency and performance.

PROGRAM MANAGEMENT

- ✓ DSH, MULTIPLE SITES
- ✓ SOUTHWEST US
- ✓ SENTRY, WALGREENS, CVS, INDEPENDENTS, MULTIPLE SPECIALTY TPA
- ✓ 100+ CONTRACT PHARMACIES

Challenge

Provider clinics not on eligible. No insight into prescription outflow from existing clinics. Significant data automation issues resulted in millions in annual losses, while inadequate coordinator education on Contract Pharmacy management further exacerbated the problem. Additionally, an insufficient retail operation led to the loss of 20,000 prescriptions per year to external, competitive, pharmacies for the hospitals own employee plan.

Results

In just 180 days, we transitioned provider clinics to a provider-based model, resolved data issues, and established a clear strategic direction for 2024. The organization is now set to achieve a minimum of **\$6 million** (Figure 1) in net income year-over-year. With the addition of a new retail site, we project a further **\$2.5 million** increase in net income within 2 years and an immediate **\$1.4 million** in health plan cost savings, significantly bolstering the organization's financial performance (Figure 2).

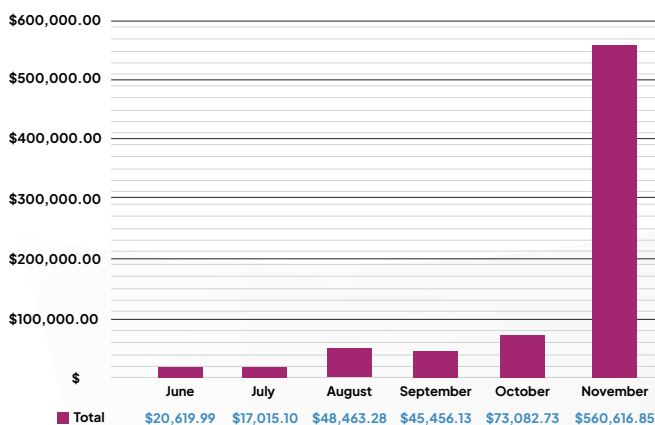


Figure 1: 340B Reconstruction

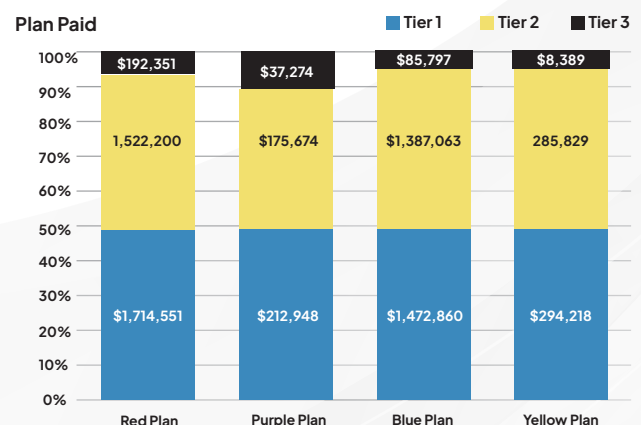


Figure 2: New Retail Site

Solution

We executed a thorough revamp of the 340B program and introduced an integrated pharmacy care model. By providing coordinator education and maintaining ongoing support through our retainer consulting arrangement, we've ensured continuous improvement. Our collaboration also extends to launching a new retail site for the organization, handling store opening and all related details, including contract management, for seamless growth and expansion.

PROGRAM MANAGEMENT

- ✓ COMMUNITY HEALTH CENTER
- ✓ NORTHEAST US
- ✓ WALGREENS, PDMI
- ✓ 8 CONTRACT PHARMACIES

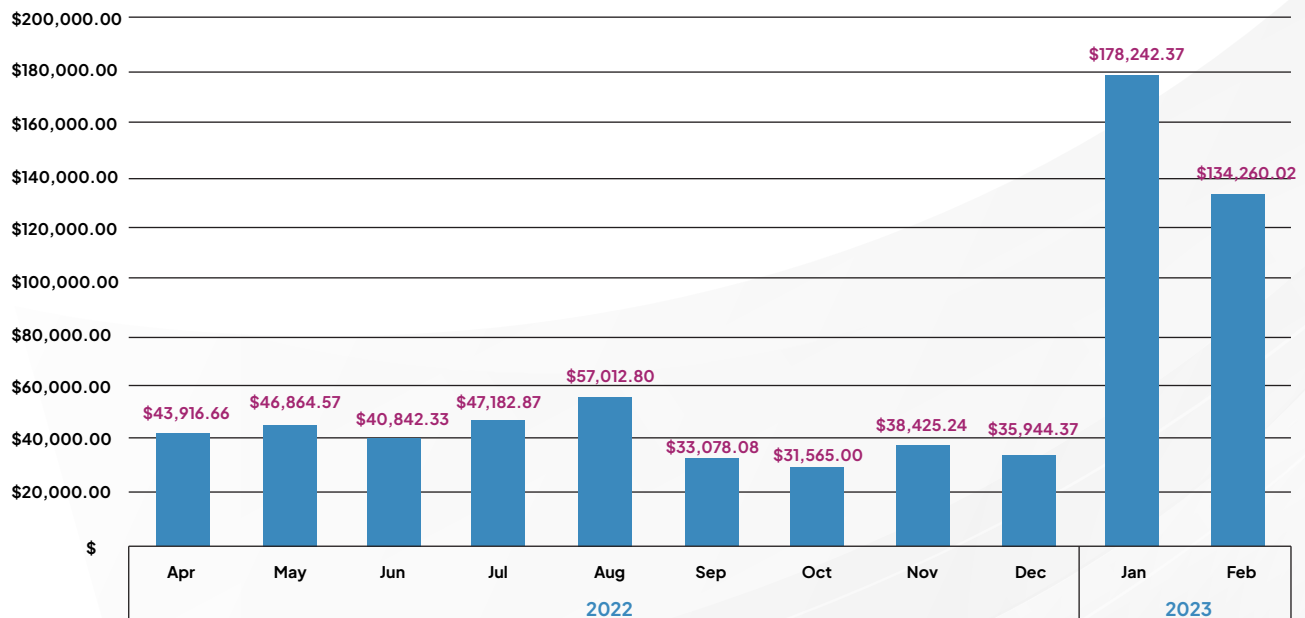
Challenge

The provider was unaware of the significant revenue potential that data optimization would have on the program. One area they recognized opportunity in was referrals were being made in significant volumes, but they lacked the know-how to effectively set up and manage a referral capture services program. The dollars did not make sense for their program, based on the significant number of prescriptions written from their clinics.

Results

In just 90 days, RxTrail successfully implemented a program that quintupled the provider's monthly income from Walgreens, with an annual revenue increase projected at **\$1.5 million**. As we have recently incorporated their other TPAs into the project, we anticipate a staggering 10X improvement in the program by the 2nd quarter of 2024, further solidifying the provider's financial growth.

Walgreens Profitability



Solution

Leveraging our proprietary connectivity with Walgreens, we provided the CHC with a seamless referral capture service solution. We rectified faulty data transmissions to vendors and guaranteed the adherence to 340B pricing at Contract Pharmacies. Our team managed all interactions with vendors, wholesalers, and ESP, streamlining the entire process. Additionally, we implemented a bi-weekly ESP submission process on behalf of the entity, utilizing our advanced software to maximize efficiency and success.

STAFFING DEFICIENCIES

- ✓ COMMUNITY HEALTH CENTER
- ✓ NORTHEAST US
- ✓ WALGREENS, PDMI, CVS, MULTIPLE SPECIALTY
- ✓ 80+ CONTRACT PHARMACIES

Challenge

The organization had consistently achieved \$5 million in net income year-over-year. However, the loss of two crucial team members—a compliance specialist and a data analyst—created hurdles in maintaining their previous performance levels.

Results

By streamlining operations, we have significantly enhanced performance through the elimination of unnecessary third parties, increased referral capture service revenue, and diligent monitoring of **340B** pricing restrictions imposed by drug manufacturers. Our comprehensive management of the program instills confidence in the leadership, knowing that our dedicated team is committed to ensuring the success and well-being of their program.

Program Responsibilities	Daily	Monthly	Quarterly	Annually	As Required	Notes
Projects	✓	✓	✓	✓	✓	
Software Management	✓					Plans, Prescriber Lists ⚠️
HRSA Audit Support					✓	
Compliance Audit - PDMI		✓				Monthly Internal Audit. Recommended AT LEAST 10 claims per pharmacy
Compliance Audit - Walgreens		✓				Monthly Internal Audit- Recommended AT LEAST 10 claims
Referral Capture/Claims Loss Auditing		✓				N/A
Manufacturer Program Enrollments					✓	N/A
External Audit				✓		Quarterly Audit done by outside Organization- Contract not currently included
Data Feed Monitoring	✓					**Key task daily.** ⚠️
OPA Database Updates			✓			Operations + Leadership new Pharmacy Reg: new Clinics:
Financial Performance Tracking		✓	✓			340B Savings, Drug Spend
Your Program Report			✓			Internal call, all stakeholders.
Data Extracts/Feed Development/Revisions					✓	
Re-certification				✓		Annually
Education				✓	✓	CFO, Ops, Rx, Clinics
Contracting and Policy Approval				✓	✓	Leadership + Operations

■ Multiple Departments
 ■ Information Systems
 ■ Leadership
 ■ Operations

Solution

RxTrail assumed complete management of the program to ensure sustained financial success. This strategic move allowed finance, IT, and pharmacy staff to concentrate on patient care. By adopting a multidisciplinary approach, we bring a diverse range of specialists to each program, delivering tailored solutions and expertise that drive exceptional results.

ESP SUBMISSIONS

- ✔ CRITICAL ACCESS HOSPITAL (CAH)
- ✔ MIDWEST US
- ✔ Macro Helix
- ✔ RETAIL INDEPENDENT PHARMACY

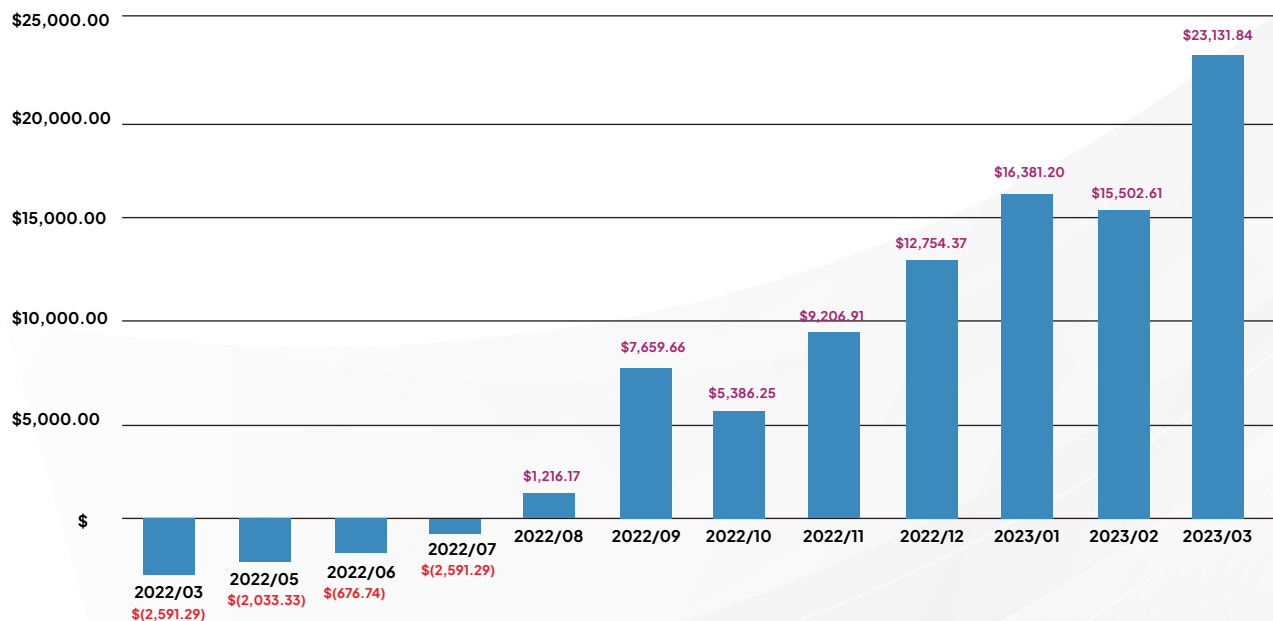
Challenge

Small, CAH, with no resources, actually losing money per by participating in 340B. Pricing access was removed secondary to manufacturer program requirements.

Results

Within just 60 days, we successfully restored the client's program to its pre-2021 performance levels. The rejuvenated program is now on track to generate a projected net income of **\$400K per year**, demonstrating significant growth even for a small-scale operation.

Contract Pharmacy Profitability



Solution

We implemented a bi-weekly ESP submission process utilizing our cutting-edge RxTrail technology, expanded the network by adding a new pharmacy, and conducted thorough compliance audits. This comprehensive approach has fostered a long-term partnership, ensuring continued success and growth for our client.



Overall Results

Our track record of success is the driving force behind our work. Unlike many consulting firms that offer superficial insights or overwhelming action plans, we pride ourselves on delivering practical expertise and adopting a pragmatic approach. We not only devise effective strategies for our clients but also execute them, continually measuring our performance against the health of your program. In essence, our success is defined by the success of your program.

“We grade ourselves based on the health of your program.”

EMAIL US!

We are here to help. If you have questions about our case studies, or would like our help with your program, contact us!

✉ team@rxtrail.org