

Optimizing 340B Cashflow, Visibility & Compliance

every patient counts



Velocity

Our 340B Leader



Dr. LeeAnn Scheer
PharmD, MBA
Co-Founder
Chief Pharmacy
Officer



15 years 340B experience with health systems

340B Government Advocacy Board

National speaker 340B Health Program

Our 3C Mission

Serving Covered Entities with Enterprise 340B Technology and Services

Cashflow

Protect and grow cashflow
from 340B discounts

Clinical

Overcome barriers to
medication adherence

Compliance

HRSA eligibility &
mandated reporting

Outcomes

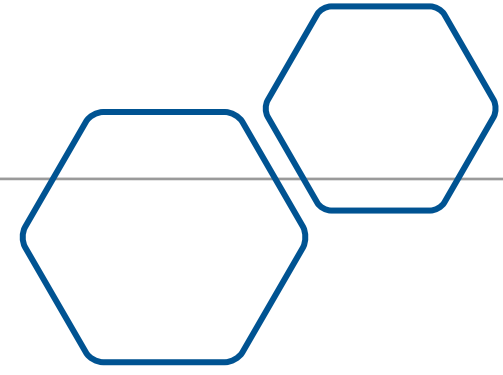
Measurable, sustainable

\$49 million

340B Cashflow
Gained

32
Covered Entities
Served

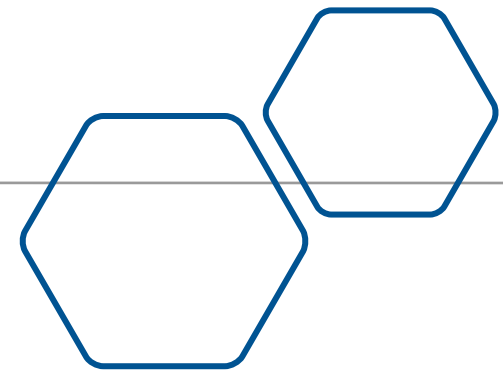
20
Months



340B Services

Assessment

340b program assessment with actionable recommendations, including evaluation of prescription patterns, fulfillment and supply chain coordination, internal pharmacy hub services, and elements of the Client's payer network, pharma limited distribution networks, and 340b contract pharmacy network.

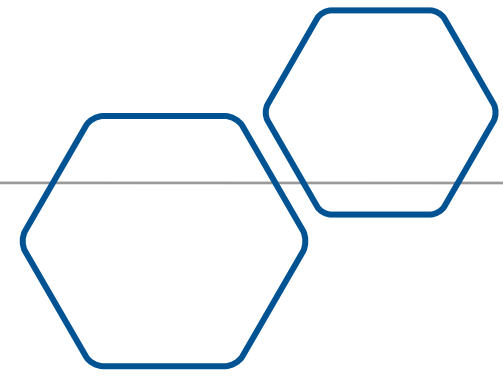


340B Services

Revenue Integrity

Monthly Financial Auditing of contract pharmacies.

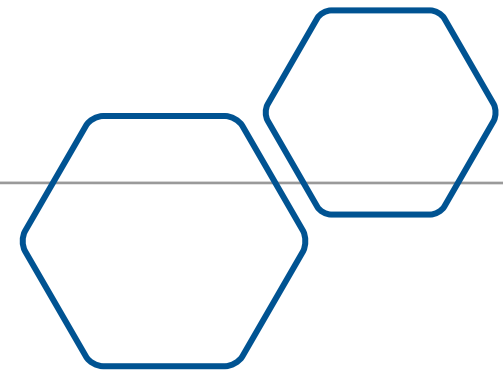
Optimization of Contract Pharmacy Network (including contract negotiations).



340B Services

Compliance

340B Compliance Policy and Procedure review and recommendations. Annual Independent Audit of selected 340B operating universes. HRSA Audit preparation and assistance. TPA administration.



340B Services

Routing

Specialty pharmacy fulfillment routing recommendations to 340B contract pharmacy network providers. Send every prescription to the best specialty pharmacy.

340B Routing Economics

Dispensing Pharmacy

	Best	Average	Outside Network
Reimbursement	\$7,161	\$7,161	\$7,161
Paid to Pharmacy	(\$1,161)	(\$5,161)	(\$7,161)
Cash to Health System	\$6,000	\$2,000	\$0
Annual value	\$72K	\$24K	\$0
Patient Lifetime Value	\$500K+	\$90K	0\$



\$7,161 AWP Per Month

5 Arthritis Conditions

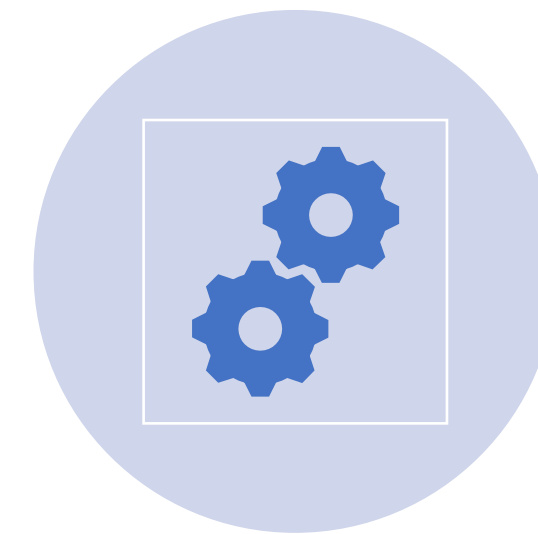
7+ Therapy Years

125,000+
Complex Comorbidity Patients

340B Closed Loop Referrals



Discover and facilitate opportunities to increase cashflow



Design, orchestrate, and implement 340B-compliant referral programs



Coordinate with on-site providers, off-site specialists, TPAs, and pharmacies

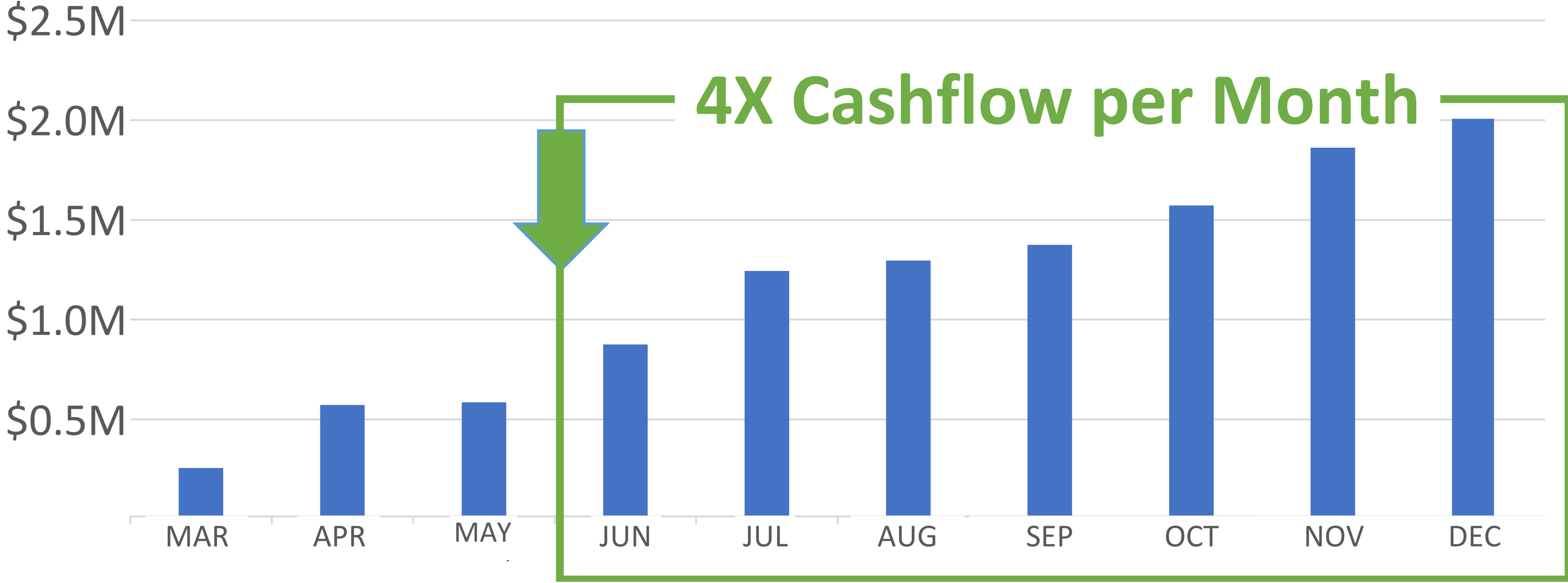


Cashflow gains may be achievable within 30 days

Enterprise Closed Loop Referral program

340B cashflow growth

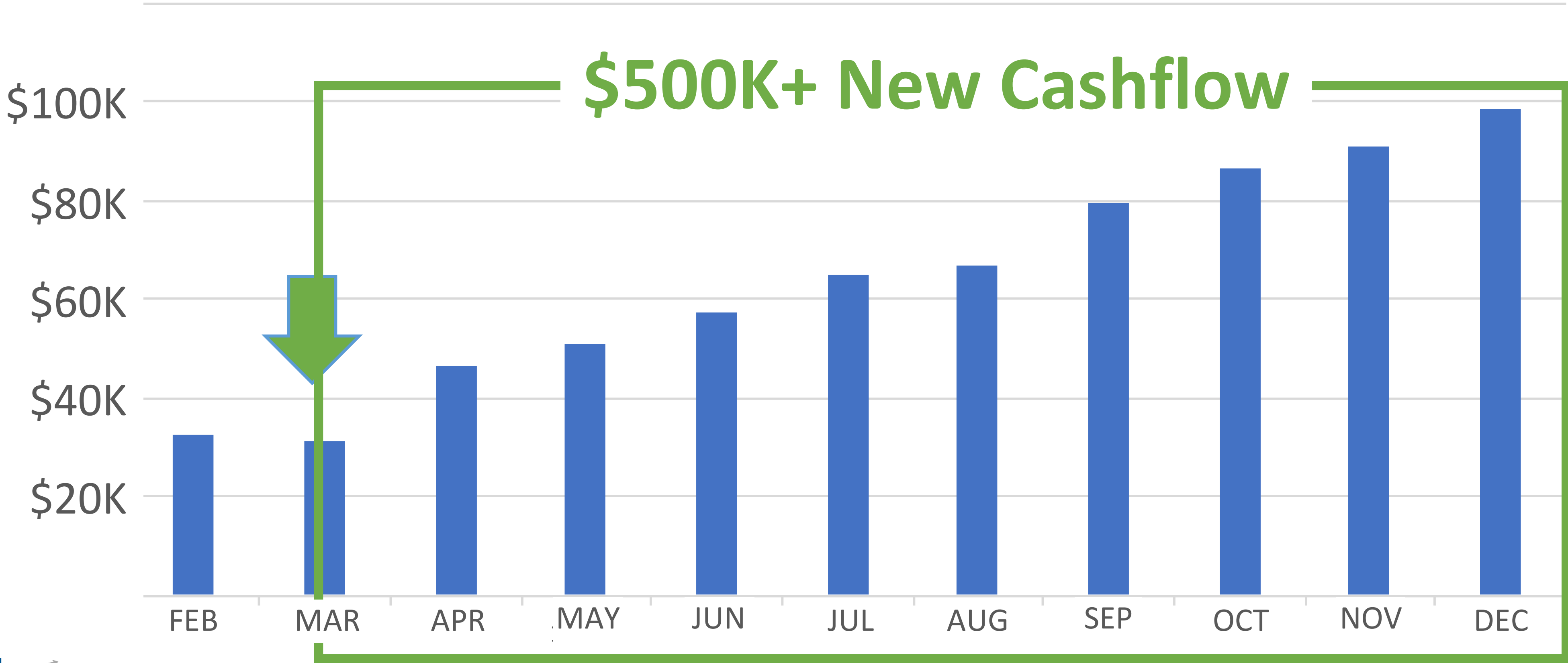
5 DSH system 1247 beds with 157 clinics



FQHC Closed-Loop Referral Program

340B cashflow growth

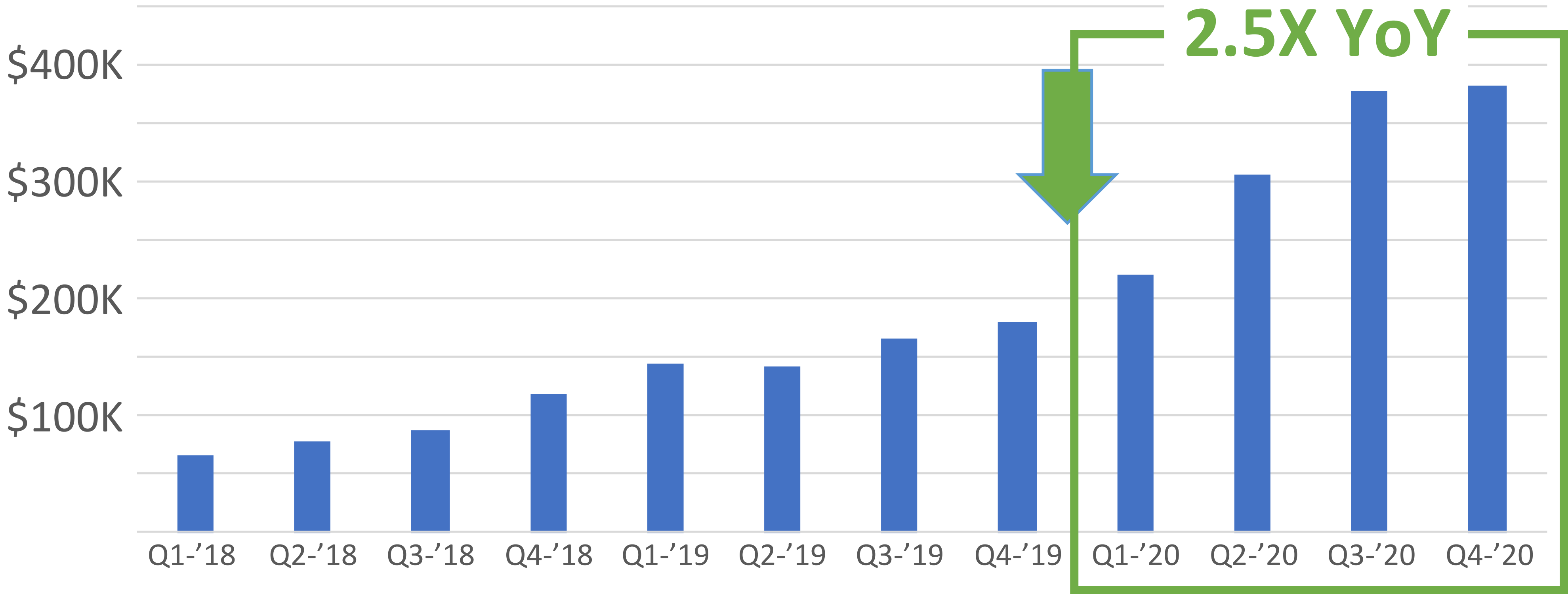
3 Clinic FQHC



DSH Closed Loop Referral Program

340B cashflow growth

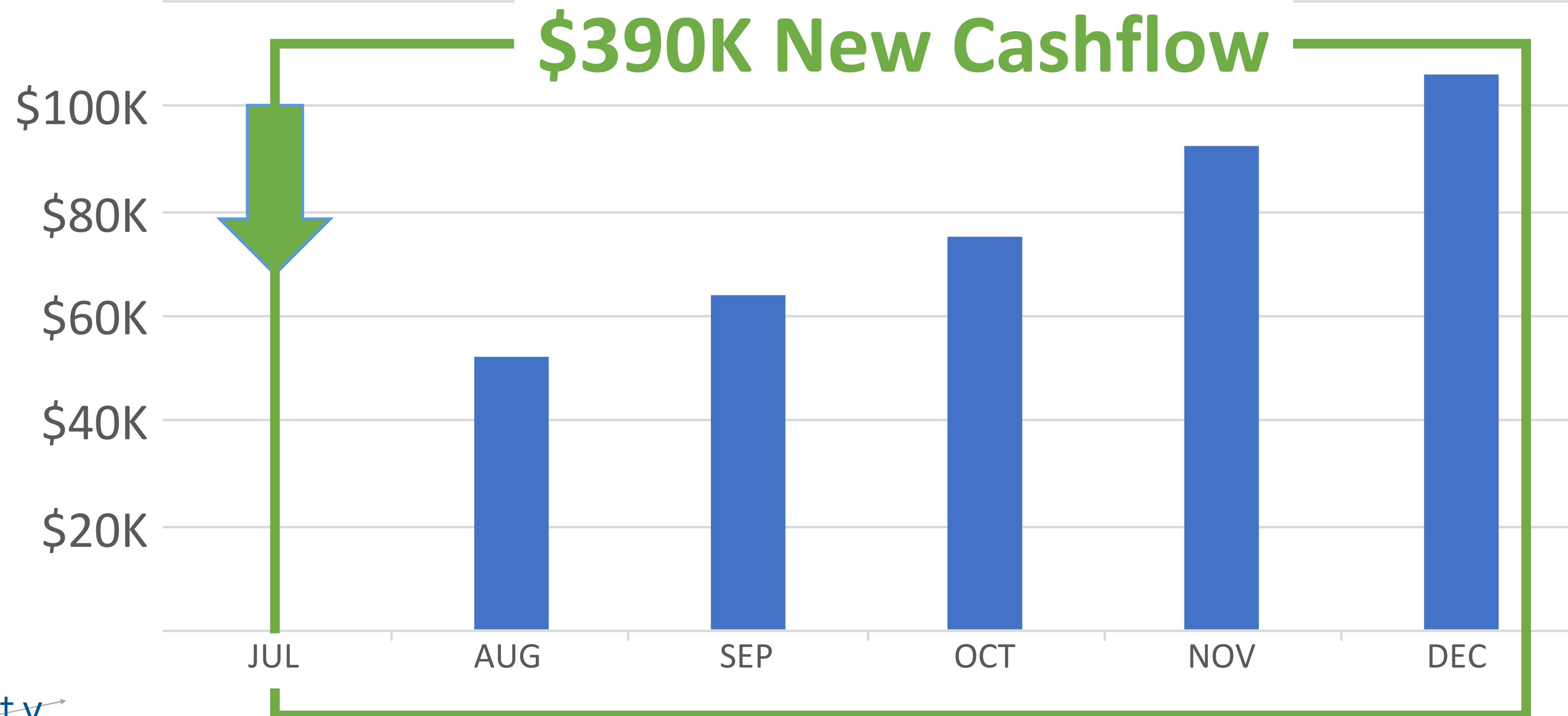
49 Bed DSH hospital, 3 outlying clinics



Another example...

340B cashflow growth since the start of Closed Loop Referrals

65 bed DSH Hospital with 1 Clinic



Easy to start.

1

Platform Access

- Prescription routing patterns
- Fulfillment and supply chain coordination
- Health system pharmacy hub services

2

Actionable Recommendations

- Payer networks
- Limited distribution networks
- 340B Contract Pharmacy network
- Closed-loop Referrals

3

Gainshare Engagement

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