



*Improving Access to Care Through the
340B Drug Pricing Program*

What is 340B

The 340B Program is a Federal Program started in '92 requiring drug manufacturers to sell outpatient drugs to eligible health care organizations at significantly discounted prices.

The 340B Program is a...

- Lifeline for patients who can't afford their medication
- Source of needed revenue for entities that are struggling to keep their doors open

How it Works: Step 1

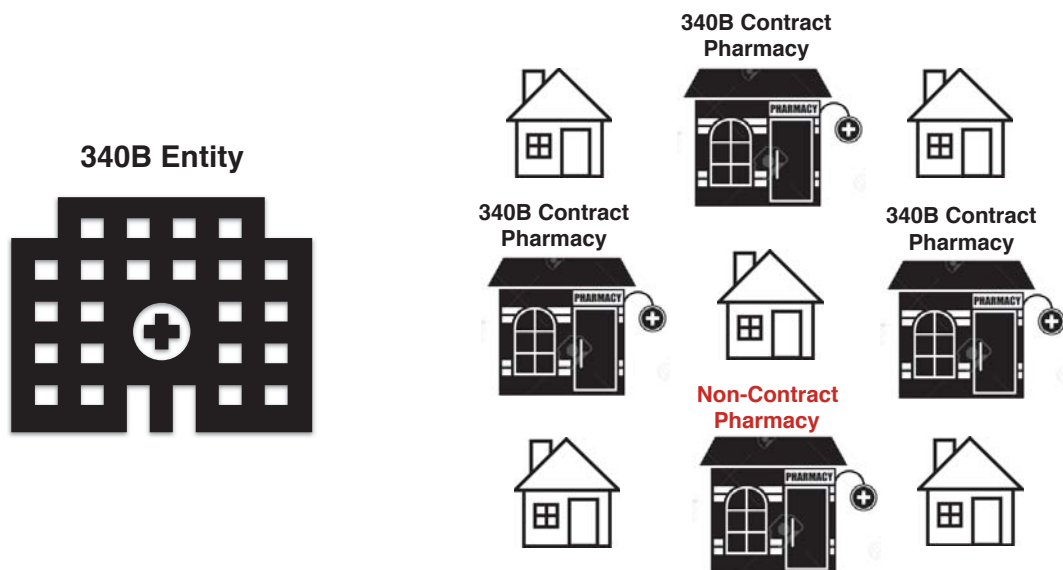
Hospital or Clinic '340B Covered Entity' purchases medications from manufacturers on behalf of their patients at the 340B discounted price



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Step 2

Covered Entity contracts with local pharmacies in the community to 'house and dispense' the medications to their patients



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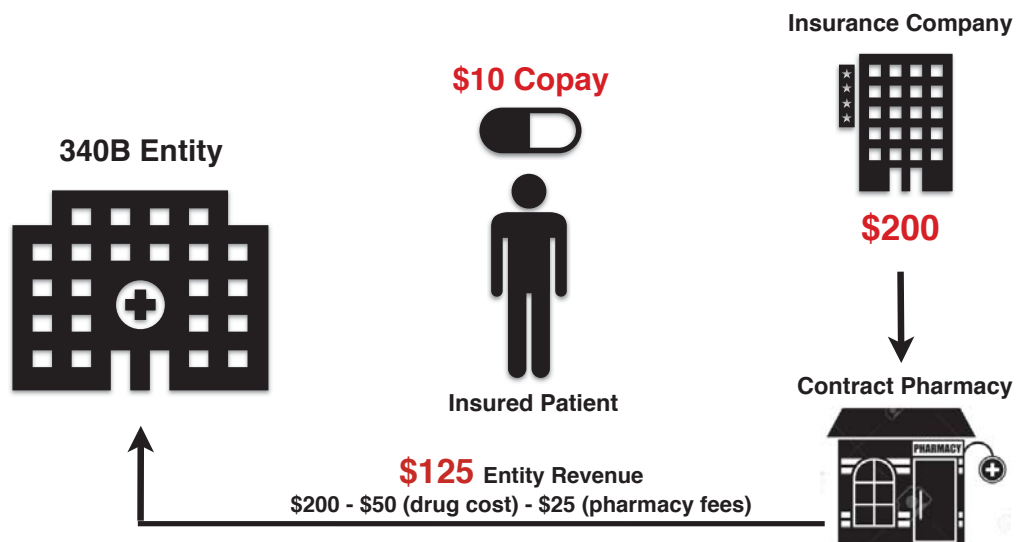
Step 3a

If an **uninsured** 'self pay' patient goes to a contract pharmacy they receive the 340B discounted price



Step 3b

If an **insured** patient goes to a contract pharmacy they pay their normal copay. The contract pharmacy bills the 'full rate' to the insurance company and pays the hospital the reimbursed rate (minus pharmacy fees)



The 340B Challenge and Opportunity

A lacking of critical prescription and pharmacy information at the Point-of-Care is resulting in a capture rate of **less than 10%** and millions of dollars in lost revenue and patient savings.

Dollars that could be used to...



Provide more charitable care

See more patients



Open new clinics

Increase access to care



Hire more staff & providers

Support internal initiatives



www.thinkbrg.com/media/publication/524_Vandervelde_340B_GrowthDrivers_WhitePaper_20141202_FINAL.pdf

What We Do

Match patients in real-time at the point-of-care
with contract pharmacies that best suits their needs

Distance

Find the closest contract pharmacies to home, work or your providers



Convenience Factors

Find the best pharmacies which offer drive through, delivery, med synching or open 24 hours

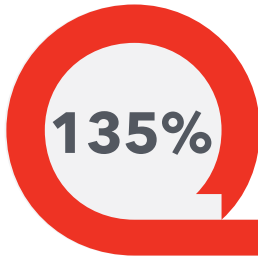


Best Price

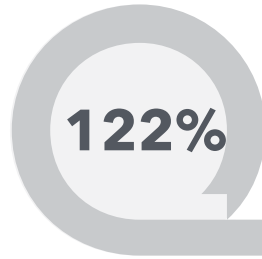
Help uninsured patients find the pharmacies which give them the lowest price for their medications



Actual Customer Results



CAPTURE RATE
Increase in Contract
Pharmacy 340B Rx's



REVENUE
Increase in Revenue
Above Baseline



PATIENT SAVINGS
Average Uninsured
Patient Savings

Data based on mutually agreed upon (pre Doc & I) Baseline, 340B Financial statements and EMR reports