

Stakeholders involved in the decision to purchase turnkey USP<800> software Rhazdrugs and how to convince them of the necessity for automated software include:

Pharmacy Management

- **Concerns:** Workflow efficiency, compliance, protection of healthcare workers, and safety in hazardous drug handling.
- **Convince:** Rhazdrugs streamlines processes, reduces manual errors, and ensures adherence to USP<800> standards, ultimately enhancing overall pharmacy operations.

Healthcare Administrators

- **Concerns:** Compliance, operational costs, and overall impact on the organization.
- **Convince:** Rhazdrugs is cost-effective in the long run, as it reduces the risk of compliance issues, potential fines, and operational inefficiencies.

Safety and Compliance Officers

- **Concerns:** Adherence to safety standards and regulatory compliance.
- **Convince:** Rhazdrugs ensures real-time compliance monitoring, risk mitigation, and the ability to generate reports for audits efficiently

IT Department

- **Concerns:** Integration with existing systems, security, and ease of management.
- **Convince:** Rhazdrugs has seamless integration capabilities, robust security features, and minimizes IT workload through automated updates and minimizing burden on Willow analysts.

Nursing, Infusion Centers, and Home Health

- **Concerns:** Usability, safety, workflow integration, and practicality.
- **Convince:** Rhazdrugs has a user-friendly interface and simplifies hazardous drug handling and disposal

Risk Management Teams

- **Concerns:** Risk assessment, mitigation, and overall safety protocols.
- **Convince:** Rhazdrugs assists in real-time risk assessment, proactive mitigation, and ensures that safety

Finance Department

- **Concerns:** Initial investment, ongoing maintenance costs, and potential cost savings.
- **Convince:** Rhazdrugs provides potential savings through improved efficiency, reduced errors, and avoidance of regulatory fines.

Regulatory Affairs Teams

- **Concerns:** Adherence to pharmaceutical standards and regulatory requirements.
- **Convince:** Rhazdrugs automates compliance processes, reducing the risk of non-compliance and ensuring adherence to USP <800> guidelines.

End Users (Pharmacists, Technicians, Nurses, EVS)

- **Concerns:** Usability, personal safety, impact on daily tasks, and training requirements.
- **Convince:** Rhazdrugs engages end users in the development process, is user-friendly, and provides comprehensive hazardous drug information, including SOPs, in one centralized and easily accessed location.