

Bay Area Hospital

Introduction

This case study of Bay Area Hospital is based on a December 2020 survey of Kalderos customers by TechValidate, a 3rd-party research service.



“Ease of use is great and appreciated helps covered entity’s confidence in duplicate discount compliance appreciate their partnership ”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Kalderos:

- They face the following in managing the 340B program:
 - Lack of data or data integrity issues
 - Intermediaries benefiting disproportionately from 340B savings
 - Tracking where the 340B benefit is used at my organization
 - Fears of HRSA audits
 - Staying up to date on program changes
 - Understanding where and when noncompliance exits
 - Repayment back to manufacturers

Use Case

The key features and functionalities of Kalderos that the surveyed company uses:

- They work with the following on their drug discount management needs:
 - MacroHelix
- They strongly agree that, “The more manufacturers who leverage Kalderos, the easier the good faith inquiry process is for covered entities.”

Results

The surveyed company achieved the following results with Kalderos:

- Compared with other vendors’ platforms they’ve used or evaluated, they rated Kalderos’ following aspects as:
 - ability to achieve my organization’s goals: significantly better
 - customer experience: significantly better
 - ability to provide clear and timely data: significantly better
 - ability to produce results: significantly better
 - focus on drug discounts: significantly better
 - ability to innovate: significantly better
- Said to what extent they agree with the following:
 - Kalderos supports providers: Slightly agree
 - Kalderos supports manufacturers: Strongly agree
 - Kalderos supports payers: Agree
 - Kalderos supports all parties in the 340B space equally: Agree
 - Kalderos is a trusted partner: Strongly agree
 - Kalderos solutions reduce the time spent in 340B management activities: Slightly agree
 - Kalderos solutions enable my organization to keep the discounts we deserve: Slightly agree
 - Kalderos gives confidence that my organization is not causing duplicate discounts: Agree
 - Kalderos has a helpful customer support team that understands my needs: Strongly agree
 - Kalderos solutions enable collaboration with manufacturers on good faith inquiries: Strongly agree
- They value or would value the following for Kalderos’ Request and Review tools:
 - Multiple manufacturer inquiries consolidated into one platform
- They are Satisfied with the 340B virtual replenishment (chargeback) model.
- They said since using Kalderos:
 - Kalderos supports the integrity of the 340B program
 - Kalderos works to support all stakeholders as they navigate the 340B program
 - Kalderos creates transparency in the 340B space
 - Kalderos’ tech-based approach is preferred to other approaches
 - Kalderos bridges the gaps between manufacturers and providers in a helpful and collaborative way
- They said since using Kalderos: as an organization:
 - Kalderos makes my good faith inquiries workflow easier
 - Kalderos only asks for necessary data in a way that doesn’t put PHI at risk
 - Kalderos gives me confidence that my organization’s 340B program is in compliance
 - Kalderos consolidates cumbersome inquiries from multiple manufacturers into one easy-to-use platform
 - Kalderos empowers my organization to take back control of our drug discount programs

Company Profile

Company:
Bay Area Hospital

Company Size:
Medium Enterprise

Industry:
Healthcare

About Kalderos

Kalderos delivers unifying technology that solves problems facing the U.S. healthcare system. We work with healthcare providers, manufacturers, payers and others to increase transparency and restore trust — enabling everyone to focus on improving the health of people.

Learn More:

[Kalderos](#)