

340B Program Consulting

Vizient can help you minimize the risk and maximize the financial return of your 340B program

Support areas

- 340B registration preparedness
- Compliance training
- Split-billing and 340B software setup
- Implementation support
- Health Resources and Services Administration (HRSA) audit preparedness
- Complete outsourced implementation of solution
- Identification of opportunities for greater financial return from your program

The 340B program enables qualified providers to deliver more care to more patients by leveraging significantly discounted prices from drug manufacturers on qualified outpatient drugs. Vizient can help you implement a 340B program or audit and assess your existing program. We can also develop a customized plan for optimization based on your specific needs and goals.

Why is 340B optimization important?

The 340B program was estimated to account for \$6 billion in drug purchases in 2011.¹ Savings from a 340B program can lead to a 25 to 40 percent reduction in hospital drug budgets. Even greater savings can be achieved by capturing more outpatient pharmacy business to take advantage of the discounts. The potential value and savings are significant. However, noncompliance with 340B program requirements is a growing risk—the number of audited entities nearly tripled since 2012—and can be a challenge. According to HRSA, 72 percent of 340B programs audited between 2012 and 2015 had at least one finding of noncompliance.² Such findings can result in penalties, removal from the program and negative publicity.

A comprehensive solution

From assessment through optimization through fully outsourcing a 340B program, Vizient can guide you on the path to compliance and success. We can conduct a comprehensive compliance review, addressing covered care settings and contract pharmacy relationships specific to your organization, and develop an actionable plan for ensuring that your 340B program is as good as it can be.

Health care organizations with successfully established 340B programs still have opportunities to optimize them to deliver greater financial returns. Even if you already audited your program, however, it can still be a challenge to identify and leverage the right resources to support end-to-end performance improvement without compromising other efforts.

Vizient has the resources you need—both industry-leading analytics and deep expertise in pharmacy performance improvement, including medication management. Our consultants have first-hand experience in leading 340B program improvements to drive greater returns.

“Vizient worked so well with our staff. Our Vizient consultant continues to forward me updates and information and stays in touch even though the engagement is over.”

Carol Danielson
Senior Vice President
and Chief Nursing Executive

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Program assessment

- Ensures the financial feasibility of the program by reviewing pharmacy purchase data, revenue and usage reports, and all 340B-eligible departments, as well as identifying financial opportunities for contract pharmacy services from eligible partners
- Evaluates the effectiveness of policies and procedures in areas including procurement, distribution, dispensing, inventory management, audit documentation procedures and patient eligibility
- Identifies potential diversion areas for 340B drugs and verifies accurate definition of eligible patients and providers
- Individual patient-product tracking, group purchasing organization exclusion (where applicable), orphan drug procedures and grant procedures
- Gauges the effectiveness of program governance and structure, including resource allocation for oversight and management, registration and eligibility requirements, key site definitions, and decisions regarding utilization of savings

Compliance audit

- Confirms compliance across departments
- Assesses adherence to patient definition, physician relationship and prescription eligibility requirements, and provides reviewable documentation

Implementation support

- Ensures HRSA audit readiness with regard to diversion and Medicaid compliance and patient eligibility
- Establishes policies and procedures for eligible departments, as well as processes for tracking the procurement and utilization of drugs under 340B pricing
- Verifies ongoing compliance
- Guides execution of agreed-upon change management strategies

Contract pharmacy implementation

- Guides contract relationships with eligible retail pharmacies
- Evaluates discharge prescription data to assess financial opportunity
- Supports implementation of contract pharmacy services across departments

Remote program management

- Provides a comprehensive outsourced solution for delivering a 340B program
- Offers setup and maintenance of web-based 340B split-billing software for hospital and contract pharmacies

Program optimization

- Enables greater financial return from your 340B program
- Facilitates program expansion, allowing better, more efficient patient care
- Offers recommendations for ongoing monitoring, audits and sustainability

Working with Vizient will help you maximize your 340B program by minimizing risk, increasing staff expertise, ensuring compliance and enabling greater financial return.

Why Vizient?

Unbiased. Vizient has no bias with regard to distributor, contract pharmacy, or software provider relationships.

Comprehensive. We deal with all covered entities and 340B operations.

Experienced. Our consultants are graduates of Apexus 340B University and have first-hand experience leading 340B programs.

Proven. Vizient offers demonstrated expertise in regulatory compliance.

1 US Government Accountability Office. Drug Pricing: Manufacturer Discounts in the 340B Program Offer Benefits, But Federal Oversight Needs Improvement. Report to Congressional committees. GAO-11-836. <http://www.hrsa.gov/opa/programrequirements/reports/gaoversightneeded09232011.pdf>. Published September 2011. Accessed August 24, 2016.

2 340B drug pricing program: audits of covered entity results. Health Resources and Services Administration website. <http://www.hrsa.gov/opa/index.html>. Updated August 26, 2016. Accessed September 2, 2016.

As the nation's largest member-owned health care services 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.

