



Sentara  
Virginia Beach  
General  
Hospital  
**Case Study**

## BACKGROUND

When Sentara Virginia Beach General Hospital noticed a high number of unused full syringes in their “expired” bin, they realized this was potentially a significant cost issue and something had to be done. The 276-bed acute care facility hospital onboarded Kit Check in 2014. Since then, the hospital has seen enormous cost benefit and less waste.



## PROCESS AND ONBOARDING

When Sentara noticed the issue with wasted medications, they utilized Kit Check's reports to get a holistic understanding of the problem. Sentara's pharmacy staff evaluated current reports and workflow with a Kit Check customer success manager, and determined they needed a better way of tracking these medications.

Sentara had a system for removing expired medications from the trays but needed a system for differentiating consumed inventory vs. expired inventory, and to see the costs associated with medication expirations. The hospital was able to see all of this data within Kit Check's suite of reports. Furthermore when restocking trays, the pharmacy tech pulled any expired items and dropped them in a designated bin which was then Kit Check scanned and marked as expired. Drugs that were flagged by Kit Check as expiring soon would sometimes be pulled from trays and sent to other parts of the hospital where they would more likely be used quickly rather than discarded.

# \$40K

Annual Savings Opportunity

## RESULTS AND ROI

Once Sentara's new processes were onboarded, they decided to do their own case study with the four most utilized drugs to determine cost savings. The hospital evaluated:

**Ephedrine:**  
**\$12.50 per syringe**

Projected annual loss  
from expiration: \$15,137

**Neostigmine:**  
**\$30.20 per syringe**

Projected annual loss \$6,182

**Phenylephrine:**  
**\$5.50 per syringe**

Projected annual loss \$4,182

**Succinylcholine:**  
**\$13.20 per syringe**

Projected annual loss \$19,890.52

Once Sentara evaluated these medications' potential for waste, they changed their ordering regimen and worked with the customer service team to use their new Kit Check workflow to avoid these projected losses.

**Their total opportunity for savings when using a recommended order volume based on Kit Check reports was \$ 40,222 per year.**

