



Omaha, Nebraska, US
www.alegent.com

Product
Sentinel RCM™

Annual Drug Spend
~\$9 million

“We’re projecting three times as much in savings as we would with our previous vendor over a year’s period.”

- Mike Tiesi, Director of Pharmacy

Alegent Health increases 340B savings and improves performance after switching to Sentry Data Systems

Alegent Health is a multi-hospital healthcare system based in Omaha, Nebraska that serves thousands of residents across two states.

Two of Alegent’s hospitals are Disproportionate Share Hospitals (DSH) that qualify for reduced drug pricing through the 340B program.

The Challenge: Maximize 340B savings opportunities

Alegent was using another software program to manage their replenishment process with the 340B program. The software in place, however, wasn’t capturing all available savings opportunities, and the system was “cumbersome” to use, said Alegent Director of Pharmacy, Mike Tiesi.

In order to maximize savings, Alegent needed a product that could successfully track all dispensations throughout a patient’s stay. This capability would capture the transition from outpatient to inpatient status, specifically for patients who first received medical care and drug dispensations in the emergency room before later being admitted to the hospital.

Only outpatient dispensations qualify for 340B drug pricing replenishment, but the software Alegent was using was unable to accurately catch all outpatient dispensations for patients who were admitted after an outpatient service. These missed opportunities areas included the emergency room, cath lab, observation patients and other situations where patients begin their stay as an outpatient before transferring to an inpatient setting.

“A lot of our admissions come through our emergency rooms, and we were losing all these (chances for 340B replenishment),” Tiesi said.

The Change: Switching to Sentry’s software solutions

Looking for a better alternative to capture their savings opportunities, Alegent’s due diligence in choosing a different software vendor led them to Sentry. After discovering the improvement in 340B savings that could be made, Alegent soon switched to Sentinel RCM™ and the 340B Module of Sentry’s industry-leading pharmacy revenue cycle management infrastructure.

Sentinel RCM’s ability to precisely and accurately differentiate where and when a patient qualified for 340B medication led to an immediate and dramatic increase in eligibility capture. The result was significant additional savings over what Alegent was receiving with its previous software.

Tiesi said Alegent saw a sharp rise in savings once Sentinel RCM was fully implemented: “We’re projecting three times as much in savings as we would with our previous vendor over a year’s period.”

Sentinel RCM also provided Alegent the opportunity to do a historical reclaim of missed 340B purchase opportunities that resulted in a potential savings of more



than \$1 million. Factoring the difference in cost between Alegend's previous vendor and Sentry, including installation fees, Sentinel RCM had essentially paid for itself and improved on Alegend's ongoing net savings within only four months.

Alegend's savings were also bolstered by Sentinel RCM's unique mapping system. With this tool, Alegend could map multiple NDCs to multiple CDMs (along with other key identifiers like locations and billing codes) and ensure they were capturing all available replenishment opportunities.

In addition to the newfound savings identified by Sentinel RCM's patient status tracking ability and mapping power, Alegend was able to take advantage of the application's straightforward ordering functionality. Tiesi said the simplicity of this feature allowed Alegend's weekend buyers to more easily purchase drugs with 340B replenishment opportunities. "[It] encourages users to be more engaged in the process when they can see the benefits and savings right there on the screen."

The Partnership: Long-term benefits and support

Alegend's relationship with Sentry has reaped a myriad of benefits for the healthcare system. In addition to financial gain, Sentinel RCM has provided Alegend with a much-needed tool: simple auditing capabilities. Tiesi said he was extremely pleased with the straightforward way Sentry allowed him to respond to an audit and valued the time it saved him: "It would've taken me at least 40 hours of my time looking through the data before with the previous vendor."

Tiesi attributed the success of the transition between Alegend's previous software and Sentinel RCM to the dedication and teamwork of Sentry and Alegend staff. He said he and his staff appreciate the ongoing communication and support that Sentry provided both during the implementation and afterwards.

"Sentry really does partner with us, and that's what you're looking for in healthcare," Tiesi said.

The return on investment of switching to Sentry has exceeded what Alegend was expecting, Tiesi said, including both increased savings and the performance factors such as simple ordering, auditing compliance, and ongoing support and teamwork from Sentry.

"You need someone that isn't just selling a product," he said. "They're a partner. They're here to help you when things are tough and they're here to enjoy the successes with you too. And this has been successful."

About Sentry Data Systems, Inc.

Sentry Data Systems, Inc. is a healthcare intelligence company offering technology solutions that address a wide variety of workflow, compliance, technical and financial challenges. Sentry's products serve hundreds of hospitals and pharmacies across the country and have saved clients millions of dollars to date. Sentry processes millions of eligibility, financial, clinical, and pharmacy transactions per day on over 15 million patients.

For additional information on Sentry's industry-leading technology solutions, go to www.SentryDS.com.

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