

Apexus' 340B Prime Vendor Program Basics

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Specialist

Apexus – 340B Prime Vendor Program

The 340B Program Team

- The 340B Program Team:
 - HRSA's Office of Pharmacy Affairs
 - 340B PVP Prime Vendor Program (Apexus Inc.)
 - Pharmacy Services Support Center (PSSC/PharmTA)



Apexus – Mission

- Mission: Apexus leverages its unique purchasing power and expertise to deliver value which helps eligible health care and public service organizations to access unmatched savings and optimize performance
- Unique federal purchasing program



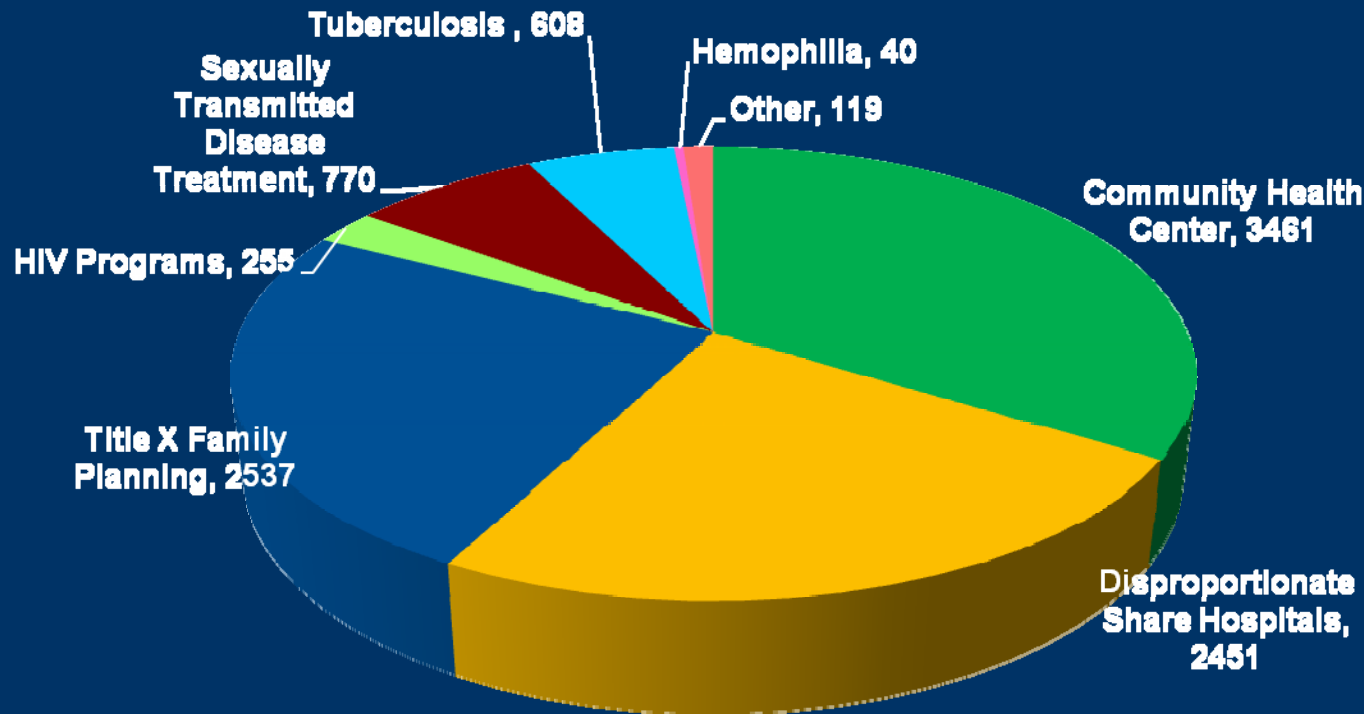
What does Apexus provide?

- Maximize value delivered through a single national program
- Access to 340B sub-ceiling prices for drugs and discounts on other products/services
 - Average sub-340B savings of 15% on contracted items
- Pricing transparency via secure website
- No change of distributor required
- No risk or cost to participate

340B Eligible Entities

- Federally Qualified Health Centers (FQHC)
- Comprehensive Hemophilia Treatment Centers
- Ryan White Programs
- Sexually Transmitted Disease/Tuberculosis Programs
- Title X Family Planning Clinics
- Urban / 638 Tribal Programs
- Federally Qualified Health Center Look-Alikes
- Disproportionate Share Hospitals
- Children's Hospitals – NEW September 2009

PVP Participants by Entity Type (as of August 2010– 10,241 participants)



Apexus PVP Contracting

- Over 3500 covered drugs at sub-ceiling pricing
- One or two products within therapeutic drug class
- Best market pricing for non-covered drugs, vaccines, pharmacy supplies and services
- Two to three year agreements
- No rebates; but performance based contracting is permitted
- Participant advisory councils:
 - Hospitals
 - Community Health Centers
 - Title X Family Planning Clinics
 - Hemophilia Treatment Centers

340B Service Delivery Options

- In-House Pharmacy
 - Traditional
 - Tele-pharmacy
 - Management company operated
- Contracted Pharmacy (one or more)
 - Community retail
 - Mail order
 - Multiple contract pharmacy (effective April 5, 2010)
- Prescriber Dispensing
- All clinic administered drugs within health center are eligible for purchase through program!

Apexus Portfolio – Medications & Vaccines

- CSL Behring – Hemophilia Products
- GSK – Epzicom and Vaccines
- Merck – Vaccines
- Novartis Vaccines – Menveo
- Major – Oral Solids
- Roche/Genentech – Cellcept
- Sanofi-Pasteur - Vaccines
- Sandoz – Orals & injectables
- Teva – Injectables
- Watson – Oral solids

Apexus Portfolio - Services

- Diagnostic supplies
 - HIV Rapid test kits – Inverness, SMC Direct & Trinity Biotech
 - Condoms
- Apothecary supplies
 - Prescription vials/labels/printer cartridges
- Diabetic supplies – meters, strips and syringes
- Patient Assistance Program Software
- Outpatient RX technology and automation – ScriptPro, Automed, Innovation, VoiceTech
- Reverse distribution (pharmacy returns)
- Auditing and overcharge recovery services

Market Segment Secure Website

(888) 340-BPVP (340-2787) HOME | MY PROFILE | LOGOUT

340B Prime Vendor PROGRAM
Managed by Optum

CATALOG

340B PVP SELLING PRICE

PVP CATALOG HOME

News:

- Apexco signs service contract with ReSecurity
- Retirement of Ben Mitchell, Director of the Office of Pharmacy Affairs at HRSA
- Federal 340B Program Update sponsored by Apexco Prime Vendor Program
- \$600 Million Marketed for Community Health Centers
- Pedinol Pharmacal, Inc. to recalculate AMP on purchases of Gris-PEG®

Website Navigation Tutorial - Learn about the new website navigation! We've moved some things around and added a few features to enhance navigation.
[Join us for a quick tutorial.](#) »

Welcome, Annie Banh, to the 340B Prime Vendor Program's Secure Web Site

As a participant of the Prime Vendor Program, you have access to confidential pricing information and reports, allowing you to make purchasing decisions that are beneficial to your facility. To immediately begin viewing the pricing catalog, select your choice on the left hand navigation.

By selecting the entity type button below, you will have access to areas that are beneficial to your entity type. We welcome your comments about the site, please e-mail us at participant@340bvpv.com.

Select Your Entity Type Below:

- DSH Children's Hospital Hemophilia
- Consolidated Health Centers
- Title X (Women's Health)
- STD TB HIV/RW

Informational Tools & Resources

340B Prime Vendor

PHARMACY FLASH
May 2009

Approx. PVP Pharmacy Flash is a newsletter containing contract updates within PVP, related clinical and product information, industry news and announcements that are relevant to participating A/RP entities.

Special Announcements

Register for the 13th annual 340B conference on improving access to pharmaceutical care and ensuring compliance with federal and state laws 1

11th Annual Pharmacy Purchasing networking conference 1

Prime Vendor Program scholarship contest for pharmacy buyers 1

Prime Vendor Program webinars available to interested PVP participants 1

QMP April 2009 newsletter available 1

Q2 2009 PVP had the lowest price in 100 out of 500 therapeutic categories 3

Contract Highlights

Contract Renewals 3

ABS Southwest 3

Trendy Biotech 3

Watson Pharmaceuticals 4

Product Additions

Min-O-Eag drugs 4

Symbax[®] 4

Methypred 4

Government & Policy News

Kansas Gov. Sebelius Confirmed as HHS Secretary 4

Congress returns to take on health care reform 5

Federal health architecture delivers free, scalable solution helping organizations tie health IT systems into the NHS 5

Senate Hearing Focuses on Community Health Centers as Health Reform, GAO Report Cited 5

FDA Will Lower Minimum Age for OTC Sale of "Plan B" Contraceptive Pill to 17 6

FDA reverses action on morphine oral concentrate solution 6

Industry News

AHP survey shows impact of economy on hospital pharmacy 6

Pharmacists generating income under Medicare programs 6

Study finds most hospitals fail to meet quality, safety standards 7

AHP report finds inpatient prescription drug prices increased nearly 9 percent in 2008 7

MACCS, PBM sue to stop AHP settlement 7

Officials say mass vaccine for vaccines may not be ready until late November 7

Court denies Sanofi & Novartis request 8

Proposed \$350 million class action settlement regarding drug pricing provides consumers and third-party payers with money back 8

Study suggests nearly half of those who should take statins are not using them 8

Report predicts downturn for pharmaceutical market 8

Glaxo to release Cervarix, Gardasil comparison study in May 8

Drug industry to push health care for the poor 9

Sepracor claims patent rights on Wyeth's Pristiq 9

Glaxo buys Steifel Laboratories for \$2.9 billion 9

Glaxo, Pfizer in HIV drug deal 9

Drugmakers hike prices to boost revenues 9

Clinical Corner

Researchers say oral contraceptives may be linked to increased risk of lupus 9

Ceftriaxone (Rocephin[®]) & calcium containing products 10

- Pharmacy Flash Newsletter
 - Contract highlights/supplier profiles
 - Government & policy news
 - Industry news
 - Clinical corner – high impact drug briefs
 - Drug shortage/product recall
- Educational programs for all Stakeholders
 - On-demand tutorials
 - Monthly educational training webinars to subgroups
 - National presentations

340B Tutorial at www.340bpvp.com

340B
Intent of the Program

Public Health Services Act

340BSM
Prime Vendor PROGRAM
Managed by Apexco

Intro
Intent of the Program
Pricing
Available Resources
PVP Enrollment/Next Steps

Eligibility & Enrollment
Requirements & Prohibitions
Prime Vendor Program
How the PVP Works
Quiz

Limit the cost of covered outpatient drugs to qualified entities.

1. Federal Grantees
2. Disproportionate share hospitals

SECTION 01

PREVIOUS

NAVIGATING 340B

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NEXT ▶

Key Points

- All HRSA grantees are eligible for 340B & PVP
- Apexus' PVP negotiates for Sub-ceiling pricing on pharmaceuticals and products and services
 - Average sub-340B savings of 15% on contracted items
- Apexus contract portfolio includes products and services beyond pharmaceutical medications
- Free program

Contact Information

Office of Pharmacy Affairs

Phone: 301-594-4353 or 1-800-628-6297

Email: opastaff@hrsa.gov

Web: www.hrsa.gov/opa

Pharmacy Services Support Center (PSSC) at APhA

Phone: 1-800-628-6297

Email: Ischolz@aphanet.org

Web: <http://pssc.aphanet.org>

Prime Vendor Program (managed by Apexus)

Phone: 1-888-340-2787

Email: abanh@340bpvp.com

Web: <http://www.340bpvp.com>

Questions?