

Ambulatory Infusion Pharmacy Consulting

Infusion pharmacies provide parenteral medication and clinical therapy management services for patients in the home or an alternate site.

Overview

Infusion drug spending in the U.S is estimated at \$9-11 billion annually with services provided by over 1,500 infusion pharmacy locations.

Diseases commonly requiring outpatient infusion therapy include infections that are unresponsive to oral antibiotics, cancer and cancer-related pain, heart failure, and gastrointestinal disorders.

“Specialty” infusion refers to the administration of drugs that are high cost and require special handling or monitoring (biologics or plasma products used for immune deficiencies, multiple sclerosis, rheumatoid arthritis, or inflammatory bowel disease).

Pharmacy market trends

- Site of care optimization requiring infusion therapy in the home verses a hospital or ambulatory clinic
- Payers increasing the use of prior authorizations for managing the utilization of infused medications
- High percentage of pipeline drugs requiring parenteral administration
- Variable coverage and reimbursement between Pharmacy and medical benefits

¹About Infusion Therapy-FAQs. National Home Infusion Association website. <http://nhia.org/faqs.cfm#faq1>. Accessed December 20, 2018.

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What’s required to implement an ambulatory infusion pharmacy?

- Comprehensive benefits investigation and patient assistance services
- Clinical patient management including 24/7 on-call pharmacist for clinical and dispensing services.
- USP 797/800 compliant cleanrooms for sterile drug compounding
- Nursing services through an owned or home health agency partner
- Infusion supplies and pumps
- Medical and prescription benefit billing capabilities to commercial and governmental payers.
- Access to payer contracts
- Accreditation

The Vizient approach – expert pharmacy consulting services

Vizient® offers ambulatory infusion pharmacy advisory solutions that provide customized business plan development, implementation and accreditation support for a fully integrated, patient-focused, ambulatory infusion pharmacy solution.

Our consulting team of highly skilled experts will:

- Conduct on-site leadership interviews to determine your organization’s specialty, infusion and ambulatory pharmacy goals
- Review any current infusion clinic and ambulatory pharmacy operations
- Analyze and report sources and volumes of new prescriptions, as well as potential revenues and profits
- Identify and describe the pharmacy service components required to capture new infusion business opportunities and overcome obstacles and barriers
- Provide a five-year financial pro forma, including projected start-up costs, revenues and net margin
- Provide implementation support to move from concept to inception of infusion pharmacy operations quickly and effectively

As the nation’s largest member-driven health care performance improvement company, Vizient provides network-powered insights in the critical areas of clinical, operational, and supply chain performance and empowers members to deliver exceptional, cost-effective care.