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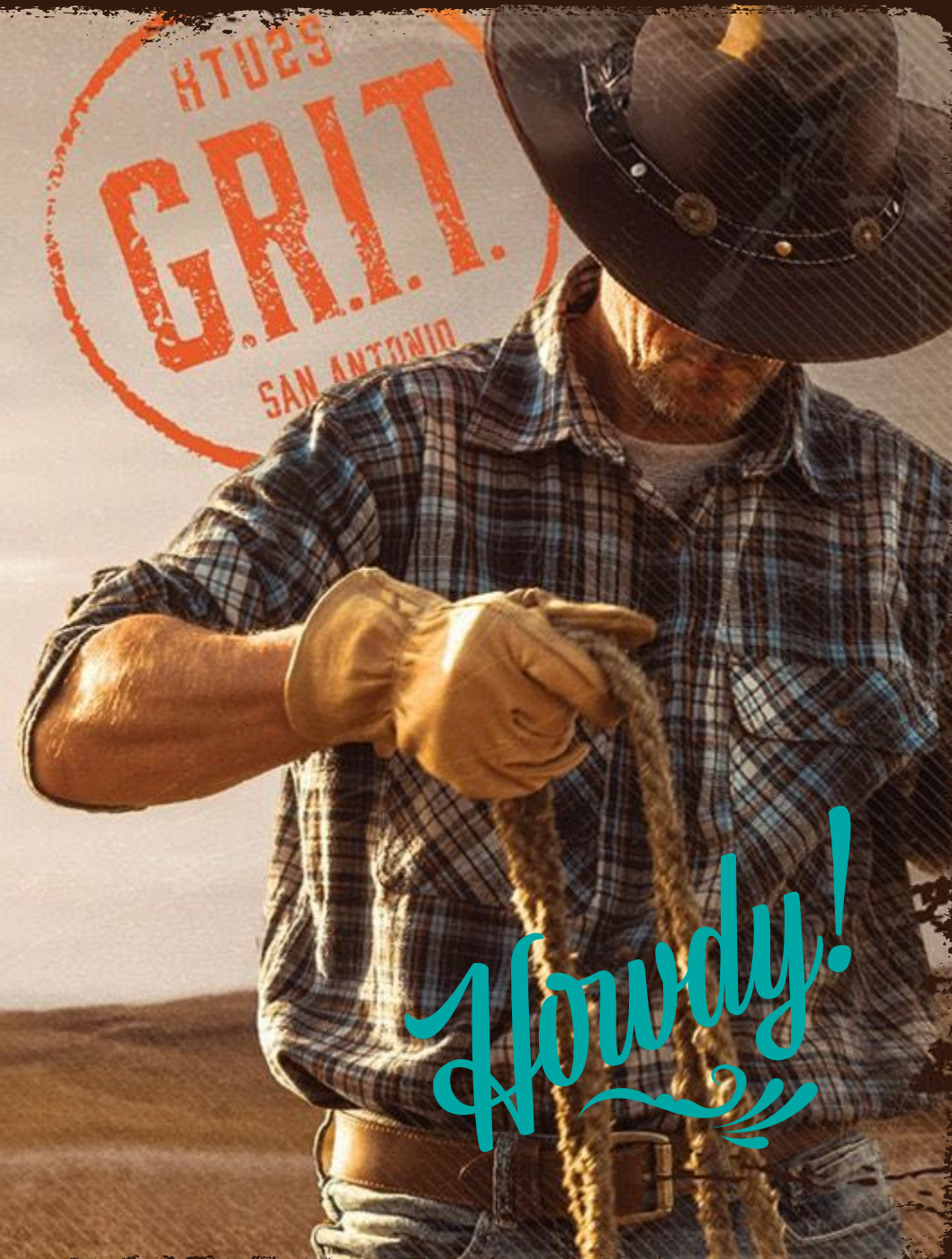
# 2025 Executive Pharmacy Exchange

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**THIS SESSION IS OPEN TO SUPPLIERS**

Applying for CE credit or need a Certificate of Participation? Be sure to snap a pic of the code shown at the end of this session.

CE Deadline: 09/30/25





# Moderator & Panelists



**Moderator**  
**Aigner George**  
PharmD

AVP, Pharmacy Solutions

**HealthTrust**



**Panelist**  
**Jeanne Anderson**  
PharmD, MBA, BCPS

Executive Director of  
Pharmacy Services

**Beacon Health System**



**Panelist**  
**Jennifer Higdon**  
PharmD, MBA, MS

AVP, Pharmacy  
Operations &  
Expense Management

**HealthTrust**



**Panelist**  
**Derek Szesny**  
PharmD, MPH, BCGP

Vice President of Pharmacy &  
Clinical Supply Utilization

**ScionHealth**

# Disclosures



- Derek Szesny has a vested interest in or an affiliation with the Fresenius Kabi Simplist Advisory Board
- The other presenter(s) have no real or perceived conflicts of interest related to this presentation

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# Learning Objectives



*At the end of this session, participants should be able to:*

- Recall key challenges of leading a pharmacy enterprise in today's landscape.
- Recognize strategies to address the key challenges facing the pharmacy at the system and facility level.
- Identify opportunities to apply to practice and/or advance the pharmacy enterprise.



# PANELIST INTRODUCTIONS





# Panelist Jeanne Anderson

Executive Director of  
Pharmacy Services



## Beacon Health System



Serving northern Indiana  
and southwest lower  
Michigan with care sites  
across seven counties

Getting to know

## Beacon Health System

★ BEACON HEALTH SYSTEM

We are a unified health system made up of a vast number of services, offerings, locations and ways to provide our community top notch care throughout the region. **Introducing Beacon by the numbers.**



Over 8,100 associates



Over 1,175 medical  
staff providers



787 staffed beds  
systemwide



146 care sites  
across 7 counties



30 medical residents



3 medically-based  
Health & Fitness locations

Elkhart • Granger • Three Rivers



**7 Hospitals** Beacon Children's • Bremen • Elkhart • Epworth • Granger • Memorial • Three Rivers

Source: Beacon Health System. Not for reuse without permission of Beacon Health System.



# Panelist Jennifer Higdon

AVP Pharmacy Ops &  
Expense Management



HCA Healthcare

## By The Numbers 2024



190

Hospitals in 20 states & UK



\$1.5 billion

Pharmacy Spend



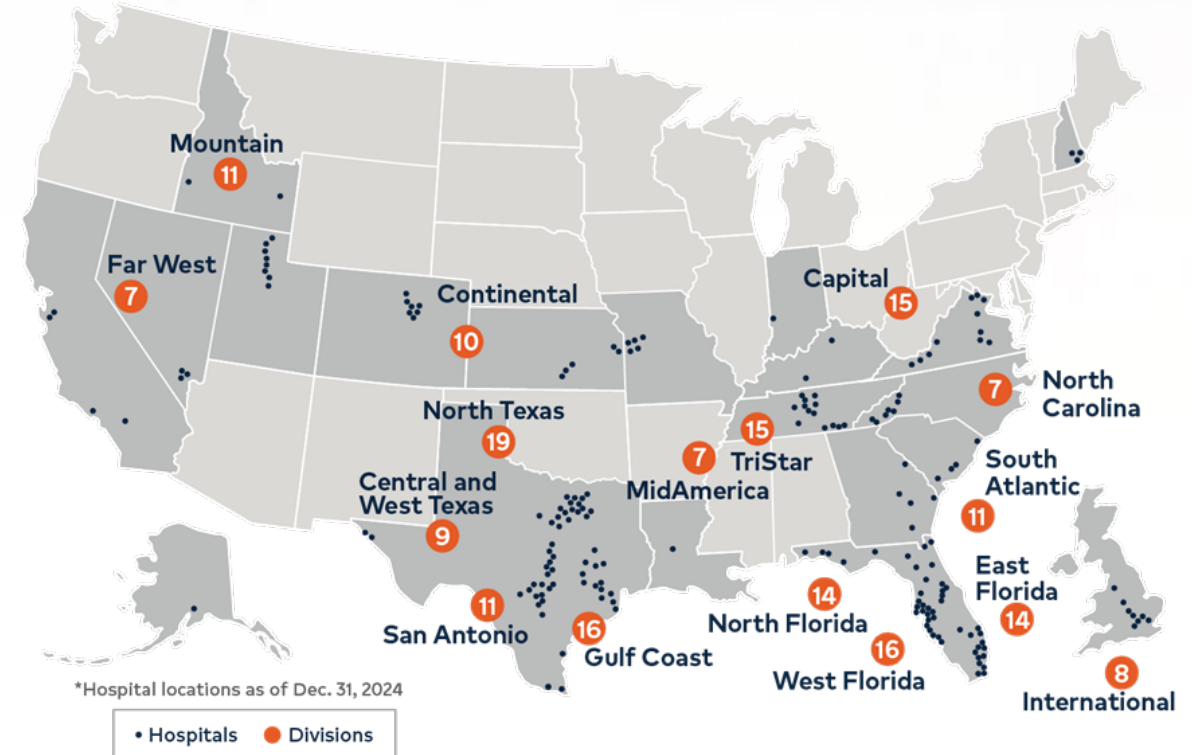
2 million+

Admissions



316,000

Colleagues



Source: HCA Healthcare Annual Impact Report. <https://www.hcahealthcareimpact.com/>. Not to reuse without permission from HCA Healthcare.

# Panelist Derek Szesny

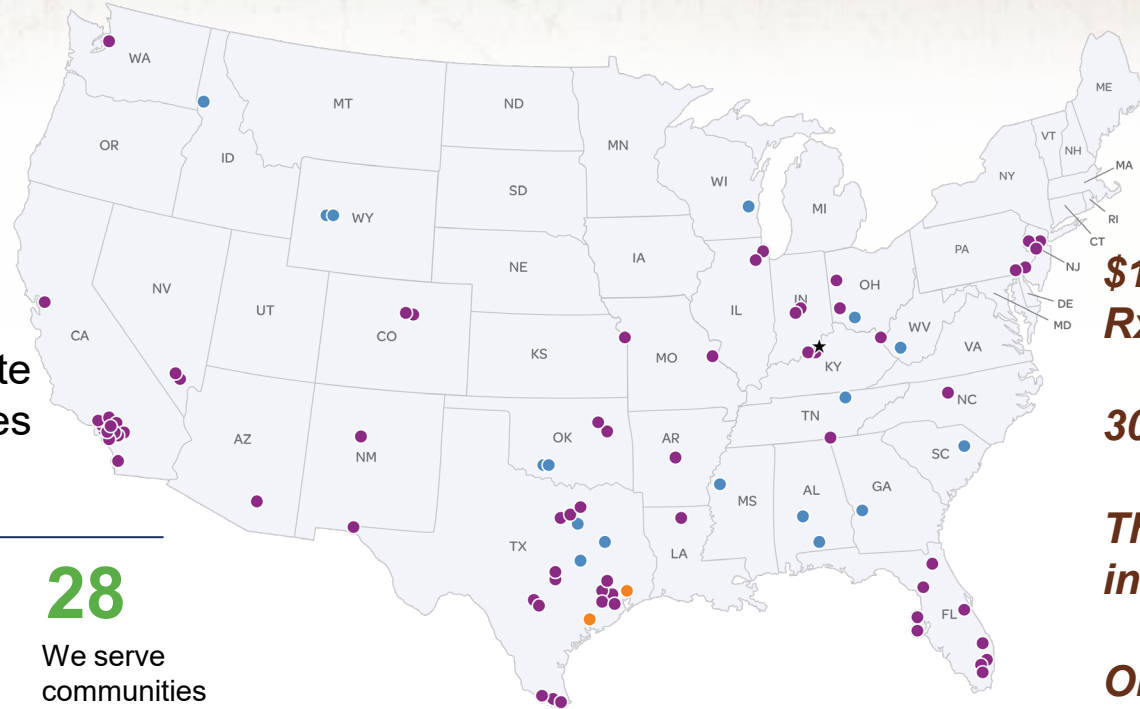
## Vice President, Pharmacy & Clinical Supply Utilization



# ScionHealth

# Nearly 25,000

caregivers and support team members are dedicated to delivering compassionate clinical care to patients in the communities we serve.



**\$180M+ annualized Rx spend**

**300+ sites of care**

### Three oncology infusion centers

### One retail pharmacy

**One ASHP Accredited  
PGY-1 Pharmacy  
Program**

68

We treat some of the most medically complex patients in 68 **Specialty Hospitals** (LTACHs).

17

We deliver essential, acute care to patients in 17 **Community Hospitals** (STACHs) in 15 markets.

2

We provide  
a caring  
environment  
for seniors to  
call home in two  
**senior living  
communities.**

28

We serve communities across the country in 28 states.

ScionHealth specialty hospitals ●

ScionHealth community hospitals ●

ScionHealth senior living communities ●

Source: ScionHealth. Not for reuse without permission of ScionHealth.



# Poll Question 1

What is your role with your health system or hospital/facility?

- A. Hospital/Facility Supervisor or Manager
- B. Hospital/Facility Director or Senior Director
- C. Hospital/Facility AVP
- D. Hospital/Facility VP
- E. Hospital/Facility CPO
- F. System Supervisor or Manager
- G. System Director or Senior Director
- H. System AVP
- I. System VP
- J. System CPO





# THE EXCHANGE



**Data Analytics & Artificial Intelligence**

**Advanced Practice Models**

**Infusion Centers**

**Drug Shortage Mitigation**





# DATA ANALYTICS & ARTIFICIAL INTELLIGENCE (AI)



Exploring Capabilities



# Functions of Data Analytics & AI



## Enhance clinical decision-making & activities

- Obtaining medication histories
- Dose optimization
- Drug success prediction
- Literature review and DI questions
- Manuscript development
  - AI Chatbot reduced time by 40% and increased quality by 18%<sup>3</sup>

## Identify operational opportunities

- Pharmacist documentation in the EHR
- Identification of orders requiring intervention
- Prior authorizations
- Predicting drug shortages
- Diversion prevention

## Highlight resource needs

- Real-time staffing
- Performance management

## Optimize supply expense

- Inventory management
- Demand forecasting
- Budget planning

Sources: 1) Feinman H, Colmenares E, Vest MH. The Role of the Pharmacy Data Analyst. Pharmacy Purchasing & Products. November 2020 – Vol. 17, No.11; 2) Smoke S. Artificial Intelligence in Pharmacy: A Guide for Clinicians. Am J Health-Syst Pharm. 2024;81:641-646; 3) DiPiro JT, et al. Pharmacy Forecast: 2025: Strategic Planning Advice for Pharmacy Departments in Hospitals and Health Systems. Am J Health-Syst Pharm. 2025;82:17-47.



# Data Analytics: Reports & Dashboards



## Verification & Dispense

Volume & performance capture

## Inventory

Inventory capture/metrics: stockouts, overrides, need, days on hand

## Clinical

Activity capture per clinical area

## Financial

Spend, reimbursement, savings

## Executive

KPIs for financial, clinical & operational performance

Source: Feinman H, Colmenares E, Vest MH. The Role of the Pharmacy Data Analyst. Pharmacy Purchasing & Products. November 2020 – Vol. 17, No. 11.

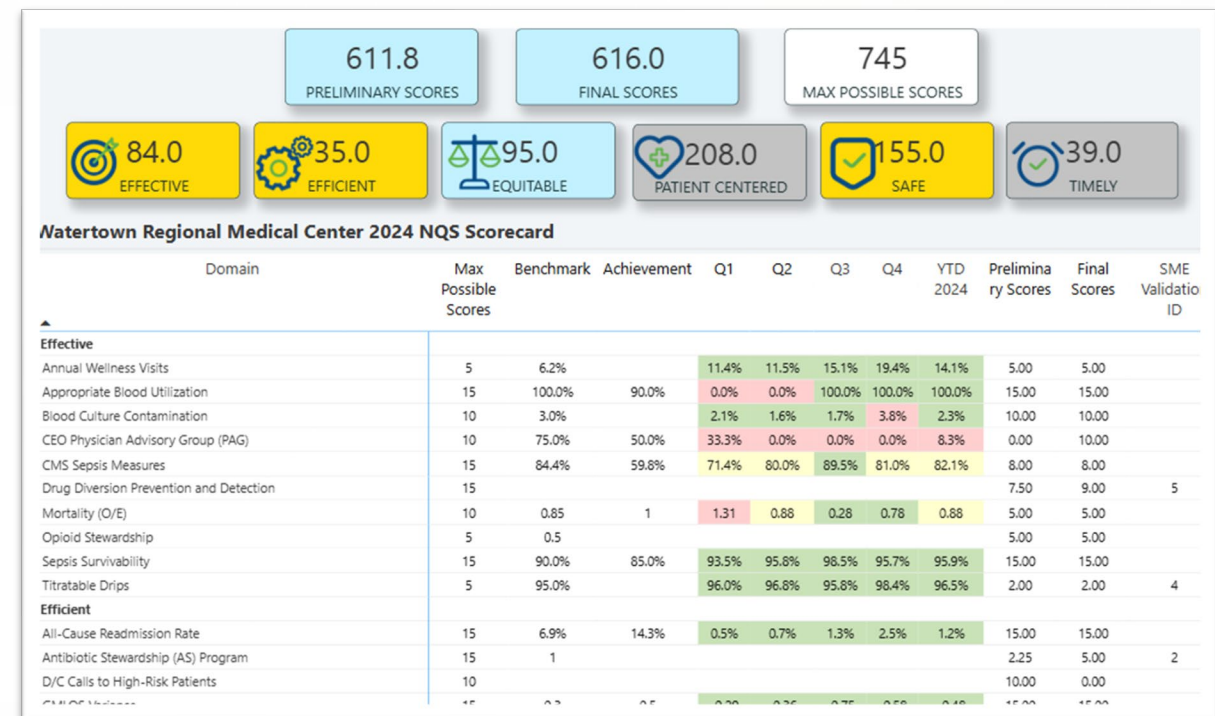
# Data Analytics: ScionHealth



## SafecorLogics Program

Item	Strength	Weeks of Supply <sup>1</sup>	Suggested Order Date	Suggested Number of Boxes	Suggested Number of Doses	Suggested ML's If Liquid
15mL cup, SL Box of 40 Potassium Chloride Oral	20 mEq / 15mL	2.0	5/10/2025	42	1,680	25,536
Strip, SL Box of 100 Glycopyrrolate	1 mg	6.1	6/21/2025	71	7,100	
15mL cup, SL Box of 40 levETIRAcetam	100 mg / mL	7.1	6/14/2025	500	20,000	104,000
Strip, SL Box of 100 Metoclopramide HCl	10 mg	7.1	6/28/2025	45	4,500	
Strip, SL Box of 100 Bumetanide	1 mg	7.4	6/30/2025	21	2,100	
Strip, SL Box of 100 Metoclopramide HCl 5mg	5 mg	7.8	7/3/2025	74	7,400	
Strip, SL Box of 100 Baclofen	10 mg	7.8	7/3/2025	149	14,900	
15mL cup, SL Box of 40 Nystatin	100,000 Units / mL	7.8	6/19/2025	47	1,880	10,528
Strip, SL Box of 100 Losartan Potassium	25 mg	8.1	7/5/2025	52	5,200	
Strip, SL Box of 100 Lansoprazole DR	30 mg	8.1	7/5/2025	98	9,800	
15mL cup, SL Box of 40 Geri-Tussin Solution	100 mg / 5 mL	8.2	6/22/2025	123	4,920	50,184
15mL cup, SL Box of 40 Valproic Acid	250 mg / 5 mL	8.3	6/22/2025	402	16,080	86,832
Strip, SL Box of 100 acetaZOLAMIDE	250 mg	8.7	7/9/2025	19	1,900	
Strip, SL Box of 100 Atorvastatin Calcium	40 mg	8.9	7/11/2025	195	19,500	
Strip, SL Box of 100 Levthyroxine Sodium	100 mcg (0.1 mg)	9.5	7/15/2025	36	3,600	
Strip, SL Box of 100 clonidine HCl	0.1 mg	9.7	7/17/2025	63	6,300	
2x2, SL Box of 100 Calcium Acetate	667 mg Gelcap	10.0	7/4/2025	37	3,700	
15mL cup, SL Box of 40 Amantadine HCl	50 mg / 5 mL	10.4	7/7/2025	99	3,960	40,392
Strip, SL Box of 100 Doxycycline Hyclate	100 mg	10.5	7/22/2025	15	1,500	
Strip, SL Box of 100 Levthyroxine Sodium	75 mcg	10.7	7/24/2025	31	3,100	
35mL cup, SL Box of 40 Milk of Magnesia	1200 mg / 15 mL	10.9	7/11/2025	9	360	11,880
imL cup, SL Box of 40 Children's Acetaminophen	160 mg / 5 mL	11.0	7/11/2025	408	16,320	331,296
Strip, SL Box of 100 Midodrine HCl 10 mg	10 mg	11.3	7/28/2025	278	27,800	
Strip, SL Box of 100 DULoxetine HCl DR	30 mg	11.6	7/30/2025	42	4,200	
35mL cup, SL Box of 40 Sodium Citrate & Citric	500 mg - 334 mg per 5 mL	11.7	7/17/2025	25	1,000	30,200
35mL cup, SL Box of 40 Constulose	10 g / 15 mL	12.2	7/20/2025	67	2,680	81,740
Strip, SL Box of 100 guaifENesin ER	600 mg	12.7	8/7/2025	43	4,300	
2x2, SL Box of 100 Sevelamer Carbonate	800 mg	13.2	8/10/2025	183	18,300	
Strip, SL Box of 100 Midodrine HCl 5mg	5 mg	13.6	8/13/2025	355	35,500	
35mL cup, SL Box of 40 Antacid liquid	800 mg - 400 mg - 40 mg / 10 mL	13.6	7/30/2025	22	880	27,200

## National Quality Strategy



Source: ScionHealth. Not for reuse without permission of ScionHealth.



# AI: Considerations & Governance



## Considerations

- Data misinterpretation → AI hallucinations
- Insertion of bias
- Carbon footprint
- Cost
  - Tool(s)
  - Resource support
- Liability

## Governance Establishment

- Multi-disciplinary team
- Internal processes
  - Risk management and ethical considerations
  - Employee education and training
  - Deployment
    - Evaluation
    - Implementation
    - Validation
    - Monitoring

Sources: 1) Luchen GG, Fera T, Anderson SV, Chen D. Pharmacy Futures: Summit on Artificial Intelligence in Pharmacy Practice. Am J Health-Syst Pharm. 2024;81:1327-1343;  
2) Smoke S. Artificial Intelligence in Pharmacy: A Guide for Clinicians. Am J Health-Syst Pharm. 2024;81:641-646.



# Assessment Question #1

AI can help directly address which key challenges in leading a pharmacy enterprise?

- A. Recruitment and Retention
- B. Demand Forecasting
- C. A and B
- D. None of the above



# Assessment Question #1: Correct Response



AI can help directly address which key challenges in leading a pharmacy enterprise?

- A. Recruitment and Retention
- B. Demand Forecasting
- C. A and B
- D. None of the above



# Poll Question #2

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In which of the areas below is your system or facility using AI or actively reviewing its use? (select all that apply)

- Medication histories
- Dose optimization
- Literature review
- Drug shortage forecasting
- Identification of orders for intervention
- Prior authorizations
- Staffing
- Inventory management
- Demand forecasting



# ADVANCED PHARMACY PRACTICE MODELS (APPM)




Rising to the Top of Practice




# APPM: Practice Advancement Initiative 2030



Individualized  
Continuing Professional  
Development Plans




Participate in  
Advanced Roles in all  
Practice Settings



Leverage and Expand  
Scope of Practice –  
including prescribing



Complete Responsibility  
for Advanced Technical  
and Supporting Roles



Regarded as Integral  
Team Members with  
Shared Accountability  
for Patient Outcomes  
and Population Health



Development of a  
Scope of Practice with  
Core Competencies

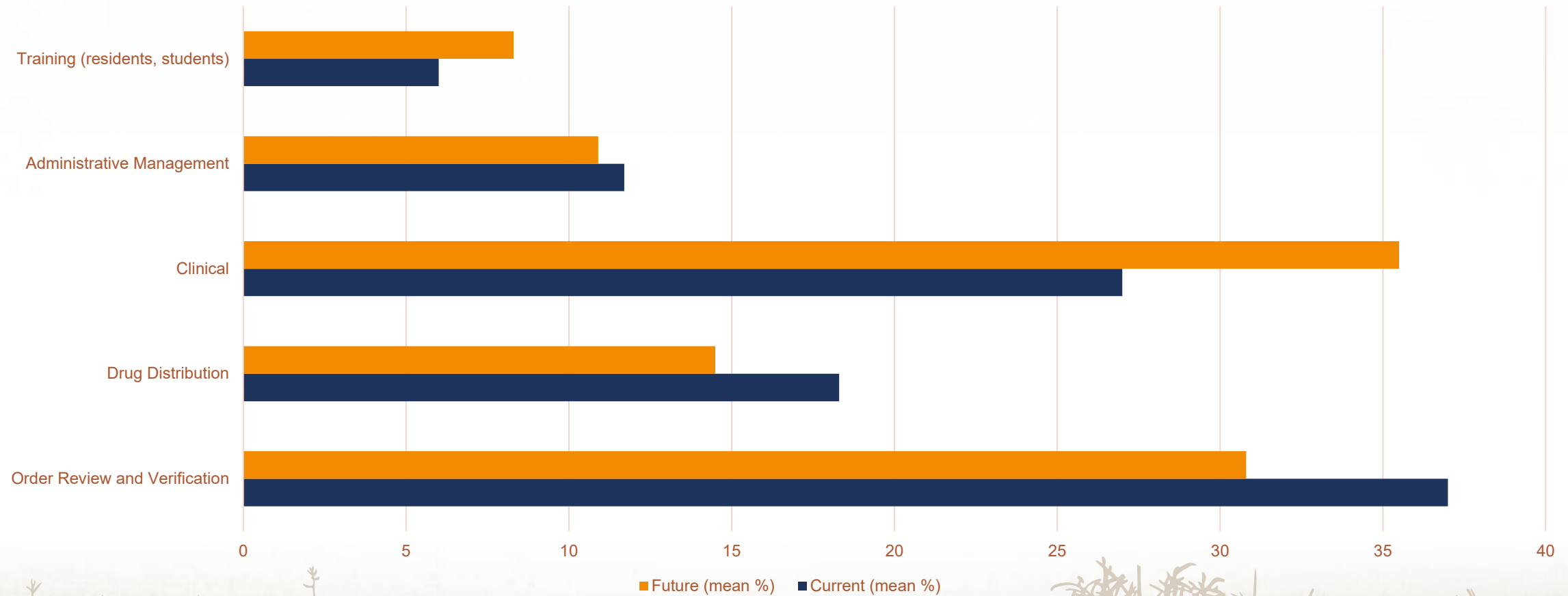
Source: American Society of Health-System Pharmacists (ASHP). PAI 2030 Recommendations. <https://www.ashp.org/pharmacy-practice/pai/pai-recommendations>, accessed, 6/16/25.



# APPM: Moving Pharmacists Forward



## Pharmacist Time Allocation

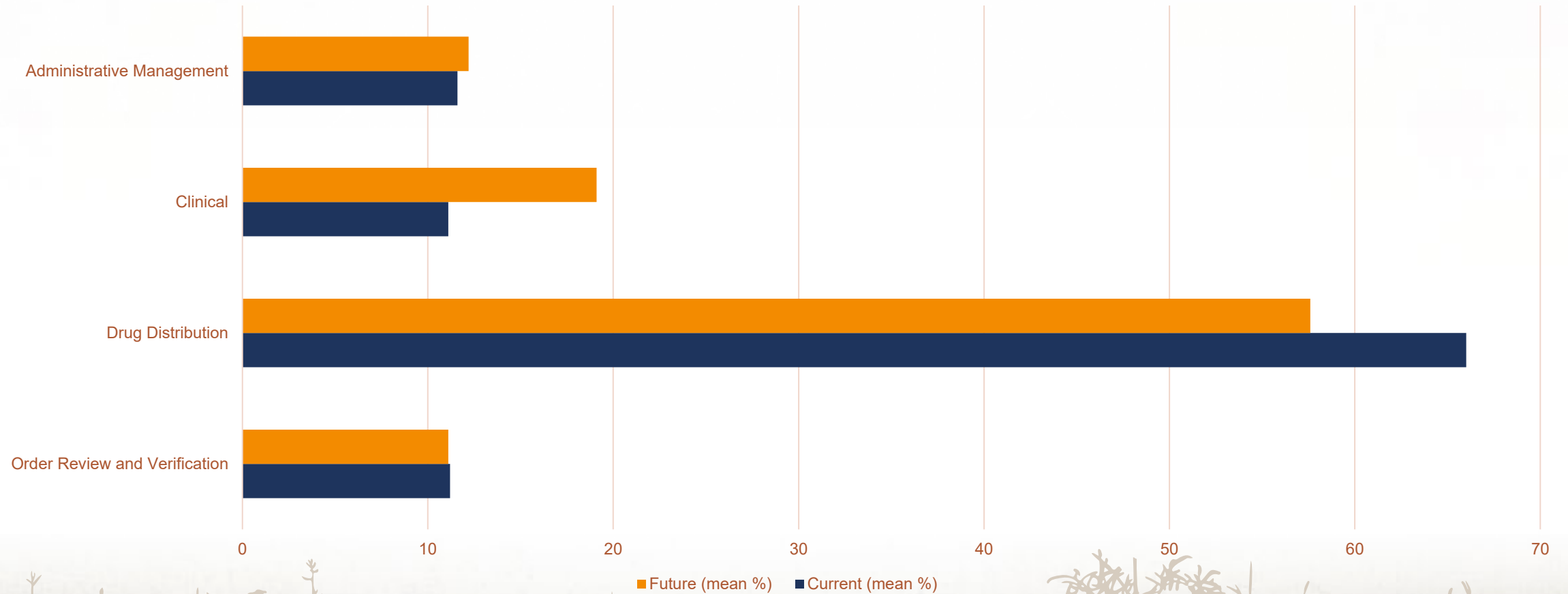


Source: Schneider PJ, Pedersen CA, Ganio MC, Scheckelhoff DJ. ASHP National Survey of Pharmacy Practice in Hospital Settings: Operations and Technology – 2023. Am J Health-Syst Pharm. 2024. <https://doi.org/10.1093/ajhp/zxae118>.

# APPM: Moving Technicians Forward



## Technician Time Allocation



Source: Schneider PJ, Pedersen CA, Ganio MC, Scheckelhoff DJ. ASHP National Survey of Pharmacy Practice in Hospital Settings: Operations and Technology – 2023. Am J Health-Syst Pharm. 2024. <https://doi.org/10.1093/ajhp/zxae118>.





# APPM at ScionHealth

## Collaborative Practice Agreements

- Anticoagulation clinics
- Oncology
  - Dose adjustments
  - Electrolyte management
  - Catheter patency
  - Anticoagulation



## Transitional Care Pharmacy

Drug Regimen Review  
Chronic Care Management  
Transition of Care



## Retail Pharmacy

Medication Therapy Management  
Immunization Protocols  
Meds to Beds

## Inpatient Protocols

- Glycemic management
- Dosing protocols
- Therapeutic substitution
- IV to PO







## Assessment Question #2

Which of the following can help advance pharmacy practice?

- A. Scope of Practice with Core Competencies
- B. Professional Development Plans
- C. A and B
- D. None of the above



# Assessment Question #2: Correct Response



Which of the following can help advance pharmacy practice?

- A. Scope of Practice with Core Competencies
- B. Professional Development Plans
- C. **A and B**
- D. None of the above



# Poll Question #3

---



Do you foresee pharmacist time increasing in the areas below in the next five years? (select all that apply)

- Resident training
- Student training
- Administrative management
- Clinical activities
- Drug distribution
- Order review and verification



# Poll Question #4

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**Do you foresee technician time increasing in the areas below in the next five years? (select all that apply)**

- Administrative management
- Clinical activities
- Drug distribution activities
- Order review and verification



# INFUSION CENTERS



Site of Care Considerations



# Infusion Centers

- Site of Care optimization
  - HOPD vs. non-HOPD
- Financial considerations
  - Payor strategies
  - Medical vs. Pharmacy benefit
  - 340B
- Patient impact considerations
  - Logistical
  - Financial



Specialty GPO & Rebate Modeling



Payor Contract Visibility & Reimbursement



Revenue Cycle Process Improvement



Data Analytics



Own-use Accounts



Patient Assistance Programs



Sources: 1) DiPiro JT, et al. Pharmacy Forecast: 2025: Strategic Planning Advice for Pharmacy Departments in Hospitals and Health Systems. Am J Health-Syst Pharm. 2025;82:17-47. 2) ASHP Pharmacy Practice Leaders. Navigating and Optimizing Infusion Services when Hospital-based Care is Not an Option. <https://www.ashp.org/-/media/assets/practice-management/docs/Site-of-Care-Challenges-81919.pdf>, accessed 6/16/25. 3) Counce J. Home Infusion's Expanding Role in Optimizing Site of Care. [https://nhia.org/documents/CE\\_May\\_June\\_2019.pdf](https://nhia.org/documents/CE_May_June_2019.pdf), accessed 6/16/25.



# Infusion Centers at Beacon Health System



- Strategy must be site-specific
  - 340B
- Determine reimbursement and margins
  - Payor strategies
- Understand patient impact
  - Logistical
  - Financial

Sources: 1) DiPiro JT, et al. Pharmacy Forecast: 2025: Strategic Planning Advice for Pharmacy Departments in Hospitals and Health Systems. Am J Health-Syst Pharm. 2025;82:17-47; 2) ASHP Pharmacy Practice Leaders. Navigating and Optimizing Infusion Services when Hospital-based Care is Not an Option. <https://www.ashp.org/-/media/assets/practice-management/docs/Site-of-Care-Challenges-81919.pdf>, accessed 6/16/25.

# DRUG SHORTAGE MANAGEMENT



**System Alignment Strategy**





# Drug Shortage Management



## Create an Interdisciplinary Team

- Information and data gathering
- Department (respective) impact determination
- Influence and socialization
- Monitoring

Source: American Society of Health-System Pharmacists. ASHP Guidelines on Managing Drug Product Shortages. <https://www.ashp.org/-/media/assets/policy-guidelines/docs/guidelines/managing-drug-product-shortages.ashx>, accessed 6/16/25.



Source: Getty Images. Used with permission of HealthTrust.

# Drug Shortage Management



Identify

Capture details  
of the shortage

Assess

Operational Impact

- Stock on hand of shorted product
- Alternative sources & stock on hand
- Time to patient impact
- Distribution: storage, dispensing

Clinical Impact

- Primary patient population
- Alternative potentials
- Policy/protocol changes
- EHR changes

Analyze

Clinical Variation

Distribution Considerations

Financial Impact

Communicate

Implement





# IV Fluid, TPN & Supply Shortage Management During Hurricane Helene

## Drug Shortage Management at ScionHealth



Systemwide coordination between Pharmacy & Supply Chain to manage critical IV fluid shortages



Real-time dashboard & utilization tracker built to align scheduled procedures with on-hand par levels



Facilitated transparent data sharing across hospitals to support proactive allocation



Developed allocation disbursement models tied to volume, acuity & procedure type



Engaged in supplier diversification strategies to reduce reliance on Baxter (North Cove)



Standardized product substitutions & clinical guidance to preserve high-demand SKUs



## Assessment Question #3

True or False: Establishing an interdisciplinary team is an approach to help manage drug shortages.

- A. True
- B. False



# Assessment Question #3: Correct Response



True or False: Establishing an interdisciplinary team is an approach to help manage drug shortages.

A. True

B. False

# References



1. Feinman H, Colmenares E, Vest MH. The Role of the Pharmacy Data Analyst. Pharmacy Purchasing & Products. November 2020 – Vol. 17, No.11.
2. Smoke S. Artificial Intelligence in Pharmacy: A Guide for Clinicians. Am J Health-Syst Pharm. 2024;81:641-646.
3. DiPiro JT, et al. Pharmacy Forecast: 2025: Strategic Planning Advice for Pharmacy Departments in Hospitals and Health Systems. Am J Health-Syst Pharm. 2025;82:17-47.
4. Luchen GG, Fera T, Anderson SV, Chen D. Pharmacy Futures: Summit on Artificial Intelligence in Pharmacy Practice. Am J Health-Syst Pharm. 2024;81:1327-1343.
5. American Society of Health-System Pharmacists (ASHP). PAI 2030 Recommendations. <https://www.ashp.org/pharmacy-practice/pai/pai-recommendations>, accessed, 6/16/25.
6. Schneider PJ, Pedersen CA, Ganio MC, Scheckelhoff DJ. ASHP National Survey of Pharmacy Practice in Hospital Settings: Operations and Technology – 2023. Am J Health-Syst Pharm. 2024. <https://doi.org/10.1093/ajhp/zxae118>.
7. ASHP Pharmacy Practice Leaders. Navigating and Optimizing Infusion Services when Hospital-based Care is Not an Option. <https://www.ashp.org/-/media/assets/practice-management/docs/Site-of-Care-Challenges-81919.pdf>, accessed 6/16/25.
8. Counce J. Home Infusion's Expanding Role in Optimizing Site of Care. [https://nhia.org/documents/CE\\_May\\_June\\_2019.pdf](https://nhia.org/documents/CE_May_June_2019.pdf), accessed 6/16/25.
9. American Society of Health-System Pharmacists. ASHP Guidelines on Managing Drug Product Shortages. <https://www.ashp.org/-/media/assets/policy-guidelines/docs/guidelines/managing-drug-product-shortages.ashx>, accessed 6/16/25.





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