THE RESOURCE GROUP

SUCCESS STORY

Optimizing value delivery in pharmaceutical support services

BACKGROUND

Bacon County Hospital & Health System

Alma, Georgia

Bacon County Hospital and Health System is an acute care hospital located in southeastern Georgia. In March of 2025, Bacon County's contract with their primary pharmaceutical wholesaler was approaching expiration, motivating the team to review the health system's pharmacy distribution options. Upon evaluation, The Resource Group's offering made sense and after a smooth transition fully supported by The Resource Group team, Bacon County realized significant value with no disruptions to service.

PROCESS

1. **DISCOVERY** — Opportunity evaluation
2. **DATA** — Medication utilization sent to wholesaler
3. **SYSTEM SETUP** — Account creation and interface setup
4. **CROSSWALK** — Purchasing crosswalk development
5. **READINESS ASSESSMENT** — End-user training and testing
6. **GO-LIVE** — Implementation

RESULTS

$1.92M Annual spend converted

4.1% Savings & rebates in first year

99.7% Adjusted fill rate

100% Compliant on-time delivery

"We recently underwent a primary wholesaler transition, which we were initially very hesitant to do. However, from the first call with The Resource Group it was obvious that they had this transition dialed in and all of the steps organized. They went above and beyond to support all of our questions and tasks to ensure we had a smooth process. This "major" transition turned out to be the easiest go-live of any project we have had before. Once again, The Resource Group proved to be a valuable partner and we are so grateful we can be a member of their organization."

KADE HUTCHESON // PHARMD, PHARMACY SUPERVISOR