



How One Pharmacy Turned Immunizations Into a Year-Round Growth Strategy

Overview

In a constantly evolving healthcare environment, Yogi Kao, Pharmacist at Save Mor Drugs has embraced innovation to deliver proactive care and drive new revenue—using the Outcomes Vaccine solution as a core part of their strategy. With a forward-thinking approach and deep engagement across the vaccine workflow, this pharmacy demonstrates how clinical services can be seamlessly integrated into daily operations to improve patient care, boost efficiency, and expand immunization opportunities beyond flu season.

The Challenge

Like many independent pharmacies, this team was looking for ways to diversify revenue and strengthen their clinical offerings while managing a heavy daily workload. They needed a solution that:

- Helped them stay proactive with immunization care
- Saved time on administrative tasks
- Streamlined documentation and reporting
- Enabled year-round vaccine engagement



IMPROVED VACCINE UPTAKE YEAR-ROUND

“We’ve seen an increase in immunizations even during non-peak seasons.”



3 HOURS ESTIMATED SAVINGS

by managing vaccine tasks, submissions, and reporting all in one place.

SOLUTION

By implementing the Outcomes Vaccine solution, the pharmacy integrated immunization services directly into their daily workflow. Their pharmacist embraced the platform's tools—including “Needs Immunization” tasks, patient history visibility, and in-platform rejection handling—as a natural extension of patient care.



Key Results Awareness Program

✓ Proactive Immunization Engagement

Instead of relying on memory or manual review, the team uses targeted vaccine recommendations inside the platform to identify and act on opportunities.

“If you’re trained with a vaccine mindset, great—but this tool highlights opportunities for everyone and keeps the team focused.”

✓ Saved Time, Streamlined Workflow

The pharmacy estimates saving 3 hours per week by managing vaccine tasks, submissions, and reporting all in one place.

“Doing this manually wouldn’t be feasible. It’s like having another employee helping you stay on top of everything.”

✓ Improved Vaccine Uptake Year-Round

With access to immunization history and task reminders, the pharmacy has expanded vaccine services beyond flu season, especially among health-conscious patients.

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✓ Increased Revenue and Clinical Capacity

With the vaccine workflow simplified, the pharmacy team has been able to shift more focus toward patient counseling and other reimbursable clinical services.

“It’s definitely helped us have more clinical conversations with patients.”

Conclusion

For Save Mor Drugs, the Outcomes Vaccine solution has become more than just a tool—it’s a catalyst for clinical growth, operational efficiency, and stronger patient relationships. By taking a proactive approach to immunizations, they’ve positioned themselves as a year-round health destination while creating real business impact.

Advice to Other Pharmacies

“Just do it. Don’t be shy—it’s easy to use, intuitive, and makes a real difference. It helps you stay proactive without adding more to your plate.”



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