

ACCELERATING THE IT AGENDA IN SPECIALTY PHARMACY

The biggest challenge for CMOs hasn't changed since 2014:

Resourcing

77%

of CMOs are most frustrated with vendors that have limited experience in healthcare operations



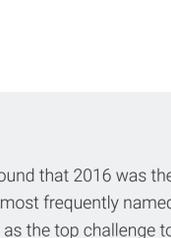
82%

of healthcare IT departments have replaced a vendor since Q3 2016

Only

17%

of IT vendors deliver fast enough for their business clients



A Gartner-AMDIS report found that 2016 was the first year in which CMOs most frequently named "inadequate IT resources" as the top challenge to health management and value-based delivery.

More digital transformation projects are failing, and a **reliable** partner is hard to find

Up to

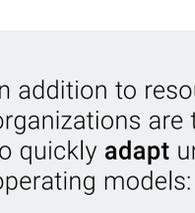
90%

of digital transformation projects have failed in 2017¹



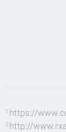
\$644,000

The average cost of digital project **failure** in 2017

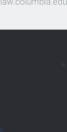


Over half of all IT projects are **189%** over budget

In addition to resourcing, **specialty pharmacy** organizations are trying to figure out how to quickly **adapt** under pressure to adjust operating models:



PBM disruption looms as new entrants offer greater transparency, faster access to information, and lower prices²



Healthcare costs grow faster than GDP regularly, placing national attention towards "trimming the fat"³



Consolidation adds challenges in data management & processes⁴



Innovation is largely driven by smaller, more agile biotech and pharmaceutical companies⁵

Where will the industry go?

45

FDA APPROVED MEDICATIONS IN 2015

22

FDA APPROVED MEDICATIONS IN 2016



Under pressure from the federal government to cap price increases, and taking into account rebates and discounts, **spending on prescription medication is projected to grow at 2 to 5 percent in 2021.**

SPECIALTY PHARMACY IT

Requires Specialized Partners



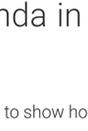
ENHANCED DIGITAL EXPERIENCES



OPERATIONAL AGILITY



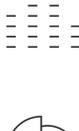
ACCELERATED IT



INDUSTRY EXPERIENCE

Accelerating the IT Agenda in Specialty Pharmacy

4th Source put together a case study portfolio to show how a reliable IT partner can accelerate your IT agenda across 6 key areas:



[01]

System & Process Optimization



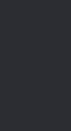
[02]

Data Management



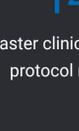
[03]

Displayed Project ROI Value



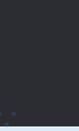
[04]

Managed Services Planning



[05]

RCM Automation & Predictive Analytics



[06]

Regulatory Compliance

MM

Tens of millions of dollars in annual cost benefits

14x

faster clinical research protocol migration

42%

IT ticket volume reduction in one year

In Specialty Pharmacy, Quality is Non-Negotiable

From clinical research to pharmacy operations to hospital infrastructure, learn how the right IT partner with the right experience can help you accelerate your IT agenda.



GET THE CASE STUDY PORTFOLIO

