



CASE STUDY: SKILLED NURSING



Cornerstone Health Care (CHC)

Cornerstone Health Care is Healing the Minds, Bodies and Spirits of its Residents.



The Challenge

CHC is proud to support patients from all walks of life, including those reliant on Medicaid and Medicare. As a result, cost management is an even more important component of operations.



The TwelveStone Solution

The TwelveStone team delivers high-quality pharmacy and respiratory services, while helping CHC eliminate unnecessary costs.



Cornerstone Health Care operates six skilled nursing facilities in Tennessee – offering residents a cost-effective alternative to extended hospitalizations. Driven by a passion to serve, the team at CHC provides short-term, post-hospital care to help patients on their journey to better health.

Several years ago, a staff member brought it to the attention of the executive team that their current pharmacy vendor was charging CHC nearly twice as much as the industry average. Janet Pulley, CHC Administrator, decided to embark on a search for a new vendor and conducted an extensive search. "For me, it wasn't just about money. We decided to find a new pharmacy partner because we can reinvest those savings into programs that improve the quality of life for our patients," said Pulley.

After reviewing proposals from several vendor organizations, CHC selected TwelveStone as their sole provider of pharmacy and respiratory therapy services. As a result, CHC has substantially lowered the costs associated with these services. And, Janet Pulley is impressed with the results. "One thing that really makes TwelveStone stand out is the fact that they offer daily deliveries. Not many pharmacies do that anymore. So, if we get a new admission or a patient's plan of care changes, I know that we're going to be able to get them the right medication at the right time."

Cost effective partnerships delivered with a high-level of service create the TwelveStone value.



"I can't say enough about TwelveStone. I will honestly say that my former favorite vendor is no longer at the top of my list. The savings we've seen as a result of shifting to TwelveStone are huge, especially when you consider all six facilities."

Janet Pulley
Administrator
CHC

