



Leveraging 340B Savings to Improve Care

Safety net providers deliver healthcare to patients regardless of their ability to pay. This underserved patient mix consists of uninsured, underinsured, Medicaid and other vulnerable patients. Established in 1992, the 340B Drug Pricing Program requires drug manufacturers to provide outpatient drugs to Covered Entities at significantly reduced prices. The program is available to several types of safety net health providers, known as Covered Entities, and it allows these providers to stretch the limited federal resources available to them and to offer a comprehensive set of services.¹



340B Complete®

The challenge

Shawnee Health Service provides health and social services to residents of southern Illinois and southwest Indiana. Shawnee's 14 community health centers provide affordable, accessible quality healthcare to high-risk and vulnerable populations with comprehensive medical, dental and behavioral health and social services. In 2012, over 146,850 patient visits were provided by 40 physicians, dentists, psychiatrists, physician assistants and nurse practitioners. Specialized medical and social services have been created for pulmonology, obstetrics and gynecology, chronic disease management, adolescent health, mental health, school-based health, and migrant and seasonal farmworkers.

Although, as a safety net provider, Shawnee was already receiving government funds and grants, it found there were significant gaps and a shortage of needed programs for its high-risk and vulnerable patient population.

The 340B program offers Covered Entities the option to contract with pharmacies to dispense drugs purchased through the program on their behalf. Contract Pharmacies help Covered Entities achieve their mission to improve and expand care for their eligible patients by extending their pharmacy services throughout the communities they serve.

Case summary

- The 340B program creates opportunities for cost savings through the Contract Pharmacy option
- These savings can be used to **expand the Covered Entities' mission**
- Shawnee **chose Walgreens** to be its 340B Contract Pharmacy Network provider
- To date, Shawnee experienced **over \$1 million in savings using 340B Complete**. The health center used those savings to expand care for its patients

The solution

Fred Bierer, director of Pharmacy Services at Shawnee, started shopping around for Contract Pharmacy Network providers. Shawnee chose Walgreens because they had the capabilities the health center sought and proven outcomes. Walgreens walked Shawnee through the Contract Pharmacy Network process—what to expect from it, what their obligations were, and what Walgreens obligations were—and identified a clear plan of action regarding what “we wanted to do and where we expected to be.”

Experience the Walgreens 340B Complete advantages

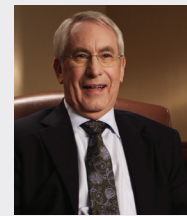
- Access
- Enhanced patient care
- Single vendor Contract Pharmacy solution
- Opportunities for savings
- Compliance support solutions
- Comprehensive audit support
- Efficient and inexpensive implementation
- Superior technology
- Proven reliability

The results

- From January 2012 through March 2014, Shawnee **saved just over \$1 million** from its six Walgreens Contract Pharmacies through the 340B Complete program
- These savings have allowed Shawnee to continue to **provide quality and affordable medical care** to its uninsured and underinsured patients
- In addition to Walgreens Contract Pharmacies, Shawnee **started an in-house pharmacy** to provide pharmaceutical care to patients who otherwise many times would have to choose between groceries, shelter or medicine
- Shawnee has been able to **expand programs** and continue others for which lack of funding became a problem
- Shawnee has experienced:
 - **Improved compliance** with treatment programs
 - **Increased positive outcomes** for its most vulnerable patients

*Based on an independent interview with Fred Bierer at Shawnee Health Services (February, 2014) conducted by Pinnacle Health Communications, LLC on behalf of Walgreen Co.

Reference: 1. Health Resources and Services Administration. 340B drug pricing program & pharmacy affairs. <http://www.hrsa.gov/opa/index.html>. Accessed April 16, 2014.



“After all is said and done, I would not hesitate to recommend any 340B-eligible entity that has the opportunity to contract with Walgreens and the 340B Complete program to do so. Walgreens has the experience and ability to assist an entity in starting a Contract Pharmacy program. It is an opportunity to realize savings already there, that they would otherwise miss, that would enhance their ability to provide service to their patients. It has been a pleasure working with Walgreens and the 340B Complete program.”

— Fred Bierer,
Director of Pharmacy Services,
Shawnee Health Service



Walgreens 340B Complete is the only 340B program in the country to earn an HFMA Peer Review designation.*

*HFMA staff and volunteers determined that this product has met specific criteria developed under the HFMA Peer Reviewed Process. HFMA does not endorse or guarantee the use of this product.



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