

## Success Story:

# Kettering Health

### Kettering Health Specialty Pharmacies find greater visibility and cost savings for Rx shipments with VPL TrajectRx.™

Companies globally, especially those in the healthcare industry, faced countless new workplace challenges with the advent of COVID-19 including numerous changes to everyday routines for clients, patients and employees.

For Kettering Health, one of those changes was increased retail traffic at their pharmacies resulting from curbside pickup of prescriptions. According to Kevin Blackburn, Kettering's Network Pharmacy Director, "Our pharmacy benefit plan changed during this time, requiring maintenance refills internally as a cost benefit to members and the plan, which increased pharmacy volumes and created a need to be able to ship to our large number of employees with the ratio as much as 50:50 employee-to-patient in some of our retail pharmacies and 40:60 across the full health system."

“

*Having no cost control, no visibility, and no ability to budget with the options out there with various carriers was our main frustration, in addition to the lack of accountability if a shipment went missing. I heard talk of VPL TrajectRx from my supply chain team, which prompted me to reach out.*

**Kevin Blackburn**  
Network Pharmacy Director



With a mission to improve quality of life for people in the communities it serves, Kettering Health is a patient-focused, faith-based family of medical centers, emergency centers, and outpatient facilities headquartered in Dayton, Ohio.

They are committed to lighting the way in the transformation of the healthcare experience and are continually searching for new ways to stay on the leading edge of technology.

## The Perfect Fit. The Ideal Solution.

According to Blackburn, VPL TrajectRx was able to provide exactly what Kettering's pharmacy was looking for, including:

- All address information streamlined and in one place
- The ability to view options and details for various providers
- Choice of carriers and greater control
- Enhanced competence in reporting to provider offices and patients
- The ability to keep an eye on essential (medication) product throughout its movement
- Time and money savings
- Peace of Mind and Satisfied Providers and Patients

**Prior to partnering with VPL,** *"we were at the mercy of whomever was shipping or receiving,"* Blackburn recounts. *"It's so much better for the patient—and the business—to have a choice and know what to expect."*

By switching to TrajectRx, Kettering's pharmacy was able to break the habit of defaulting to the expensive shipping option while gaining visibility into the status of each option Kettering selected, and that's a win-win for both the health system and its patients.

## Is shipping of prescriptions part of your pharmacy's workflow?

See how VPL can create a win-win for you. Schedule a demo today:

[getvpl.com](https://getvpl.com)

**VPL**  
**TrajectRx™**