



Vizient Pharmacy Aggregation Groups Group Profiles

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Mountain States Pharmacy Network (Mountain States)

The Mountain States Pharmacy Network is presently comprised of 34 members, in 12 states, with total annual drug spend in excess of \$1.7 Billion. The Mountain States represents more than 181 acute care facilities, 34 Ambulatory Surgical Centers, (5) Long-Term Care facilities, 31 Oncology/Infusion Centers, 61 Retail Pharmacies, and numerous Physician-Specialty Clinics. 28 Mountain States Members are currently 340B eligible.

The Mountain States Pharmacy Network was created to foster long-term, collaborative, partnerships amongst pharmacy practice leaders, improve health system's pharmacy practice through knowledge-sharing, and adopting formulary policies aimed at improving access to high quality pharmaceutical care, at a lower cost, without compromising patient care. Specifically, members have agreed to form a single, "virtual" IDN, combine their aggregate purchase volume and drive market share to strategic Supply partner's willing to provide unique value and through standardization and utilization Members have maximized the speed to value of pharmacy aggregation group-enhanced contracts.

In 2001, the Mountain States Pharmacy Network was the first Vizient region to standardize to one pharmacy distributor. The pharmacy aggregation group members have embraced a "pay it forward" philosophy with the understanding that not every member will benefit equally from each initiative, but all will benefit maximally over time. The pharmacy aggregation group members know that their upfront commitment matters but their actual performance is most important.

Mountain States Pharmacy Network



Profile overview

- Inception date: April 2008
- Member count: 34
- Member hospitals: 181
- Most recent annual drug spend: \$1.7B (excludes Direct Purchases)
- Savings since inception: \$680M cumulative (as of Dec 2022)

Member benefits

- Analytics and benchmarking to help identify and assess contract maximization, standardization, and utilization opportunities across the care continuum
- Assistance with implementation strategies, reporting on cost savings, auditing performance and facilitating communication with key stakeholders
- Implementation strategy, tools and support to enhance speed to value
- Sharing of “best practices”, evidenced-based guidelines and peer-reviewed clinical studies
- Super-tier, super-network savings for all participating members regardless of size
- Leverages the size of the pharmacy aggregation group and established relationships with the GPO, suppliers, distributors, and members to minimize the impact of drug shortages

Supplier benefits

- Pharmacy Aggregation Group Director offers a single point of contact to speed implementation and facilitate communication
- Single point contracting – custom contracting specialist and legal support
- Contract aggregation and sales volume/market-share maximization
- Demand forecasting
- Market management – ensures contract price loads are accurate and product is available at the distribution center to meet member needs
- Subject matter expertise – can effectively respond to questions pertaining to on-label and off-label indications
- Pharmacy aggregation group has a proven ability to drive compliance through peer-to-peer communication, pharmacy leadership commitment and executive suite support

Pharmacy Aggregation Group highlights

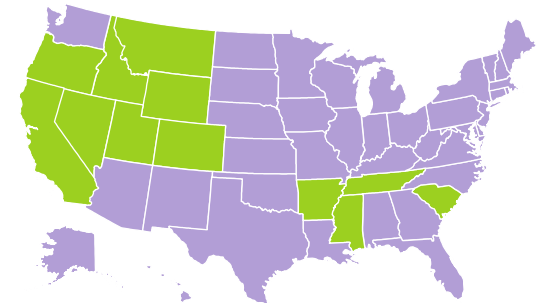
- In **2001**, Mountain States Pharmacy Network was the first VHA region to standardize to one pharmacy distributor across a diverse, seven state region
- Pharmacy aggregation group members have embraced a “pay it forward” philosophy with the understanding that not every member will benefit equally from each initiative, but ALL will benefit maximally over time
- Pharmacy aggregation group members know their upfront commitment is important, but their actual performance matters most

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Mountain States Pharmacy Network



Members

Arkansas

- Baptist Memorial Health Care Corporation- NEA
Baptist Memorial Hospital (Jonesboro)

California

- MemorialCare Health System
 - Earl & Lorraine Miller Children's Hospital
 - Long Beach Memorial Medical Center
 - Orange Coast Memorial Medical Center
 - Saddleback Memorial Medical Center (Laguna Hills)
- Sharp Healthcare
 - Sharp Chula Vista Medical Center
 - Sharp Coronado Hospital
 - Sharp Grossmont Hospital
 - Mary Birch Hospital for Women & Newborns (San Diego)
 - Sharp McDonald Center (San Diego)
 - Sharp Memorial Hospital (San Diego)
 - Sharp Mesa Vista Hospital

Colorado

- Boulder Community Health
 - Foothills Hospital
 - Boulder Community Hospital
- Craig Hospital (Englewood)
- Grand River Hospital District (Rifle)
- Gunnison Valley Hospital
- San Luis Valley Health
 - Conejos County Hospital (La Jara)
 - San Luis Valley Regional Medical Center (Alamosa)
- Intermountain Health Peaks Region
 - Good Samaritan Comprehensive Cancer Center
 - Good Samaritan Medical Center (Lafayette)
 - Lutheran Medical Center (Wheat Ridge)
 - Platte Valley Medical Center (Brighton)
 - Saint Joseph Hospital (Denver)
 - SCL Health Community Hospital
 - Northglenn
 - Southwest
 - St. Mary's Medical Center (Grand Junction)
 - West Pines Behavioral Health (Wheat Ridge)
- Vail Health
 - Shaw Cancer Center
 - Edwards
 - Dillion
 - Vail Health Hospital

Idaho

- Bonner General Hospital (Sandpoint)
- Minidoka Memorial Hospital (Rupert)
- Syringa Hospitals & Clinics (Grangeville)
- Cassia Regional Medical Center

Mississippi

- Baptist Memorial Health Care Corporation
 - Mississippi Baptist Medical Center (Jackson)
 - Baptist Medical Center Attala (Kosciusko)
 - Baptist Medical Center Leake (Carthage)
 - Baptist Medical Center Yazoo
 - Baptist Memorial Hospital – Booneville
 - Baptist Memorial Hospital – Calhoun
 - Baptist Memorial Hospital – DeSoto (Southaven)
 - Baptist Memorial Hospital – Golden Triangle (Columbus)
 - Baptist Memorial Hospital – North Mississippi (Oxford)
 - Baptist Memorial Hospital - Union County (New Albany)

Mountain States Pharmacy Network



Members

Montana

- Benefis Health System
 - Benefis East Campus (Great Falls)
 - Benefis West Campus (Great Falls)
 - Benefis Teton Medical Center (Chouteau)
 - Missouri River Medical Center (Fort Benton)
- Bozeman Health
 - Bozeman Health Deaconess Hospital
 - Bozeman Health Big Sky Medical Center
- Logan Health
 - Logan Health Medical Center
 - Logan Health - Whitefish
 - Logan Health - Conrad
- Northern Montana Hospital (Havre)
- Intermountain Health Peaks Region
 - Holy Rosary Healthcare (Miles City)
 - St. James Healthcare (Butte)
 - St. Vincent Healthcare (Billings)
- Sidney Health Center
- St. Peter's Hospital (Helena)

Nevada

- Nevada Rural Hospital Partners
 - Battle Mountain General Hospital
 - Boulder City Hospital
 - Grover C Dils Medical Center
 - William Bee Ririe Hospital
 - Mount Grant General Hospital
 - Pershing General Hospital
 - South Lyon Medical Center

Oregon

- Asante
 - Asante Ashland Community Hospital
 - Dubs Cancer Center
 - Rogue Regional Medical Center
 - Three Rivers Medical Center
- Bay Area Health Hospital
- Good Shepherd Medical Center
- Harney District Hospital

Oregon

- Legacy Health
 - Legacy Cancer Institute
 - Legacy Emanuel Medical Center
 - Legacy Good Samaritan Hospital
 - Legacy Meridian Park Hospital
 - Legacy Mount Hood Medical Center
 - Legacy Salmon Creek Hospital
 - Silverton Health
 - Unity Center for Behavioral Health
- Sky Lakes Medical Center
 - St. Charles Health System, Inc.
 - St. Charles Medical Center (Bend)
 - St. Charles Medical Center (Madras)
 - St. Charles Medical Center (Prineville)
 - St. Charles Medical Center (Redmond)

South Carolina

- Spartanburg Regional Health
 - Cherokee Medical Center
 - Pelham Medical Center
 - Spartanburg Hospital for Restorative Care
 - Spartanburg Medical Center
 - Spartanburg Medical
 - Mary Black Campus
 - Union Medical Center
 - Gibbs Cancer Center – Pelham

Mountain States Pharmacy Network



Members

Tennessee

- Baptist Memorial Health Care Corporation
 - Baptist Memorial Hospital – Collierville
 - Baptist Memorial Hospital - Huntingdon
 - Baptist Memorial Hospital – Memphis
 - Baptist Memorial Hospital – Tipton
 - Baptist Memorial Hospital- Union City
 - Baptist Memorial Hospital for Women (Memphis)
 - Baptist Memorial Rehabilitation Hospital (Germantown)
 - Baptist Memorial Restorative Care Hospital (Memphis)

Utah

- Intermountain Health
 - Alta View Hospital
 - American Fork Hospital
 - Bear River Valley Hospital
 - Cedar City Hospital
 - Delta Community Medical Center
 - Fillmore Community Medical Center
 - Garfield Memorial Hospital and Clinics
 - Heber Valley Medical Center

Utah

- Intermountain Health
 - Intermountain Medical Center
 - Intermountain Primary Childrens Hospital - Wasatch Canyons
 - Layton Hospital
 - LDS Hospital
 - Logan Regional Hospital
 - McKay-Dee Hospital Center
 - McKay-Dee Stewart Rehabilitation Center - Ogden
 - Orem Community Hospital
 - Park City Medical Center
 - Primary Childrens Layton
 - Primary Childrens Lehi Hospital
 - Primary Childrens Medical Center
 - Primary Childrens Rehabilitation Hospital - Riverton
 - Riverton Hospital
 - Sanpete Valley Hospital
 - Sevier Valley Hospital
 - Spanish Fork Hospital
 - St George Regional Hospital
 - The Orthopedic Specialty Hospital
 - Utah Valley Regional Medical Center

Wyoming

- Campbell County Health
- Cheyenne Regional Medical Center
- Sheridan Memorial Hospital

Let's work together



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