



Peninsula Regional Medical Center Extends Partnership With Omnicell to Enhance Safety and Efficiency in Sterile Compounding

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Combination of technology, services, and data supports more cost-effective workflows

MOUNTAIN VIEW, Calif.--(BUSINESS WIRE)--Aug. 17, 2020-- Omnicell, Inc. (NASDAQ: OMCL), a leading provider of medication management solutions and adherence tools for health systems and pharmacies, today announced that Maryland-based Peninsula Regional Medical Center has chosen the Company's industry-leading medication management platform to support their in-house sterile compounding operations.

Humans are often considered the most dangerous component in sterile compounding. In fact, nearly one out of ten IVs are not prepared within guidelines¹ using manual processes, and contamination is one of the most frequent errors.²

Peninsula Regional will be expanding in-house sterile compounding through Omnicell's [Central Pharmacy IV Compounding Program](#), a comprehensive service model that combines advanced robotic technology, data intelligence, and expertly trained pharmacy technician staff. This turnkey package provides a streamlined path for hospitals to insource their sterile compounding to enhance patient safety while reducing overall cost and reliance on outsourcers.

Peninsula Regional is a leading adopter of IV robotics, recognizing significant improvements in clinical, operational, and financial workflows. Over the past three years, they have achieved significant benefits through Omnicell's i.v.STATION non-hazardous compounding robot, including improved quality and sterility, decreased reliance on 503B vendors, and financial savings on drug spend. ROI modeling has shown that insourced IV compounding can provide up to a 66% reduction in costs.³

"Insourcing sterile compounding operations helps us to protect the medication supply chain, allowing us to have greater control over sterility and safety of our IV products," said Dennis Killian, PharmD, PhD, vice president of Clinical Operations at Peninsula Regional. "This expansion of our partnership with Omnicell to include the full benefits of an IV compounding service will help drive better efficiency and cost savings for our pharmacy operation."

OmniceLL's compounding service also includes access to novel data services, including [REINVENT™](#), a first-of-a-kind global clinical registry that utilizes IV preparation data from sites around the world to help users track performance, identify best practices and gather insights to maximize the value of IV automation technology. Omnicell's [Formulary Tool Kit](#) will provide the health system access to cGMP stability studies to extend beyond-use dates using a proven, systematic, repeatable process.

These types of rich data insights support the vision for Autonomous Pharmacy, a roadmap designed to develop a zero error, fully automated medication management infrastructure, leveraging automation, data intelligence, and technology-enabled services to empower pharmacists, nurses, clinicians, and pharmacy staff to focus on patient and clinician satisfaction.

"Sterile compounding is one of the biggest challenges for hospital pharmacies. Many hospitals choose to outsource their compounding needs, which can be expensive, unreliable, and fraught with quality issues. However, moving to an insourcing model requires technology and trained staff," said Scott Seidemann, executive vice president and chief commercial officer at Omnicell. "OmniceLL's Central Pharmacy IV Compounding Service provides hospitals the tools and resources they need to insource and automate their sterile compounding, creating a safer, more accurate and, ultimately, more cost-effective IV compounding operation."

About Peninsula Regional Medical Center

Peninsula Regional Medical Center (PRMC) in Salisbury, Maryland, a subsidiary of the Peninsula Regional Health System, offers the widest array of specialty and subspecialty services on the Delmarva Peninsula. We are the largest and most experienced health care provider in the region and it's our mission to improve the health of our community.

About Omnicell

Since 1992, Omnicell has been committed to transforming the pharmacy care delivery model to dramatically improve outcomes and lower costs. Through the vision of the Autonomous Pharmacy, a combination of automation, intelligence, and technology-enabled services, powered by a cloud data platform, Omnicell supports more efficient ways to manage medications across all care settings. Over 6,000 facilities worldwide use Omnicell automation and analytics solutions to help increase operational efficiency, reduce medication errors, deliver actionable intelligence, and improve patient safety. More than 40,000 institutional and retail pharmacies across North America and the United Kingdom leverage Omnicell's innovative medication adherence and population health solutions to improve patient engagement and adherence to prescriptions, helping to reduce costly hospital readmissions. To learn more, visit www.omnicell.com.

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¹ Flynn EA, Pearson RE, Barker K. Observational study of accuracy in compounding i.v. admixtures at five hospitals. Am J Health-Syst Pharm. 1997;54(8):904-12

² <http://www.pewtrusts.org/en/multimedia/data-visualizations/2014/us-illnesses-and-deaths-associated-with-compounded-medications>

³Based on Omnicell internal analysis of customer data. Data on file.

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