

Richmond  
University  Medical Center

To: Whom It May Concern

From: Lou Rego, PharmD, MBA

Subject: **Sentry Data System, Inc- Case History**

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Sentry Data Systems use began as one of seven multi-centered hospital corporate 340B health system initiative that we later divested from the system. Our site served as the test and feedback center for our massive health system. The initiation was logical and smooth due to the system ease and one: one support from Sentry Staff.

After the ownership change, we became a two-hospital system. Sentry staff was very helpful in ensuring that we made the proper notifications to OPA and assisted us in renewing our contract pharmacy relationships under the new corporate identity. During this period, we took the opportunity to expand our designated sites to our affiliated hospital and associated clinics.

We are avid Sentinel users and are very pleased with the intuitiveness and user friendliness of the system. We were anticipating the hiring of a 340b buyer with the implementation of Sentry, but it would have taken a number of FTEs to provide the level of detail and audit-ability that Sentinel provides. Whenever we have any questions or concerns, Sentry's support line personnel are ready to help.

Our hospital also contracted with Sentry for their Sentrex product. Sentrex has provided a new revenue source for our hospital that we were never even aware could exist. Once again, Sentry staff assists us with the numerous questions we have and are very responsive to our needs. With their web-based reports, we have continuous visibility into our program.

I would strongly recommend Sentry Data Systems to anyone looking to implement an easy to use 340B program with a knowledgeable virtual company. Sentry brings you all the advantages of 340B, while ensuring you are complying with the complex rules and regulations of the program, down to cumulative data tracked to individual patients.



Lou Rego, PharmD, MBA  
Administrative Director of Pharmacy Services  
Richmond University Medical Center  
355 Bard Ave.  
Staten Island, NY 10310  
718-818-3005 phone  
718-818-4625 fax  
717-818-7474 beeper 7590  
lreg@rumcsi.org