



Behind the Scenes: The Recipe for 340B Success



Speakers



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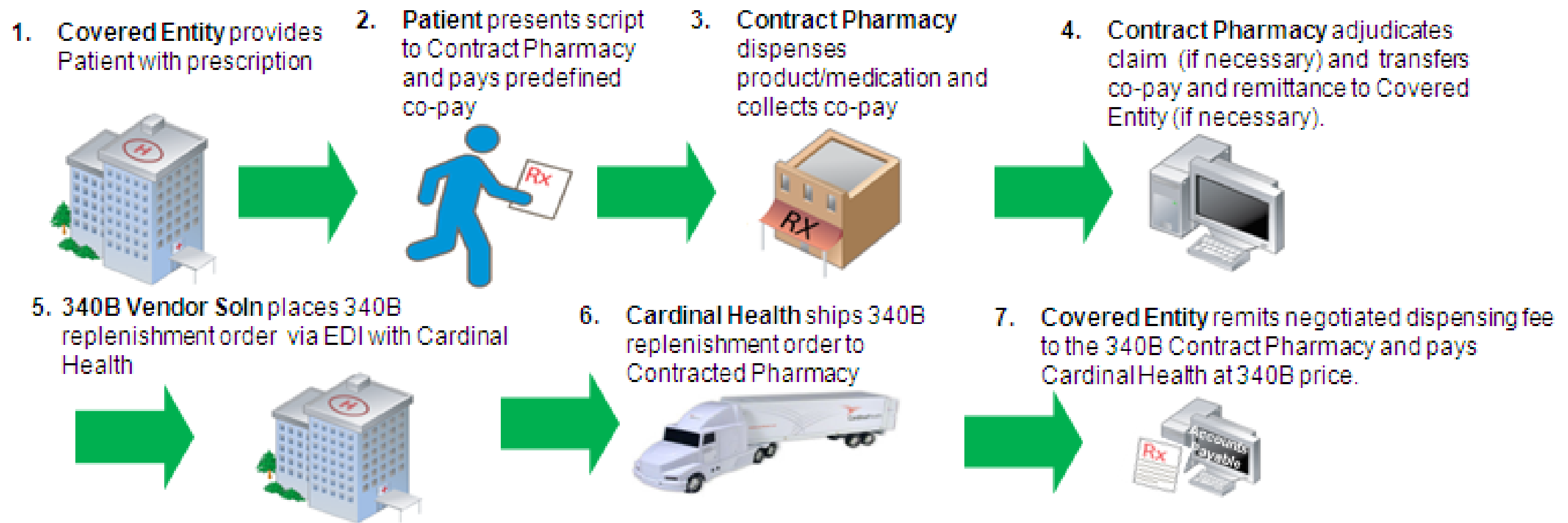
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Pharmacy Business Consultant—
Community Health Centers,
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Kevin Coffman
National Sales Manager—
Community Health Centers/340B

CONTRACT PHARMACY EXPLAINED

Expands 340B program reach



Inventory Types

Virtual Inventory

- Neutral inventory
- 340B drugs are purchased after accumulation to replace what is sold to 340B eligible patients
- Tracking is managed through a split billing software to identify 340B eligible drugs dispensed

Physical Inventory

- 340B inventory
- CE purchases 340B drugs directly and has them shipped by the distributor to the contract pharmacy
- CEs 340B drugs are stored separately from other pharmacy inventory
- Dispensed only to CE's 340B eligible patients

Third Party Administrators (TPA)

Organizations that support 340B CEs with their administrative tasks

Connect patient data to pharmacy claims to determine which are 340B eligible

Assist with ensuring compliance

Assist with identifying ways to capture all savings opportunities

Record keeping

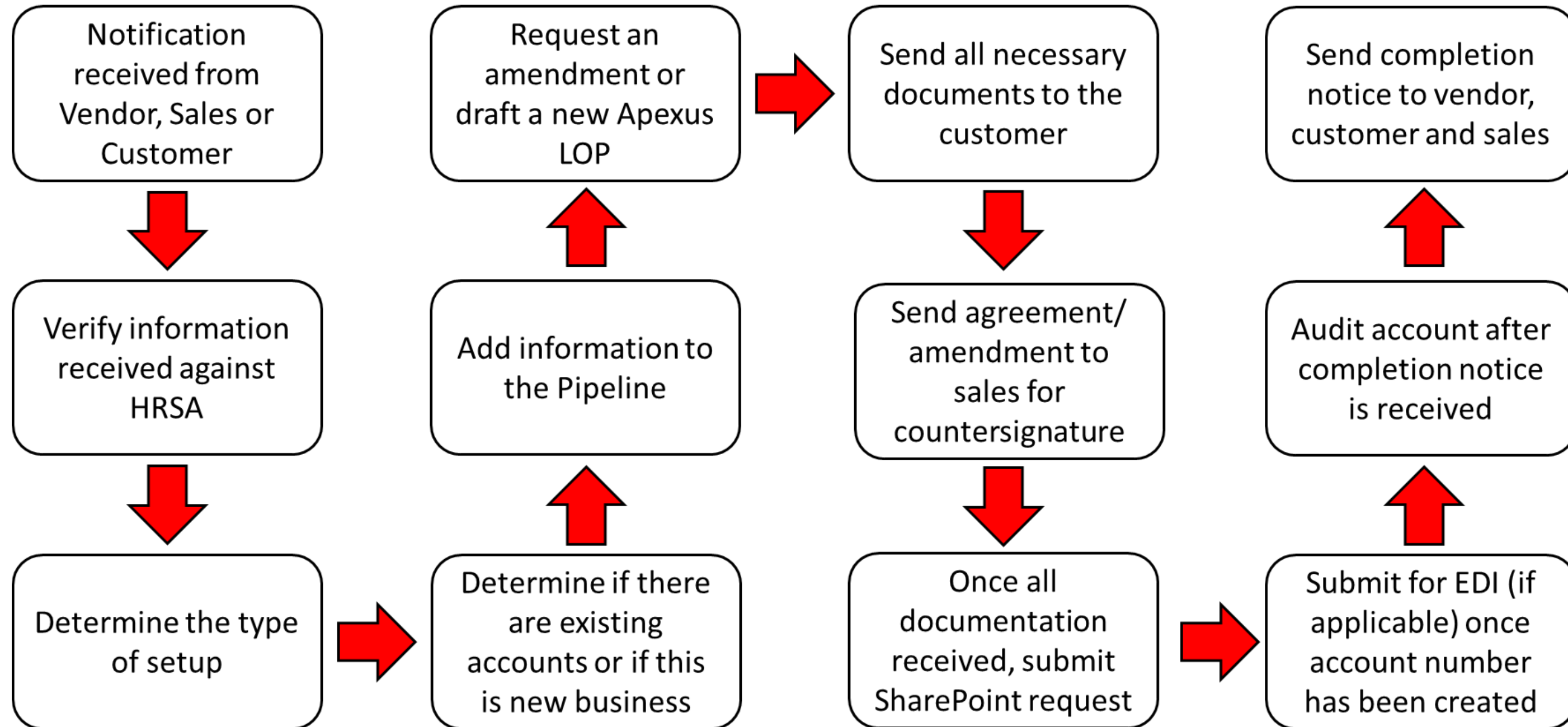
Auditing claims

Enrollment

Referrals

Contract pharmacy expansion

340B ACCOUNT SET UP PROCESS



Compliance is key at each step!

ANY QUESTIONS?



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