



AmerisourceBergen®

Summit Healthcare Saves \$1.5 Million in Specialty Drug Purchasing

“AmerisourceBergen has really given us a partnership in caring for our patients by enabling us with the resources we need. I feel like we’re part of a team. If we have questions about oncology or specialty drugs, they’re a phone call away.”

— David Grant, Vice President of Patient Services

Summit Healthcare Regional Medical Center is a \$459 million private, non-profit health system located in south-central Pennsylvania. The organization treats nearly a half million patients annually.

Until 2010, Summit’s oncology service line was hospital-based. However, as the practice evolved outside of the hospital and into a community clinic, the pharmacists realized a pain point — unfamiliarity with purchasing outside of the hospital setting. This unfamiliarity with specialty drug purchasing outside of a hospital setting was resulting in high costs. Summit needed solutions that would enable the health system to purchase strategically, decrease costs associated with high-cost specialty medications and, ultimately, make their outpatient oncology clinic less of a cost center and more of a contribution center.

Summit’s leadership team sought the expertise of their distributor, AmerisourceBergen, and began working with the Oncology and Specialty Navigators team, a group of experts in specialty pharmaceutical purchasing solutions. The partnership enabled Summit to purchase under the best qualifying class of trade for the clinic. Purchasing under the correct classification allowed them to purchase specialty drugs at a much lower price point. Additionally, as a result of having access to AmerisourceBergen’s extensive portfolio

of purchasing solutions, the clinic’s membership with ION Solutions gave Summit access to a purchasing network specific to oncology, as well as advocacy and guidance to navigate Centers for Medicare & Medicaid Services rules and other regulatory changes.

In the first year of partnering with AmerisourceBergen’s special team of experts, Summit saw a decrease of approximately \$1.5 million in drug expenses and significant revenue increase. The Nucleus Inventory Management System allowed Summit much more insight into clinical utilization of business practices, providing more oncology-specific business intelligence than they had previously. The new system also increased time efficiency as the ordering process became less onerous. In addition to Nucleus, ION Solutions’ Protocol Analyzer allows for greater insight into the impact of Summit’s choices in regard to the National Comprehensive Cancer Network® guidelines.

Summit truly sees AmerisourceBergen as a partner in caring for their patients, enabling them with the resources they need. The partnership has enabled Summit to be successful in navigating purchasing specialty drugs for their clinic.