

# MedStar/Novant/ Sentara Pharmacy Aggregation Group (MNS)



The MNS (MedStar, Novant and Sentara) Pharmacy Aggregation Group is comprised of 3 health systems, representing 40 acute care facilities and approximately **\$2 billion** in annual pharmacy spend. Since inception in 2017, client hospitals have achieved **\$67 million** in implemented savings. The MNS Pharmacy Network is led by the pharmacy council which is comprised of pharmacy leaders from each client. MNS attains savings through utilization/standardization and contracting agreements.

# MedStar Novant Sentara (MNS)

## Description

MedStar Health, Novant Health and Sentara Healthcare (MNS) have joined together through a formal relationship to aggregate their collective spend and engage the supplier community in a unified manner to create incremental economic advantages and value through quality, cost and efficiency opportunities.

## Profile overview

- Inception date: **2017**
- Total Client hip: **3 health systems**; approximately **40 acute care facilities**
- Most recent pharmacy spend: **\$2B**
- Pharmacy savings since inception: **\$67M**

## Supplier benefits

- Single point of contact to facilitate communication of value and mutual opportunity
- Proven ability to drive market share through pharmacy aggregation structure and to drive compliance through peer communication and executive suite engagement in pharmacy aggregation activities
- Ensures focus on initiatives through the pharmacy aggregation that otherwise may be lost in the day-to-day priorities of a pharmacy operations

## Pharmacy Aggregation Group highlights

- A true sense of "pharmacy aggregation" has been demonstrated with a high regard among Client for the effort and value that participation in the MNS pharmacy aggregation group has provided
- Successful attainment of market share tiers for multiple drugs which has secured lower pricing for Client
- Savings attainment through the standardization, utilization and innovative initiatives

## Clients

### North Carolina

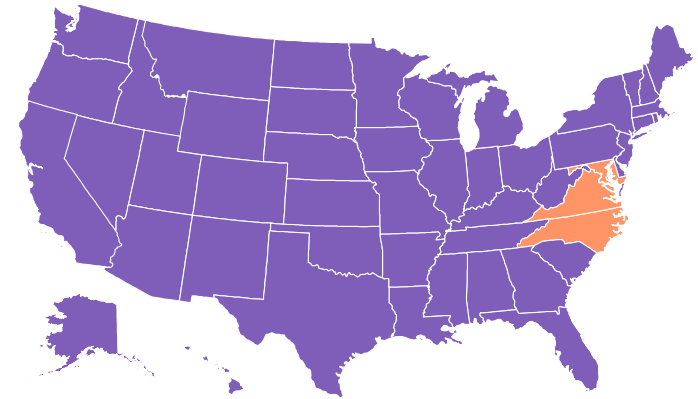
- Novant Health, Winston-Salem

### Maryland

- MedStar Health, Inc., Columbia

### Virginia

- Sentara Healthcare, Norfolk



## Contact Information

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# Let's work together

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