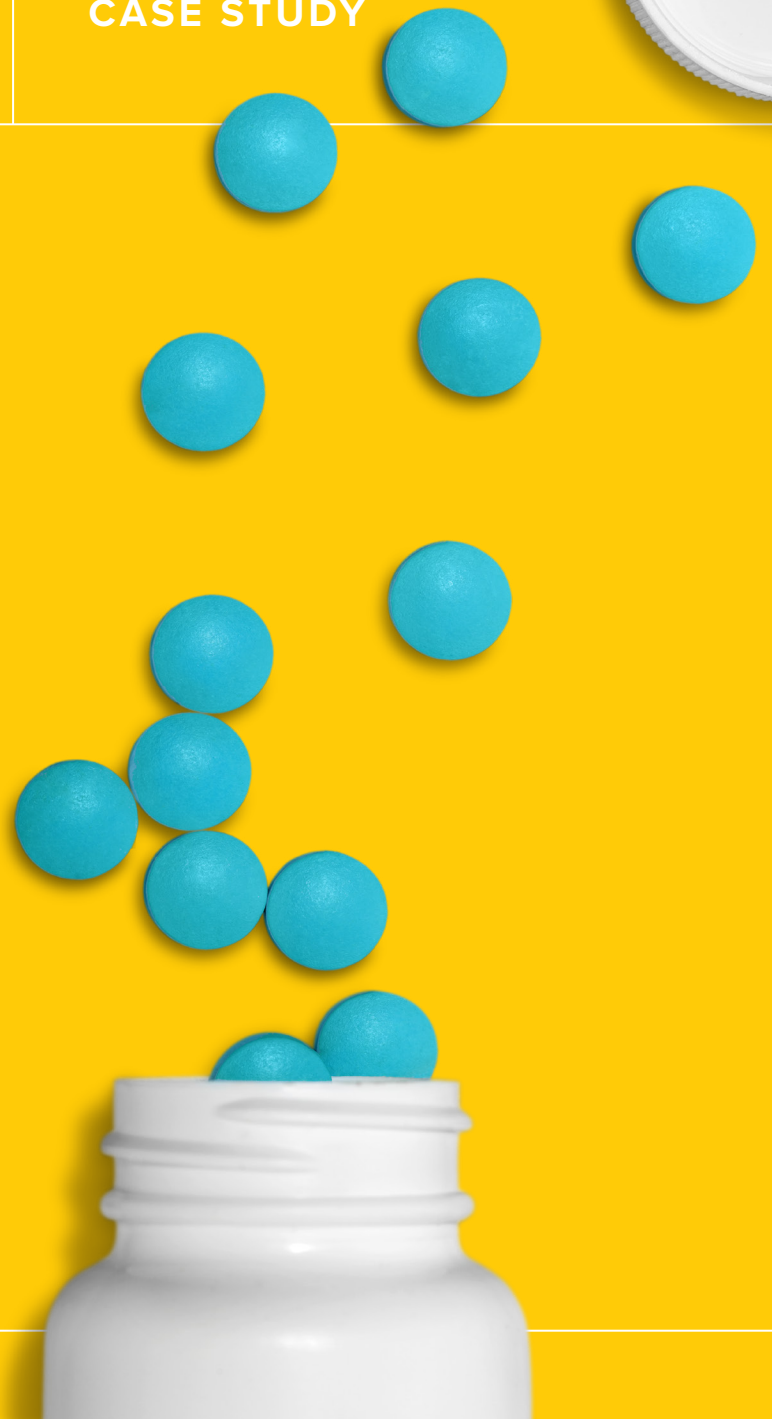




CASE STUDY



**SpecialtyRx Saves Time and Money  
While Discovering the Best  
Purchasing Options with SureCost**



## INDUSTRY

Long-term care

## HIGHLIGHTS

Founded: 2005

Headquarters: Ridgefield Park,  
New Jersey

Number of pharmacies: 7

Number of employees: 1,000

### Challenges:

- Overpaying for products
- Missing out on potential savings
- Losing time comparing multiple catalogs

### Solutions

Unified purchasing solution for all vendors

- Optimize buying decisions based on pricing and compliance
- Place POs for all vendors using a single solution
- Integrate receiving, PMS and A/P into one platform
- Save time and money while avoiding frustration and focusing on partners

## INTERVIEWS

Wolf Kraus,  
Director of Purchasing

# The Company

## SpecialtyRx

SpecialtyRx is a long term-care pharmacy directly serving the country's largest nursing care group and partnering with facilities throughout the United States. Their mission is to extend and enhance the quality of life through quality medication therapy, strong communication and continued education.

SpecialtyRx aims to increase efficiency, reduce costs and enable better all-around care. Some of their core services include same-day deliveries, insurance interfacing, real-time tracking, and multiple quality assurance checkpoints.

# The Challenge

There's a glut of wholesalers and vendors on the market all using different catalogs and purchasing interfaces. It's impossible to check all of these websites manually. The purchasing ecosystem isn't designed for transparency.

With some locations filling up to 20,000 prescriptions daily, SpecialtyRx was losing time and money. Their team was analyzing as many as 12 vendors simultaneously as they tried to find the right product at the best price. Shopping alone required multiple team members to work all day. That was before having to place multiple purchase orders through all those websites.

With facilities waiting for medications, SpecialtyRx could only do what was possible—not what was best for their partners or business. They'd often have to settle for what looked like the best price on the fastest-loading website. That meant constantly overpaying for items. Purchasing over 30 million dollars monthly, including four million on generics alone, SpecialtyRx knew this meant huge losses they couldn't even calculate.

This LTC pharmacy needed to cut through the maze of data quickly and easily and get to the actual best deal. That included accounting for vendor compliance and purchasing agreements across all their vendors. The right solution would also seamlessly integrate with their existing systems so they could focus on their patients and their bottom line.

# The Solution

## How SureCost Helped

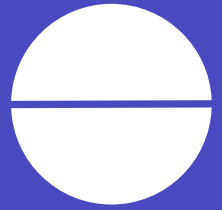
SureCost is a unified purchasing and inventory solution designed for pharmacies to optimize buying decisions and discover money-saving opportunities from their entire integrated catalog. It works with all major wholesalers and the vast majority of secondary providers, GPOs and other pharmaceutical sources.

SpecialtyRx's purchasing director, Wolf Kraus, compares SureCost with Amazon for having "thousands of vendors in one website." With SureCost, SpecialtyRx could now view all its vendors and options on a single screen. SureCost's intelligent automation enabled Wolf and his team to instantly compare all of their choices based on price, compliance and other factors. With SureCost, they could now submit a single purchasing order using one solution (instead of managing multiple POs across several platforms).



**“It’s hard to quantify, but I know I’m saving thousands and thousands of dollars and hundreds of hours with SureCost.”**

– Wolf Kraus, Director of Purchasing, SpecialtyRx



SpecialtyRx began using SureCost’s flexible reporting to ensure timely, accurate receiving and flag pricing discrepancies as well as “missed opportunities” if they overpaid for an item. SureCost also gave Wolf and his team control over vendor, GPO and DSCSA compliance. For example, they can easily monitor purchasing volume toward specific rebates. Then, with rebate modeling, SpecialtyRx can calculate potential savings (or losses) before submitting and tracking reimbursements.

This LTC pharmacy has also integrated its pharmacy management and accounts payable systems. Wolf explains that he can quickly “just run a report on Framework, upload it to SureCost, do my receiving in there, and then download it back to Framework.”

**“Use SureCost for a couple of days, and you’ll get back what you paid for a month of the software.”** – Wolf Kraus, Director of Purchasing, SpecialtyRx



## Benefits

### Transparent Pricing Saving Time and Money

Now, SpecialtyRx always has the most accurate, updated pricing from their entire catalog. They know they’re getting the best purchasing options. At most of their pharmacies, one person using SureCost is enough to guarantee accurate, efficient and cost-saving purchasing management. A single staff member can finalize a \$500K order in only two hours. They’re saving money and gaining time to focus on patients and business.

“Any other way besides SureCost just takes too long,” says Wolf. “I’d need several people working all day to do what SureCost does. Without SureCost, it’d take ten times longer. It’s hard to quantify, but I know I’m saving thousands and thousands of dollars and hundreds of hours with SureCost.”

### Innovation and Outstanding Support

SpecialtyRx has used SureCost since it started. Wolfe has seen continuous innovation and enjoyed outstanding support from the Customer Success team. SureCost is built and managed by a team of industry experts ready to support its customers. “SureCost has improved a lot over the years,” says Wolf. “I’ve sent in recommendations for things like reports and filters, and they’ve responded to probably 99% of what I’ve asked for.”

### Achieve ROI

Wolf offers some guidance to fellow pharmacy professionals:

**“Use SureCost for a couple of days, and you’ll get back what you paid for a month of the software. With all our generic vendors competing for prices, we otherwise wouldn’t have time to check them all. I don’t even remember how we did it before. If SureCost goes down, we’re doomed! That’s how good it is: we can’t work without it.”**



**“Any other way besides SureCost just takes too long. I’d need several people working all day to do what SureCost does. Without SureCost, it’d take ten times longer. It’s hard to quantify, but I know I’m saving thousands and thousands of dollars and hundreds of hours with SureCost.”**

— Wolf Kraus, Director of Purchasing, SpecialtyRx



**Book a Meeting**

### **How Can SureCost Help You?**

Book a 30-minute meeting with us today. See SureCost in action and strategize how we can support your pharmacy to save more, stay compliant and work smarter.