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specialty practice
exchange
2026



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Expired, Overstocked, or Invisible? The Financial Cost of Poor Inventory Control

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ASP pricing updates accessed from <https://www.cms.gov/medicare/payment/part-b-drugs/asp-pricing-files> and
<https://www.cms.gov/medicare/payment/prospective-payment-systems/hospital-outpatient-pps/quarterly-addenda-updates>.

This presentation is for informational purposes only. Participants should consult with counsel before acting on this information, which may not reflect current guidance and is subject to change.

Loren Baer- Moderator



**Director, SPN GPO Sales
Cencora Specialty GPOs**

Area of Expertise

- Prior role, Executive Director of Operations, large multispecialty physician group with responsibility >100 infusion chairs
- Past Cencora customer
- Currently co-leads multispecialty SPN sales team for Cencora
- Player/Coach managing strategic accounts for SPN

Types of inventory management (IM) used

- Microsoft Dynamics (ERP), Nucleus, Excel, ☹ Binders ☹

Lesson Learned

- When you pair the right systems with great partners and act, you can almost always find revenue/savings.

Q&A

How many days of inventory does your business have on hand right now?

- 1-3 days
- 4-6 days
- 7-10 days
- I don't know



Scan to Join

Q&A

How confident are you in your previous answer, do you believe your clinics accurately know how much product they keep on-hand?

- Very confident
- Somewhat confident
- Not confident
- Unsure / limited visibility



Scan to Join

You don't know what you don't know.



Matt Harp



**Group Product Owner
Cencora**

Area of Expertise

- Prior roles in software development, solution selling, and product management
- 10+ years at Cencora, joined in 2015 to manage CubixxMD
- Responsible for roadmap and product enhancements across all 3 of our inventory solutions; Nucleus, PODIS Plus, and CubixxMD

Types of inventory management (IM) used

- Nucleus, PODIS Plus, and CubixxMD

Lesson Learned

- EHR, Practice management, and Inventory management solutions create the 3-legged stool that modern practices lean on

Douglas Hiura



**Medically Integrated
Dispensing and
Business Development
Specialist Arthritis and
Osteoporosis Medical
Center**

Area of Expertise

- Prior role, Director of In-Office Dispensing Operations at LA Cancer Network, Specialty Pharmacy Regional Director at CVS/Caremark, Curascript, and OptumRx.
- Current Cencora customer and advisor for Various Rheumatology and Oncology practices consulting in MID and Practice Management

Types of inventory management (IM) used

- Nucleus, Lynx, Arbimed, BestRx

Lesson Learned

- Inventory Management software has reduced leakage, waste, overstocking, and optimized how clinics can order while reducing overhead
-

Q&A

What are you primarily using to manage high-cost drug inventory within your clinic (and pharmacy if applicable)?

- Manual counting/spreadsheets
- Procurement or ERP system only
- Dedicated inventory management system (Nucleus, WeInfuse, etc...)
- Not sure



Scan to Join

Julie McClure, RN



**RN, Business Analyst
Cencora**

Area of Expertise

- Prior role, RN for more than 30 years in Oncology
- Past Cencora customer
- Currently Business Analyst working with InfoDive

Types of inventory management (IM) used

Nucleus

Lessons Learned

When you interface your inventory management system with your practice management system, you can save time, money, reporting ease and efficiencies.

GapFinder®

In this blinded example, you can realize a lot of discrepancies. **MISSING REVENUE?**
Duplicate claims? Overbilling?

The Gap Finder is identifying the gaps between what is dispensed from your inventory management system and what is being billed in your practice management system.

Service Date	CPT with Description	Drug Description	Payer	Charges PM	Estimated Missed Billing	Billable Units NIM	Units PM
				\$3,885.00	\$7,657.38	310	35
2025/12/15	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	VA CCN OPTUM	\$555.00	\$2,366.83	90	5
2025/12/22	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	BCBS PPO	\$555.00	\$2,088.38	80	5
2025/12/01	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	HEAL...	\$555.00	\$1,809.93	70	5
2025/11/20	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	BCBS OUT OF S...	\$2,220.00	\$1,392.25	70	20

Service Date	CPT with Description	Drug Description	Payer	Charges PM	Estimated Missed Billing	Billable Units NIM	Units PM
				\$27,200.00	\$2,597.29	348	340
2025/12/26	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	VA CCN	\$5,600.00		50	70
2025/11/24	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	VA CCN	\$11,200.00		70	140
2025/08/01	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	United Healthca...	\$5,600.00	\$1,325.15	120	70
2025/07/09	Q5119 INJ RUXIENCE, 10 MG	Ruxience 100mg 10mg/ml 10r...	Humana Full Ac...	\$4,800.00	\$1,272.14	108	60

GapFinder®

In this blinded example, we can see the dispense from the inventory management cabinet but potential missed billing.

We don't see anything billed for that patient on that date of service.

Service Date	Provider	CPT with Description	Drug Description	Clinic Station	Payer	Charges PM	Estimated Missed Billing	Billable Units NIM	Units PM
							\$63,947.70	2,400	
2025/10/13		J2327 INJ RISANKIZUMAB-RZAA ...	Skyrizi 600mg 60mg/ml 10ml S...				\$8,964.60	600	
2025/10/23		J9312 INJ., RITUXIMAB, 10 MG	Rituxan 500mg 10mg/ml 50ml S...				\$7,522.00	100	
2025/10/08		J9312 INJ., RITUXIMAB, 10 MG	Rituxan 500mg 10mg/ml 50ml S...				\$7,522.00	100	
2025/11/26		J9312 INJ., RITUXIMAB, 10 MG	Rituxan 500mg 10mg/ml 50ml S...				\$7,522.00	100	
2025/09/05		J3380 INJ VEDOLIZUMAB IV 1 MG	Entyvio 300mg lyophilized pov...				\$6,618.60	300	
2025/09/25		J3380 INJ VEDOLIZUMAB IV 1 MG	Entyvio 300mg lyophilized pov...				\$6,618.60	300	
2025/10/31		J3380 INJ VEDOLIZUMAB IV 1 MG	Entyvio 300mg lyophilized pov...				\$6,393.30	300	
2025/11/20		J3380 INJ VEDOLIZUMAB IV 1 MG	Entyvio 300mg lyophilized pov...				\$6,393.30	300	
2025/11/12		J3380 INJ VEDOLIZUMAB IV 1 MG	Entyvio 300mg lyophilized pov...				\$6,393.30	300	

I selected a few drugs that you in this room might be using.

Q&A

If your organization has not implemented an integrated inventory management system, what are your biggest concerns or impediments to adopting a solution?

- Cost/budget constraints of a solution
- Impact on staff time during clinic
- Change management & staff adoption concerns
- Lack of internal agreement across departments
- Implementation complexity (IT costs & resources)
- Belief that your current tools/processes are good enough
- Not an organizational priority
- Not sure



Scan to Join

In one sentence:

What's the biggest risk organizations underestimate when they don't have strong inventory management?"

SPN website

specialtypracticenetwork.com



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www.specialtypracticenetwork.com/find-your-representatives



Thank you धन्यवाद Děkujeme Mange
takk Vă multumesc Gracias Vielen D
شكركم كل Teşekkürler Deokojame jum
спасибо Merci 谢谢 Obrigado ありがとう
ございました cảm ơn bạn Paldies 감사합
Hartelijk dank Thank you धन्यवाद Dě
Mange takk Vă multumesc Gracias
Vielen Dank شكركم كل Teşekkürler De