



VIZIENT  
PHARMACY  
**VISION**  
AWARDS

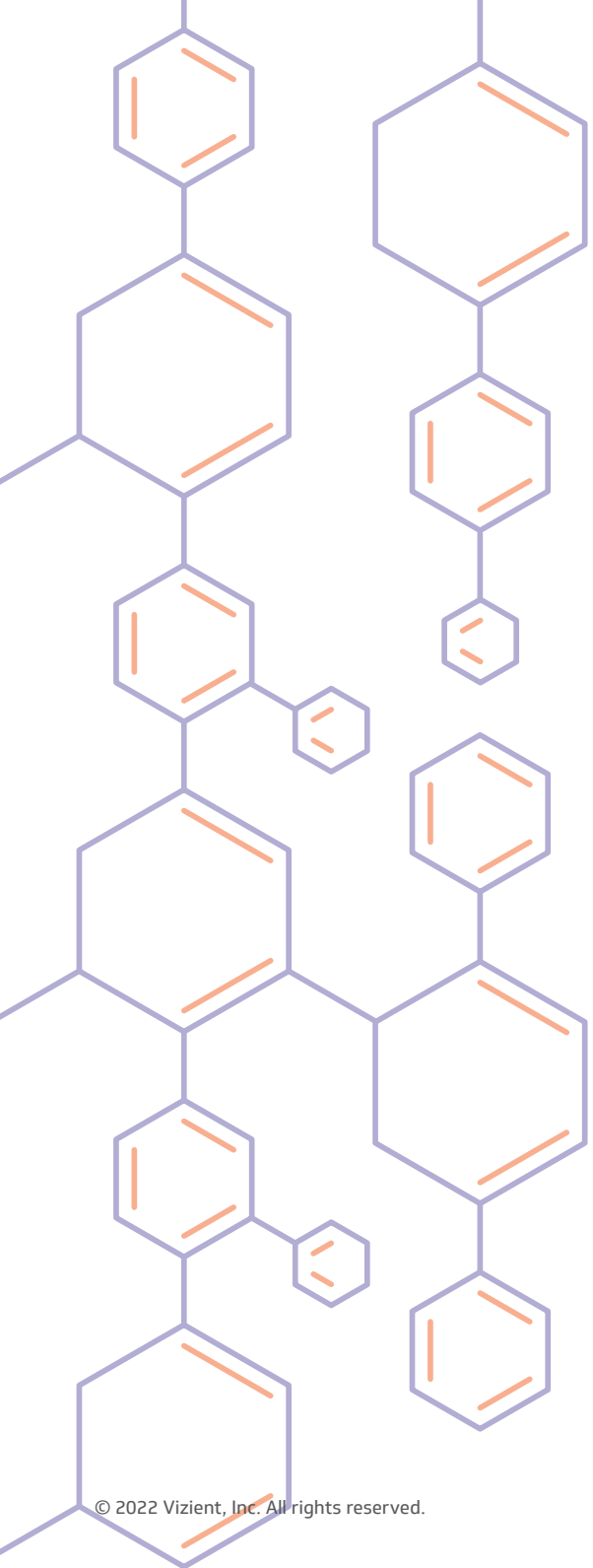
2022

## PHARMACY VISION AWARDS

**Advancing pharmacy practice standards with novel thinking and eyes on the future.**

It requires a higher level of commitment and effort—and deserves recognition. We are proud to present our second annual group of award winners and share how Vizient Pharmacy Program participants successfully leverage program resources. The awards will bring to light innovative practices for a new and expanded vision for pharmacy.

Here we present our award categories, definitions and 2022 Vizient Pharmacy Vision Award winners.



# AWARD CATEGORIES

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**EXCELLENCE IN  
CLINICAL PRACTICE**

**Implements novel clinical practices to improve patient outcomes and reduce the cost of medication utilization.**

[Watch the video](#)

**RAZAN EL MELIK**  
**ERIC MATEY**  
**JESSICA WRIGHT**

**MAYO CLINIC**

Eric Matey, Jessica Wright, Razan El Melik and the Mayo Clinic demonstrated excellence in clinical practice through the formation of a novel pharmacogenomics (PGx) program focused on patient care, research and education leading to improved patient outcomes. Since its inception, the PGx team has grown to eight full-time clinical pharmacogenomics pharmacists and a PGY2 resident. This team billed for more than 1,800 visits in the past year and ordered over 4,300 pharmacogenomics laboratory tests since June 2021. The program supports >33,000 patients in the system all of whom have pharmacogenomics test results available that trigger clinical decision support alerts within the electronic health record. The team has active pharmacogenomics alerts for 26 unique drug-gene pairs and will likely add 2 more drug-gene pairs by the end of 2022. The PGx team has collaborated with pharmacists across the enterprise to expand pharmacogenomics into the ambulatory care and community pharmacy setting. Together, the PGx team has made numerous practice interventions to avoid medication errors and toxicity while generating revenue that makes the program independently sustainable and supports continued growth. Research and education deliverables have included participation in >50 IRB studies, > 100 national presentations and the continued education of the next generation of pharmacy clinicians, including international learners.



**EXCELLENCE IN  
EXECUTIVE  
LEADERSHIP**

**Enterprise leader who demonstrates strategic insight, advances leading clinical practices and shows business acumen for the entirety of their organization.**

**Watch the video**

# CHRISTINE COLLINS

## LIFESPAN

Christine Collins epitomizes the role of pharmacy leader and advocate. Whether it is leadership within her organization, support of the pharmacy profession, engagement with her peers, or collaboration with Vizient, she is a trusted voice and respected for her insight and vision. Christine is on the cutting edge of pharmacy models as well as best practices and has been a consistent leader in pharmacy transformation and efficiency. Within her current organization, she led substantial pharmacy growth including three new retail and specialty pharmacies, approval for a consolidated service center, medication reconciliation initiatives, medication access support, adherence packaging for outpatients, meds-to-beds offerings, and establishment of a revenue cycle program for pharmacy. Under Christine's leadership, there has been continued focus on expansion of clinical pharmacy services to ensure high quality clinical care: adding an antithrombotic stewardship pharmacist, expanding infectious diseases stewardship team, increasing pharmacist ED coverage, and pharmacist participation in code blue response, expanding the pharmacy residency program, creating a new Health System Pharmacy Administration and Leadership residency experience and expanding the number of PGY-1 residencies. In addition to these accomplishments, Christine has lent her expertise to Vizient through participation in the Pharmacy Practice Network, including the advocacy subcommittee, and the Vizient Pharmacy Executive Council. She has also represented Vizient in Washington, D.C., through our congressional briefing programs. In recognition of these achievements, we are happy to announce that Christine is the recipient of the Vizient Excellence in Executive Leadership Award.



## EXCELLENCE IN INNOVATION

Implement an innovative approach to challenging patient care and/or operational practice issues in conjunction with other departments or disciplines.

[Watch the video](#)

# JON HUTCHINSON STEPHANIE KANG KELSEY WAIER CRYSTAL ZHOU

## UCSF HEALTH

Kelsey Waier, Stephanie Kang, Jonathan Hutchinson, Crystal Zhou and UCSF showed innovation and determination when developing and implementing creative solutions for COVID-19 vaccine administration to underserved populations. Using paid and volunteer work and in partnership with other health care professionals, pharmacists participated in the vaccine handling and preparation in predominantly black barbershops, underserved community parks, and an unhoused community. Through their planning, use of analytics, and collaboration with other providers, they were able to support the administration of 114,420 vaccinations in a 95-day period. This work and its substantial positive impact of outreach efforts in the community have inspired health system leadership to consider starting a permanent primary care clinic in a neighborhood where the unhoused and other at need communities are centered.



Vizient has identified four organizational domains that most accelerate member success for delivery of high value care. Those domains include operations and quality, strategic growth, supply chain, and pharmacy.

[Watch the video](#)

# MATTHEW GROTH CURTIS HAAS

## UNIVERSITY OF ROCHESTER MEDICAL CENTER

Curtis Hass and Matthew Groth at University of Rochester continue to accelerate delivery of high value care through alignment of cost, quality and market performance across multiple aspects of pharmacy, supply chain, finance and patient care. This organization is always at the forefront in preparing for changes in health care and enabling pharmacy to lead in responding to those changes. In driving excellence across these areas, the University of Rochester pharmacy team led initiatives in excess of \$20 million for the system while demonstrating the relevance of pharmacist expertise in drug contracting and reimbursement to the entire system. Additionally, Curtis and Matthew share their expertise through multiple Vizient councils such as Pharmacy Executive Council and Pharmacy Business Council, Apexus councils, industry panels and other national thought leadership institutions. To address current labor shortages, this team implements novel approaches to address staffing limitations and improving medication management to achieve better population health outcomes for numerous chronic diseases. Another example of integrated transformational practice includes alignment of pharmacy location abilities, pharmacy staffing and competencies with their medical leadership to deliver coordinated care to perform more effectively in the area of high-cost pharmacy by establishing outcome-based payer agreements. The pharmacy team is also leading transformational strategy to accelerate biosimilar utilization and developed automated system wide processes to optimize cost and reimbursement in a complex category. Continued excellence across all dimensions of care earns their place as distinguished recipients of the Vizient Excellence in Integrated Transformational Practice Award.



## EXCELLENCE IN MANAGED CARE

Employs an innovative approach to improving outcomes and reducing cost to a health system by coordinating clinical activities, pharmacy services and other system resources in support of an insurer or employer health plan.

[Watch the video](#)

## CLAUDIA KORENY

### TMC HEALTHCARE

Claudia Koreny collaborated with the Alluma account management and clinical teams to develop an approach that focused on driving growth in prescription fulfillment at their outpatient pharmacy while reducing overall pharmacy benefit expenses. Claudia is committed to fostering a cohesive model that delivers positive financial results with improved patient outcomes. She facilitated a communication model between the TMC Healthcare OP Pharmacy staff and Alluma to partner on formulary and claim processing changes to deliver high-quality, streamlined care with minimal patient disruption. Claudia has been instrumental in developing a specialty medication fulfillment model that optimizes plan savings by channeling select prescriptions to optimize plan savings from 340B and other drug acquisition strategies.



**EXCELLENCE IN  
NETWORK  
SOURCING &  
AGGREGATION**

**Operates above and beyond in their efforts to collaborate across internal teams, with other Vizient members and suppliers on behalf of the Pharmacy Network.**

[Watch the video](#)

**MOLLY LEBER  
LEEANN MILLER  
MARINA YAZDI**

**YALE NEW HAVEN HEALTH**

This team has delivered significant value to the network members through differentiated biosimilar strategy implementation resulting in over \$50 million in value for the network. In order to drive these opportunities across all available biosimilars categories this team developed a process and policy for rapid formulary assessment and implementation of new biosimilar market entrants deeming all biosimilars therapeutically equivalent to the reference drug and driving formulary decisions based on overall financial considerations. Additionally, policy was successfully adopted by 100% of network members, allowing for a unified network contracting strategy, expedited initiative pull-through and enhanced biosimilar adoption. The work of this team in this category has expended rapidly to move market share across other categories and provide the level of commitment and contract compliance within 90 days of contract execution, driving significant value to the network members. This network continues to set the bar high in driving successful initiatives and working with suppliers and members to deliver significant value year-after-year in challenging categories that require coordination across many teams in a health system.





**EXCELLENCE IN  
PERFORMANCE  
IMPROVEMENT**

**Organizations that partner with Vizient Pharmacy Advisory Solutions to help achieve performance excellence and exceed member expectations (based on statement of work) in one of four categories: clinical, operations, specialty/retail or 340B.**

[Watch the video](#)

## **MARISA MENDOZA**

## **ALI-REZA SHAH-MOHAMMADI**

### **ANDERSON CANCER CENTER**

Ali-Reza Shah-Mohammadi and Marisa Mendoza completed a gap analysis focusing on a non-punitive response to errors within the institution and the Division of Pharmacy in response to the 2020 culture survey. Through this strong work, four key areas were identified, and a three-part Accreditation Council for Pharmacy Education (ACPE)-accredited educational series was developed for the leadership and staff. The complex topic was divided into short digestible modules with relatable scenarios and visual aids to enhance learner understanding of Just Culture concepts. Outcomes data for each activity will be analyzed in conjunction with a retrospective pre-post evaluation.



**EXCELLENCE IN  
PUBLIC POLICY**

**Demonstrates a commitment to advocacy and public policy development to increase the impact of pharmacy in improving the quality, cost, safety and effectiveness of health care.**

[Watch the video](#)

**JACQUELINE BLAKE**  
**STEPH LUON**  
**LEEANN MILLER**  
**MARIE RENAUER**  
**AMBER ZANIEWSKI**

**YALE NEW HAVEN HEALTH**

Steph Luon, Jacqueline Blake, LeeAnn Miller, Marie Renauer and Amber Zaniewski, PharmD, BCPS, BCCCP and Yale New Haven Health leaders in pharmacy practice and governmental relations collaborated with several pharmacy organizations, schools of pharmacy, health systems, the medical society, and hospital association within the state of Connecticut to draft legislation that advances pharmacy practice in the state. Together they achieved passage of a bill into law that enables pharmacists to engage in collaborative practice agreements (CPA) with clinicians and groups of clinicians to manage populations of patients. This new law grants caregiving institutions authority to outline policies for how pharmacists and clinicians engage in CPAs and removes the requirement for each patient to be individually referred by a clinician.



**Exhibits high-achieving and consistent contract compliance through Novaplus® and the Novaplus Enhanced Supply Program, maximizing Vizient contract value.**

[Watch the video](#)

## ADAM EWALD

### MAYO CLINIC

Adam Ewald exemplifies Excellence in Strategic Sourcing through supporting and leading initiatives that drive greater value and product access through uninterrupted patient care. Adam drives exceptional value for his organization through the Novaplus and Novaplus Enhanced Supply programs and maximizes opportunities through consistent high compliance of over 90%. Additionally, he engages in strategic sourcing collaborations across various teams to assure market leading pricing and access through this program. Adam shares his expertise and provides invaluable contributions with the Vizient Pharmacy Business Council for contract strategies and decisions, while keeping national membership interests in mind. He also serves as a Service Provider and Contract Manager for a Vizient Pharmacy Network, where he has led over 30 contract initiatives and has been a significant contributor in expanding the program, providing more than \$74 million in savings annually to its members. Adam is considered a Subject Matter Expert in various pharmaceutical categories and has played an instrumental role in expanding member access to essential medications through the Novaplus Enhanced Supply program.



## MARK A. JOHNSON ANALYTICS AWARD

Applies analytics to drive high quality care and performance improvement in the practice of pharmacy. This category focuses on the creative development or use of analytics applications to provide insights, drive meaningful change and/or business value.

[Watch the video](#)

## TRUDI LANE

### MAYO CLINIC

Trudi Lane led a team that has created a set of intelligence tools to assist Mayo providers with a patient's social determinants of health and also partnered with pharmacy informatics and pharmacy practice to support research and development of Rules-Based Verification (RBV) of Medication Orders. Trudi was essential to creating a transformative verification framework to assist pharmacists in the medication order verification process.



## PROFESSIONAL EXCELLENCE

A pharmacy professional (e.g., technician, buyer or other non-pharmacist member) who demonstrates leadership, strategic contribution, and commitment to ongoing learning and development.

[Watch the video](#)

## TONY COLLINS-KWONG

### ALLINA HEALTH

Tony Collins-Kwong has evolved the Allina Health 340B program, a complex system of 11 hospitals with multiple child sites. Tony's leadership is pivotal for each covered entity and child sites to maintain the program integrity and compliance. The 340B program has grown extensively for the relevant communities and delivered significant savings in FY21 under his leadership. He is doing an outstanding job managing a complex 340B integrity and pharmacy sourcing program for Allina Health enterprise.

# APPENDIX

## ABOUT JOHN KIM

John Kim, director, Pharmacy Sourcing, passed away on Aug. 23, 2021.

John started with Vizient in April 2014 as a senior portfolio executive in Pharmacy Sourcing and was promoted to director of Pharmacy Sourcing in October 2019. Prior to joining Vizient, John worked in various roles for Caremark, Catalyst and Express Scripts.

John always brought his positive outlook to work and was a friend and mentor to many. He played a key role supporting and leading the Brand Pharmaceutical Pharmacy Sourcing team and the Novaplus lifecycle strategy—bringing tremendous value to our membership year after year.

## ABOUT MARK A. JOHNSON

Mark Johnson, director, Pharmacy Analytics, passed away on Aug. 21, 2021.

Mark first joined the Vizient family of companies in May of 2005 as a pharmacy analyst working for the Sourcing team. Mark later moved into Master Data Management and then became director of analytics for the Pharmacy team.

Throughout his 16 years with Vizient, Mark led by example and touched the lives of those he encountered every day. He brought vision, encouragement and an attitude that we could accomplish anything that we set our minds toward.

[Access the full list of 2021 winners and their videos](#)

