

SUCCESS STORY BREMO LTC PHARMACY

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Need

Bremo Pharmacy in Richmond, VA, has made supporting patients' transitions into long-term care (LTC) a cornerstone of their business. The team offers specialized medication management, synchronized refills, labeled packaging and more for LTC facilities. However, managing consistent and affordable cash prices for a high volume of medications proved to be challenging.

Solution

In 2024, Bremo adopted RxCash+, RedSail Technologies' data-driven cash pricing program. This eliminated the complexity of manual pricing and ensured affordable medications for LTC patients, regardless of insurance status. "RedSail worked closely with us," said Bremo clinical pharmacist Leighton Mascari. "They understood our unique challenges in the LTC space and used our feedback to tailor a solution that works for us."

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*Maintaining accurate cash pricing while balancing third-party contracts and reimbursement models can be really labor-intensive. **RxCash+ helped take that burden off us, and it more than made up for the cost. RxCash+ uses data that we simply don't have time to keep updated, and it keeps prices fair for our patients.***



Leighton Mascari,
PharmD

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Results

- ✓ Bremo LTC Pharmacy has seen a \$32K revenue lift since program kickoff
- ✓ Preserved financial stability for the pharmacy
- ✓ Access to data otherwise unavailable

**HOW CAN REDSAIL
HELP YOUR PHARMACY?**



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