

INSPIRING PATIENTS • HOLISTIC HEALTHCARE • COMMITTED TEAMS

340B Drug Pricing Program and HJA Pharmacy

HJAHC All Staff In-Service - Fall 2022

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Agenda

🌐 When poll is active, respond at Pollev.com/poonamkalaria088

📱 Text **POONAMKALARIA088** to **22333** once to join

- **What is 340B Program?**
- **Who is Eligible?**
- **Why 340B Program is so important to HJAHC**
- **What is 340B Saving?**
- **Where do the savings come from?**



Agenda

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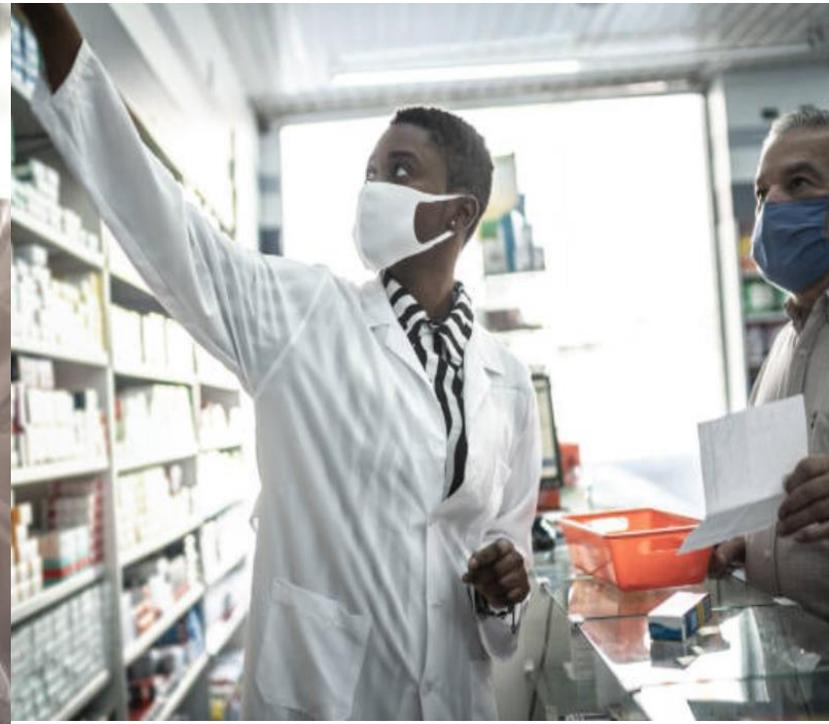
📱 Text **POONAMKALARIA088** to **22333** once to join

- **Why should patients use Henry J. Austin Pharmacy Dept.?**
- **Summary**
- **Post-Presentation Survey**





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What is the 340B Program?



What is the 340B Program?

Introduction

- A Federal Program established by Congress in 1992
- Manufacturers participate in Medicaid require to provide outpatient drugs to covered entities like HJAHC at significantly reduced price

Medication Name	Unit	Regular Price	340B Price
Eliquis 5mg Tablet 60 count	1 Bottle	\$510.49	\$41.86
Lantus solostar pen 3ml 5 count	1 Box	\$410.42	\$0.14
Biktarvy 50/200/25 mg Tablet 30 count	1 Bottle	\$3,458.37	\$2,499.36
Mirena 20UG/Day	1 Unit	\$1,049.24	\$367.05

What is the 340B Program?

Intent of the program

- To help safety-net providers like HJAHC expand their scarce federal resources to reach more eligible patients and provide more comprehensive services

Medication Name	Unit	Regular Price	340B Price
Mirena 20UG/Day	1 Unit	\$1,049.24	\$367.05

What is the 340B Program?

Intent of the program

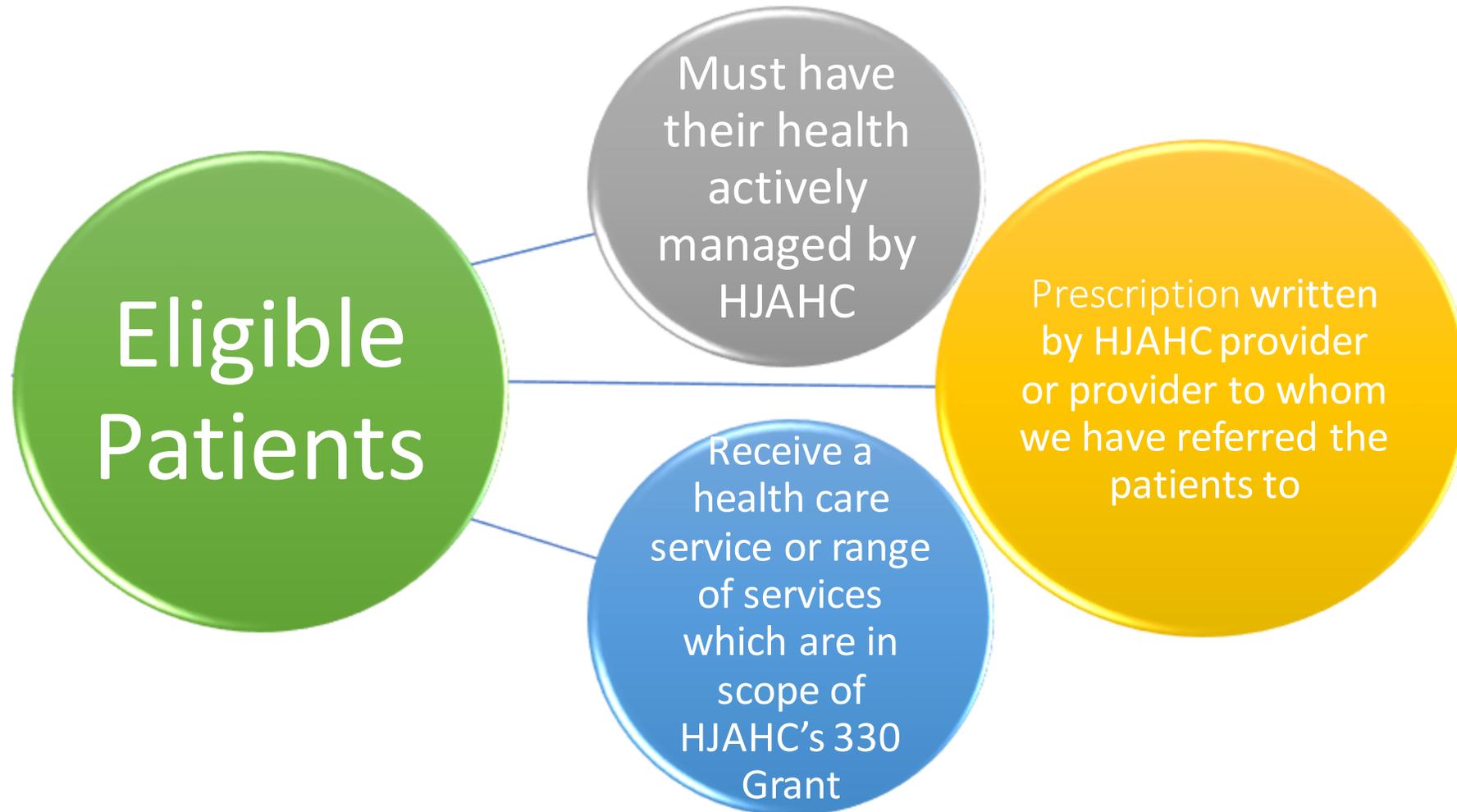


Some examples of **Comprehensive Services** provided at HJAHC through 340B savings



Who is Eligible?

Patient Definition



Importance of 340B Program

HJA Pharmacy Sliding Scale Fee Schedule



Henry J. Austin Pharmacy Sliding Scale Fee Schedule Based on 2022 Federal Poverty Guidelines*

Poverty Level	Annual Income					
	At or Below 100%	101-133%	134-150%	151-175%	176-200%	Above 200%
Family Size	A	B	C	D	E	F
1	\$0 - \$13,590	\$13,591 - \$18,075	\$18,076 - \$20,385	\$20,386 - \$23,783	\$23,784 - \$27,180	\$27,181 - UP
2	\$0 - \$18,310	\$18,311 - \$24,352	\$24,353 - \$27,465	\$27,466 - \$32,043	\$32,044 - \$36,620	\$36,621 - UP
3	\$0 - \$23,030	\$23,031 - \$30,630	\$30,631 - \$34,545	\$34,546 - \$40,303	\$40,304 - \$46,060	\$46,061 - UP
4	\$0 - \$27,750	\$27,751 - \$36,908	\$36,909 - \$41,625	\$41,626 - \$48,563	\$48,564 - \$55,500	\$55,501 - UP
5	\$0 - \$32,470	\$32,471 - \$43,185	\$43,186 - \$48,705	\$48,706 - \$56,823	\$56,824 - \$64,940	\$64,941 - UP
6	\$0 - \$37,190	\$37,191 - \$49,463	\$49,464 - \$55,785	\$55,786 - \$65,083	\$65,084 - \$74,380	\$74,381 - UP
7	\$0 - \$41,910	\$41,911 - \$55,740	\$55,741 - \$62,865	\$62,866 - \$73,343	\$73,344 - \$83,820	\$83,821 - UP
8	\$0 - \$46,630	\$46,631 - \$62,018	\$62,019 - \$69,945	\$69,946 - \$81,603	\$81,604 - \$93,260	\$93,261 - UP

For Family units with more than 8 persons, add \$4,720 for each additional member

Pharmacy Sliding Fee Schedule						
Prescription 340B Medications Sliding Fee**	340B Cost + \$1.00	340B Cost + \$2.00	340B Cost + \$4.00	340B Cost + \$6.00	340B Cost + \$8.00	340B Cost + \$10.00
LARC, incl. IUD Sliding Fee	340B Cost + \$1.00	340B Cost + \$2.00	340B Cost + \$3.00	340B Cost + \$4.00	340B Cost + \$5.00	340B Cost + \$6.00

Pharmacy Sliding Fee Schedule: Excluded Medications			
Excluded Medication / Medication Class	Preferred Medication	Quantity	Cost
Biphasic Oral Contraceptives	Camrese® 3 Month Course	1 Unit (91 Tablets)	\$60.71

Patient pays at a minimum the actual acquisition cost of the dispensed medication and a \$1.00 nominal dispensing fee for each medication.

* Federal Register / Vol.87 No.14/ January 21, 2022

Importance of 340B Program

HJA Pharmacy Sliding Scale Fee Schedule

Poverty Level	Annual Income					
	At or Below					Above
	100%	101-133%	134-150%	151-175%	176-200%	200%
Prescription 340B Medications Sliding Fee	Pharmacy Sliding Fee Schedule					
	340B Cost + \$1.00	340B Cost + \$2.00	340B Cost + \$4.00	340B Cost + \$6.00	340B Cost + \$8.00	340B Cost + \$10.00

Importance of 340B Program

Medication Discount

Medication Name	Patients At or Below 100% FPL Pay if no 340B Program	Patients At or Below 100% FPL Actually Pay with 340B Program
Eliquis 5mg Tablet 60 count	$\$510.39 + \$1.00 = \$511.39$	$\$41.86 + \$1.00 = \$42.86$
Lantus solostar pen 3ml 5 count	$\$410.42 + \$1.00 = \$411.42$	$\$0.14 + \$1.00 = \$1.14$

- HJA Patient paid \$636.12 for one month supply of Eliquis at CVS Pharmacy



What is 340B Saving?

340B Savings at HJAP

Examples of 340B Saving:

Medication Name	Net Savings without 340B Program	Net Savings with 340B Program	340B Savings
Eliquis 5mg Tablet 60 count	$\$600 - \$510.39 = \$89.61$	$\$600 - \$41.86 = \$558.14$	\$468.53
Lantus solostar pen 3ml 5 count	$\$600 - \$410.42 = \$189.58$	$\$600 - \$0.14 = \$599.86$	\$410.28

Only about **30%** of HJAHC patients use HJA Pharmacy

What is 340B Saving?

340B Savings at HJAP

WITH 340B vs. WITHOUT 340B

Patient A (insured)



340B Cost: \$300
Insurance pays: \$550

Income \$150

Patient B (not insured)



340B Cost: \$300
No insurance \$ 0
340B funds from Patient A: \$150

Patient owes \$150

Patient A (insured)



Cost without 340B: \$500
Insurance pays: \$550

Income \$ 50

Patient B (not insured)



Cost without 340B: \$500
No insurance \$ 0
340B funds from Patient A: \$ 0

Patient owes \$500



Where do the 340B savings come from?

HJA's 340B Program

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graph TD; A[HJA's 340B Program] --- B[In-House Pharmacy]; A --- C[Contract Pharmacies]; A --- D[Specialty Pharmacies]; A --- E[Referral Claims];
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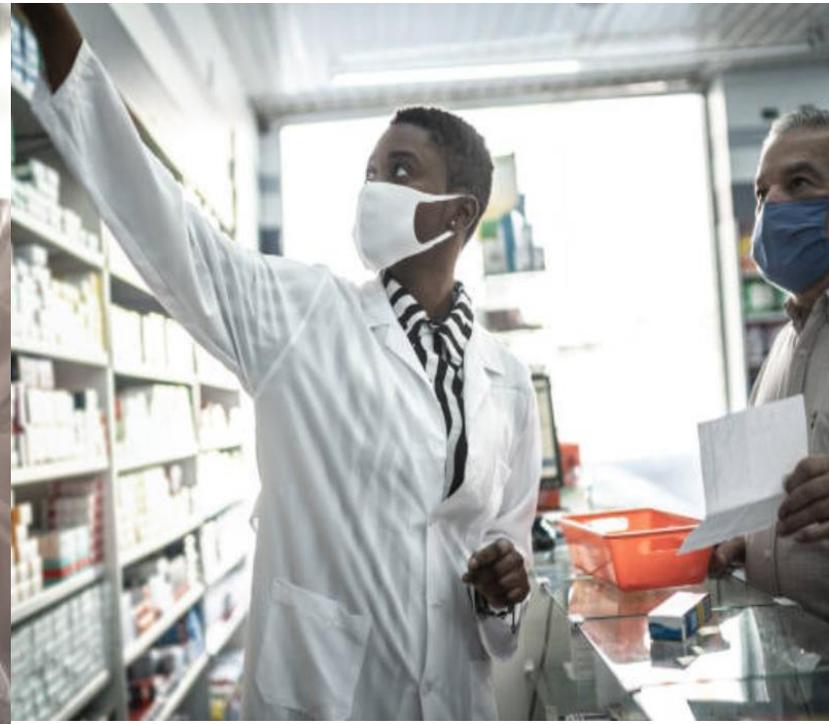
In-House Pharmacy

Contract Pharmacies

Specialty Pharmacies

Referral Claims

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Why should patients use HJAP?





In house Pharmacy

Henry J. Austin Pharmacy Department (HJAP) at Warren St.

- Opened for business in February 2016
- Owned by HJAHC
- Open-door pharmacy
 - Utilizes specialized pharmacy software capable of:
 - Billing prescriptions at regular pricing for the public
 - Applying individualized prescription discounts based on a sliding scale determined by income

In house Pharmacy

Henry J. Austin Pharmacy Department (HJAP) at Warren St.

- Only 30% of total prescribed medications from our providers are transmitted and filled at HJAP Dept.
- HJAP is currently staffed and equipped to provide services to more patients





Why should ANYONE use HJAP Department?

Free Prescription Delivery

Certified Spanish Interpreters

3 Bilingual Pharmacy Technicians

Medication Synchronization

Out of Stock medications are received next business day

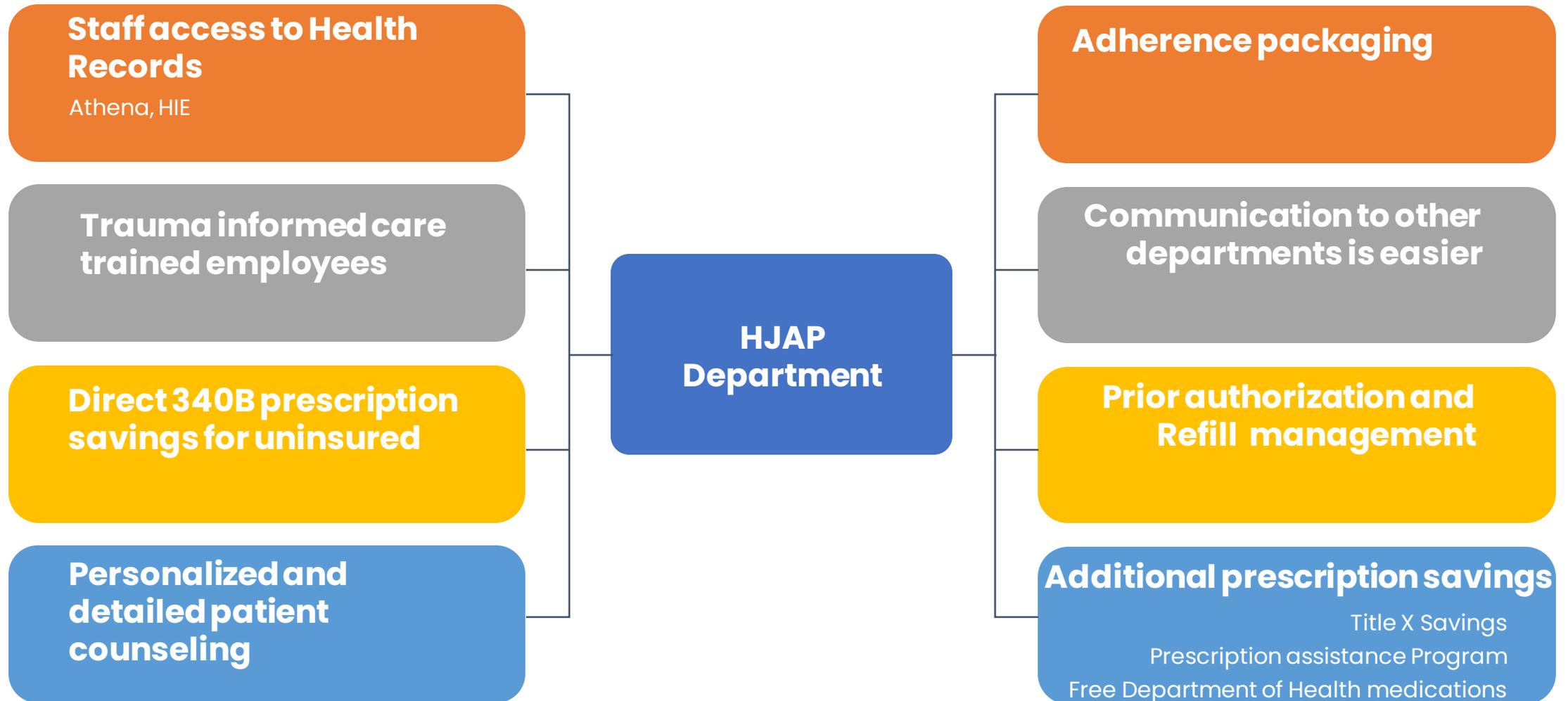
FlavoRx for pediatric patients

Rx Local App

Includes In App direct messaging to pharmacy staff



How will HJAHC patients benefit from using the In-house pharmacy?



Where do the 340B savings come from?



Contract/Specialty Pharmacies:

- HJA has contractual agreements with retail/independent/specialty pharmacies like CVS, Walgreens, Walmart, Westside, Ewing, Mast, Rapp's West, Episcopo's, and BioPlus.
- HJA receives a part of the profit every time HJA patients fill their medication at one of these contract pharmacies

Where do the 340B savings come from?



Contract/Specialty Pharmacies:

- No Sliding Fee Scale discount for HJA patients at contract pharmacies
- Manufacturers' contract pharmacy restrictions

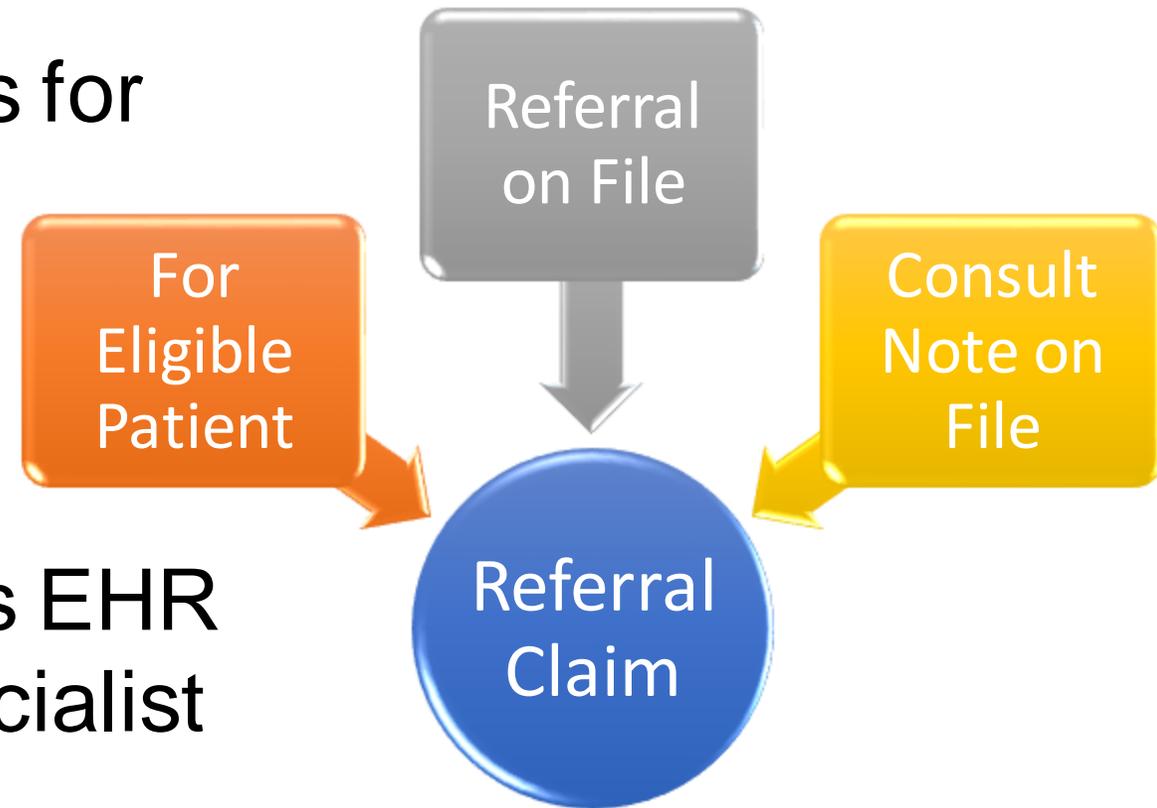
Where do the 340B savings come from?

Par80/CloudMed:

CloudMed Captures referral claims for CVS and Walgreens contract pharmacies

▪ Eligible Referral Claim:

- ✓ For an Eligible Patient
- ✓ Have a Referral/Note in Patient's EHR
- ✓ Have a Consult Note from a specialist in Patient's EHR



Summary

❖ **The stated congressional intent of 340B in 1992 was “ to stretch scarce federal resources as far as possible, reaching more eligible patients and providing more comprehensive services.” its intent ties directly to HJA’s belief “everyone deserves quality healthcare and access to the resources they need to be healthy and well.”**

Summary

❖ At HJAHC patients are **NEVER** turned away for inability to pay and that is possible because of savings that HJAHC receives through the 340B drug pricing program and its corresponding contract pharmacy agreements

Summary

❖ **With help of **Employees** at HJAHC, we can maximize 340B Savings and provide patient-centered, high-quality healthcare to any patient who chooses to utilize our services – especially those who would have no other means to access quality medical, dental, behavioral, preventative, diagnostic and pharmaceutical care**





