



Michael D. Brown, R.Ph.
Vice President, Managed Accounts
Cardinal Health Pharmacy Solutions

High-Level Subject Matter Expertise:

Pharmacy Operations and Management; Cost Containment

Media Availability:

Phone Interviews and Briefings

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**Potential Story
Angles/Ideas:**

- Understanding cost control in the hospital pharmacy
- Compliance monitoring and measurement strategies, moving beyond implementation
- “IV to oral” conversion programs, taking implementation to the next level
- Identifying and capitalizing on cost containment opportunities

Hospital pharmacies, as one of the most resource-intensive departments in any hospital—with an average of 25 percent of the supply costs tied to them—are looking for new and innovative ways to maintain high service and medication safety standards while remaining financially efficient and viable.

As vice president for Cardinal Health’s Pharmacy Solutions business, Michael Brown brings more than 20 years of experience in helping hospital administrators optimize pharmacy operations in terms of efficiency, safety and cost control.

In addition to helping hospital administrators understand the many facets of cost control in their pharmacies (for example, in the areas of inventory, staffing and drugs, etc.), Brown possesses extensive insight and expertise on the importance of consistent drug utilization management and compliance monitoring.

Brown maintains that while there are dozens of ways to reduce pharmacy costs, those methods are only effective if drug utilization is managed and monitored consistently. According to Brown, the true cost of a hospital pharmacy’s drug budget can be determined by multiplying drug cost by utilization. Implementation of the cost control methods is only half of the equation. Utilization and compliance ultimately determine the effectiveness of a cost containment initiative.

Since joining the company in 1989, Brown also has served as vice president and general manager of Cardinal Health’s Medication Solutions consulting business, and previously as senior vice president of pharmacy management.

Brown is a member of the American Society of Health System Pharmacists (ASHP) and earned his bachelor’s-of science degree in pharmacy at the St. Louis College of Pharmacy.