



For Immediate Release
January 14, 2009

Contact: Kristen Hodel
Marketing & Communications Manager
Tel: 303-321-3177
khodel@enclarahealth.com

Enclara Health Offers Industry Much Needed Choice and Service

(San Bruno, California) – Enclara Health’s Hospice Pharmacy program is the first in the industry to offer clients their choice of pharmacy model. Before Enclara, hospices were faced with selecting their pharmacy provider mainly on the basis of who provided their model, PBM or mail order. At Enclara we believe that hospices deserve choice. The client tells us which model they would like. This allows the hospices to select the best provider for their organization and their patients based on performance and service, not just which one “matches.”

“When we announced our business model to the industry eyebrows raised. The perception was that it would be too complicated. We felt strongly that this new approach would work and it is...in a very big way,” states Lisa DiSalvo, Vice President of Strategy and Business Development. “Our business model not only offers choice, but provides nurses with the pharmacist support they need in order to focus more on their patients. We are dedicated to bringing quality care to those in hospice.”

Enclara understands hospice pharmacy. Our insightful team created Enclara Health’s pharmacy by establishing a unique combination of cost-effective and service-oriented features. Our superior customer service and competitive rates, along with a “made-to-order” program, are exceeding customer expectations.

“I wanted to mention what breath of fresh air Enclara has been. The pharmacists answer the phone promptly and being able to speak directly to a pharmacist makes orders simple & easy. This has saved valuable time and has allowed me to increase efficiency among my patients. Several times, they have even called back just to clarify something, or to give me an update about a recent order. With our previous vendor, that seldom happened. I am truly glad we picked Enclara as our pharmaceutical supplier” Gulfside Regional Hospice



Our dedication to superior service has made Enclara the fastest growing hospice pharmacy. Because Enclara is focused exclusively on end-of-life care we have created symbiotic relationships between our three program pillars: CareGuidance (health plans), CareCommunity (caregivers) and Hospice Pharmacy (pharmacy services).

Enclara Health was founded by professionals with over 25 years of experience in hospice, pharmacy, case management, health plan operations and disease management. Our team is dedicated to developing a cohesive program that results in the best experience possible for those affected by end-of-life issues. We employ the metaphor “elephant in the room” as our segue to further awareness, promote honest end-of-life conversations and provide education and support during this phase of life. Our passion is to bring dignity and quality care to patients facing life-limiting illness

###