



Pharmacy & Infusion Solutions

Our Point of View

Healthcare organizations are facing a variety of challenges, including rising drug costs, outpatient leakage, avoidable readmissions, rapidly changing payer reimbursement policies, and increasingly fragmented transitions of care. To address these pharmacy-related issues, hospitals need to focus on reducing drug costs, minimizing leakage, improving efficiencies, and enhancing patient and employee satisfaction through pharmacy enterprise development and strategic integration across all care sites.

As the demand for comprehensive pharmacy services heightens, it is important to partner with an advisor with extensive real-world experience and understanding of how to navigate the increasingly diverse payer and provider environment.

Our Solutions



Guidehouse's Pharmacy & Infusion Solutions include design and implementation of patient-centered drug cost savings, medication management, outpatient infusion, and specialty pharmacy growth strategies. Our multidisciplinary team of former pharmacy executives quickly identify areas of impact and partner with clients to build custom solutions by leveraging advanced tools, tried and true processes, and industry partnerships. This enables providers, payers, and government agencies to realize and achieve their patient-centered quality, safety, and financial goals.



Outpatient Infusion

Guidehouse's integrated team is equipped with hands-on experience developing patient-centered solutions and provides unparalleled knowledge of current outpatient infusion options. Integrating pharmacy, revenue cycle management, and managed care, our proven capabilities help reduce drug costs, denials, and bad debt, and improve commercial payer network inclusion and patient-centered quality.



340B Strategic Integration

Our team of 340B subject matter experts with specialized skill sets and domain expertise leverage standardized tool sets, advanced analytics, and methodologies to help assess and implement comprehensive, compliant, and innovative 340B optimization strategies.



Specialty and Retail Pharmacy Growth

We leverage a robust set of data assets to serve our clients across the healthcare industry, sharing proformas and insights to optimize owned and contracted pharmacies, and improve PBM contracts.



Drug Cost Savings

Guidehouse offers comprehensive patient-centered, clinically-led, and evidence-informed strategies to improve quality and safety, reduce drug cost, and improve guideline-based formularies.



Continuum of Care

We provide patient-centered strategies across the continuum of care to reduce readmissions through effective transitions of care, medication reconciliation, and patient financial services. Diverse population health strategies include medication therapy management, chronic care management, high-risk drug monitoring, medication adherence, and quality monitoring.



Advanced Pharmacy Analytics

Guidehouse leverages transaction files, purchase history, and public data sets to provide deep insights into drug utilization and market trends to provide clients strategies to reduce drug costs.

Our Impact

- + Implemented over **\$25M** in specialty pharmacy EBITDA opportunity over the next 5 years (opportunity estimated to be over **\$50M** with 340B optimization and integration) at a Midwest health system.
- + Increased **\$13M** in infusion annual net revenue via integration with 340B program at a Northeast health system.
- + Realized **\$36M** increase in infusion 340B savings through patient-centered service line standardization and infusion realignment of multiple hospitals within a West Coast health system.
- + Increased over **\$20M** in specialty pharmacy EBITDA opportunity over the next 5 years at a large, Central Region health system.
- + Reduced 340B TPA software expense by **\$19M** per year at a large academic health system.

Contact

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About Guidehouse Health

Guidehouse is a leading global provider of consulting services to the public sector and commercial markets with 16,000 professionals providing broad capabilities in management, technology, and risk. The company's Health segment integrates consulting and outsourcing expertise to help hospitals and health systems, government agencies, life sciences and retail companies, payers, and other organizations deliver innovative services to their communities. With 12 KLAS #1 rankings, Guidehouse was ranked 2022's second largest healthcare consulting firm by Modern Healthcare. Visit the [Guidehouse Center for Health Insights](#) for healthcare payment, operational, and consumer disruption insights and solutions.