



Apovia's **Superior** On-Site Pharmacy Solution

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Presenters:

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Agenda



- About Apovia
- Why Open an On-site Pharmacy
- Structuring a On-Site Pharmacy
- Important Factors
- Importance of a Pharmacy Management Company
- Additional Signature Benefits

About Apovia



Company

Apovia is a 340B pharmacy management company that provides services to support and grow a Covered Entity's revenue, compliance initiatives, and patient care.

What We Do

Serves as a strategic partner to fulfill HRSA's goal for the 340B-drug pricing program to "enable Covered Entities, such as FQHC's, the ability to stretch scarce federal resources as far as possible, reaching more patients and providing more comprehensive services" by optimizing Potential 340B Pharmacy Revenues.

Drive better therapeutic clinical outcomes for the Covered Entity patients receiving on-site pharmacy services.



How We Do It

Leverage vast experience and expertise in building out and managing high performing on-site pharmacies.

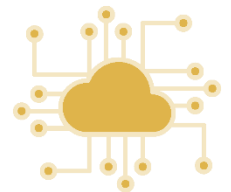
Institute comprehensive "one-stop shop" pharmacy service model to support all of patient's medication needs to best serve patients.



Technology

Equip pharmacies with state-of-the-art computer systems to run operations.

Utilize software and processes provide clinical benefits to patients, reduces administrative burden to clinic staff and helps optimize 340B pharmacy revenues.



"Through the savings associated with an in-house on-site pharmacy, we have been able to improve programs and services, greatly enhancing accessibility and breaking down common barriers to necessary healthcare services."



WHY OPEN AN ON-SITE PHARMACY?

What Does an On-Site Pharmacy Mean for Your Health Center?

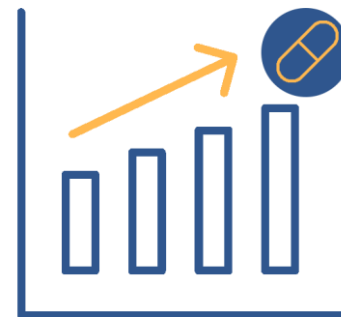


- An increasing number of health centers across the country are taking steps to lessen the impact of **manufacturer restrictions**, and opening an on-site pharmacy is significantly leading the way.
- Chances are, your health center is losing valuable savings due to these detrimental constraints, launching a 340B on-site pharmacy is the most effective solution.



Increased Capture Rate & 340B Savings

Increase your 340B claim capture rate with fewer patients lost to pharmacies outside your Contract Pharmacy network or limitations set by manufacturer restrictions, thus compliantly increasing your 340B Savings.



Improve Patient Outcomes

Improve and optimize patient adherence and experience with immediate access to medication. This provides a critical element in terms of success of treatment as it provides a unique opportunity for the provider, pharmacist, and patient to interact.

WHY: Financial and 340B Benefits



- Manufacturer concerns
- On-Site pharmacy – will complement a contract pharmacy network.
- Increased return on your 340B-purchased medications
- An “open-door” model will increase revenue and attract patients to the health center
- Decrease threats of discriminatory contracting
- Increased control over patient outcomes
- Adherence
- Uninsured program

"Without the savings captured through Apovia's in-house solution, many individuals may not have received the care crucial to their well-being."



HOW CAN YOU STRUCTURE YOUR ON-SITE PHARMACY?

HOW: There are Many Options/Decisions to Make

- Where will the pharmacy be located?
- Who will design, license and contract for the pharmacy?
- This can be outsourced
- Does your Covered Entity have the resources and desire to manage the pharmacy business?
- This can also be outsourced
- Will you have delivery options?

WHAT FACTORS IMPACT FINANCIAL SUSTAINABILITY?

Factors Impacting Financial Sustainability



#1. Location

- Where you locate it will be critical to your capture rate (the percentage of your patients' prescriptions that filled at your pharmacy.)
 - Located within your health center or it's largest site
 - Site should have a minimum of 4 to 6 FTE clinicians.
 - Once a patient walks out your door, the likelihood of them filling their prescription drops significantly.

#2. Payer mix

- What percentage are uninsured/ underinsured?
- To what extent can you retain 340B savings – particularly on Medicaid patients?

Factors Impacting Financial Sustainability (cont.)



#3. Capture rate

- What is a reasonable estimate for your capture rate? (the percentage of all prescriptions written by your providers that are filled at your pharmacy)
 - We will review the volume of prescriptions written by your providers over 6-12 months
- How can you maximize it? (e.g., location, patient encouragement, delivery)

#4. Open-Door

- Being open-door:
 - Helps reduce the impact of changes to 340B
 - Allows you to serve your employees.
 - Reduces risk of discriminatory contracting

#5. State-specific rules – for example:

- Any restrictions in state law?
- Are pharmacy costs folded into Medicaid PPS rates?



WHY A PHARMACY MANAGEMENT COMPANY IS VITAL

"Apovia has been a great partner in ensuring the pharmaceutical needs of our patients are met. They are accessible and willing to try new programs to benefit the patient and the organization."

Apovia Comprehensive Service Model



- “One-Stop-Shop” for all On-Site Pharmacy Needs
 - Pharmacy Services
 - Specialty Pharmacy Services
 - Pharmacy Pick Up, Home Delivery and/ or Mail Order
 - Robust Patient Assistance
 - Work with Case Management
 - Personalized Refill Reminders
 - EMR Assisted Medication Reconciliation
 - Optimal Screening for Drug and Drug Disease State interactions
- Lower Drug Costs: Apovia wholesaler arrangement leverages drug purchases from all its customers to qualify for higher drug price discounts which in turn improves pharmacy profits.
- Integrated Patient Care Pharmacy Services: Clinical Pharmacist and Patient Care Coordinators will troubleshoot medication issues to optimize medication utilization
- Pharmacy Coverage Resolution Service: Troubleshoots medication coverage problems for providers to better ensure patient receives treatment in a timely fashion allowing providers to focus more time caring for patients and less on resolving medication coverage problems.
- Actionable Data Solution: Involves reaching out to high valued patients through a proprietary process and application to assist patients in opting into the Covered Entities 340B pharmacy services resulting in more 340B pharmacy revenues.
- Performance Analytics Service: Evaluates 340B pharmacy Program revenue performance and revenue opportunities by factoring in Escript data and pharmacy contract terms.
- Comprehensive Marketing Strategy: Develop marketing collateral and for pull through activities to garner patient 340B pharmacy participation

Apovia Included Planning & Start-up Tasks



- Facilitate input from, and provide updates to, C-Suite and other staff as appropriate.
- Review floorplan and layout to maximize capacity and efficiency.
- Review facility plans for security requirements.
- Coordinate identification and completion of 3rd party contracting including managed care enrollment as appropriate.
- Assist with accounting processes related to 3rd party reimbursement.
- Assist with vendor selection for goods and services: reverse distributor, inventory company, PSAO, RX labels, Pharmaceutical Distribution, etc.
- Advice on pharmacy services oversight structure.
- Facilitate development of basic policies and procedures.
- Provide guidance for establishing hours of operation and potential growth.
- Assist with selection and configuration of pharmacy IT system.
- 340B program implementation assistance.



Apovia Included Planning & Start-up Tasks (con't)



- Pharmacy Credentialling
 - Manage Board of Pharmacy Inspection and Licensure
 - Manage Acquisition of NPI, NABP, DEA and Medicaid Provider Number
 - Set up PBM network
- Set Up Drug Wholesaler Arrangement
 - Volume discount wholesaler agreement
- Implementation of a comprehensive pharmacy service model including key Apovia Signature Services

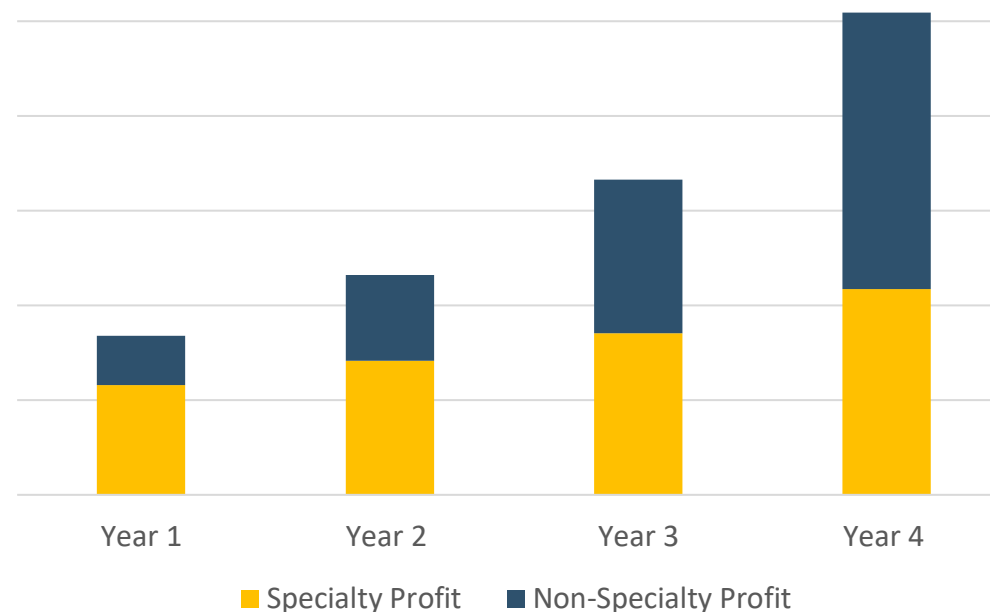


Apovia Provides a Transformative Financial Impact



- Annual profit to Covered Entities has grown strongly
 - Year 2: 35% increase
 - Year 3 43% increase
 - Year 4: 54% increase
- Profit contributions are net of all drug costs and pharmacy fees
 - Financial contribution has enabled significant investments in patient care and operations

Net Profit Delivered
to Portfolio of Covered Entities





APOVIA SIGNATURE BENEFITS

Apovia Signature Service: Pharmacy Coverage Resolution Service



- Proprietary **Application** and Process
 - Manages medication coverage rejections at the patient's pharmacy of choice caused by a billing rejection code or a prior authorization requirement
 - Provides pharmacy concierge service to drive medication adherence clinical outcomes.
 - Ensure patient receives therapy regardless of medication coverage problem
 - Coordinate with case managers for various social services such as assist with insurance coverage, transportation to pharmacy, etc.
 - Coordinate with Pharmacies to ensure medication availability and pick or home delivery
 - Research for providers any formulary coverage information.
- Key Benefits
 - Ensures patient access to medication when there is a payer coverage rejection
 - Faster Prior Authorization turnaround times - 6 days vs 17 days for Providers
 - Enable providers more time for patient care
 - Increase patient participation in the clinic 340B pharmacy program
 - Reduced administrative staffing costs

Apovia Signature Service: Actional Data Solution



- Utilize software query logic that can analyze Escript Data and other data elements to provide actionable data on how to guide and prioritize 340B pharmacy efforts to optimize 340B revenues.
- Identify high-cost retail and specialty prescriptions currently not monetized as 340B medication claims.
- Increase 340B prescription revenues through effective patient and provider outreach using actionable data.
- Case Study Outcome: 232 patients Converted to use clinic pharmacy
\$1,322.00 Monthly Gross Profit per patient
- HRSA's Goal of 340B Program “generate revenues to enable Covered Entities to stretch scarce federal resources as far as possible, reaching more eligible patients and providing more comprehensive services”

Apovia Signature Service: Performance Analytics



- Proprietary analytics that evaluates 340B pharmacy program revenue performance and revenue opportunities by factoring in Escript data and pharmacy contract terms.
- Provides insights on how the current revenue level compares to the potential 340B revenue opportunity available for the Covered Entity.
- Provides insights on strategic steps that can be taken to optimize the potential 340B revenue opportunity for a Covered Entity.

Apovia Signature Service: Apovia Disease State Management Programs



- Major Components
 - Direct Patient Care Interventions
 - Population Health Interventions
- Disease State Programs
 - Hypertension
 - Diabetes
 - HIV
 - ** Other per covered entity request.

QUESTIONS?

Thank You

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