

340B Resources for Buyers



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Goals of Presentation

- Review buyer-specific 340B education
- Discuss 340B resources for buyers
- Identify new centralized location of buyer education and resources



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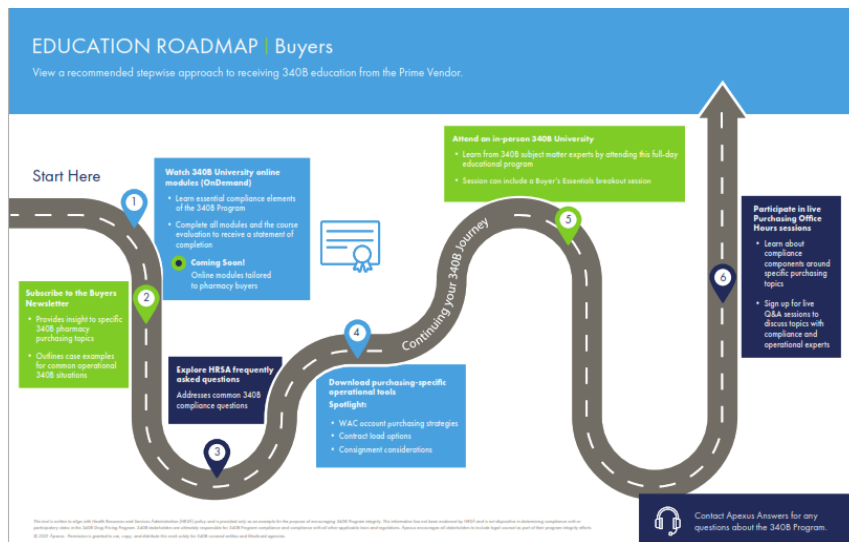
Buyer 340B Education



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Buyer Education Roadmap—New!



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Purchasing Office Hours—New!



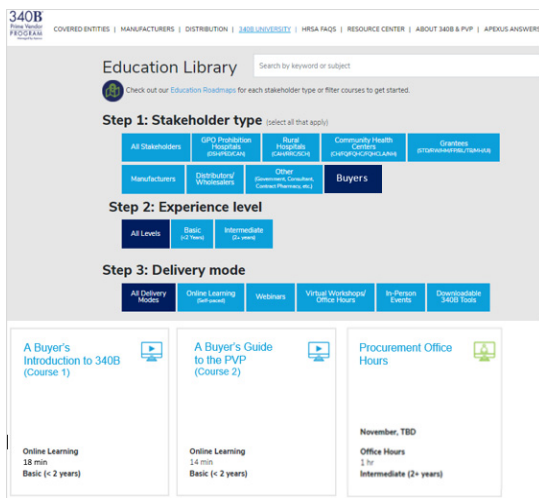
Previous Topics

- Best Practices for Secondary Purchases
- Managing Accumulations
- Making Purchasing Decisions at 340B Covered Entities

Upcoming Session: Nov 2021

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Buyers' Online Learning Modules—New!

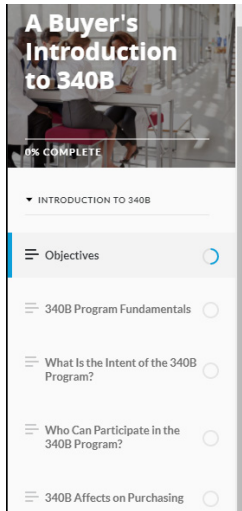


Buyer Basics Modules

- A series of self-paced, no-cost, online modules
- Discuss the basics of the 340B Program and how it may affect drug purchasing
- More courses being added in the future, so keep checking back

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Course 1—A Buyer's Introduction to 340B



A Buyer's Introduction to 340B

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INTRODUCTION TO 340B

- Objectives
- 340B Program Fundamentals
- What Is the Intent of the 340B Program?
- Who Can Participate in the 340B Program?
- 340B Affects on Purchasing

Lesson 1 of 10

Objectives

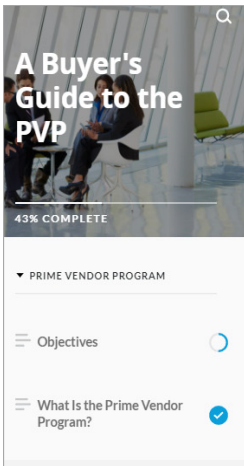


When you have completed this course, you will be able to:

- Describe the 340B Drug Pricing Program
- Identify who can participate in the 340B Program
- Describe how the 340B Program affects drug procurement

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Course 2—A Buyer's Guide to the PVP



A Buyer's Guide to the PVP

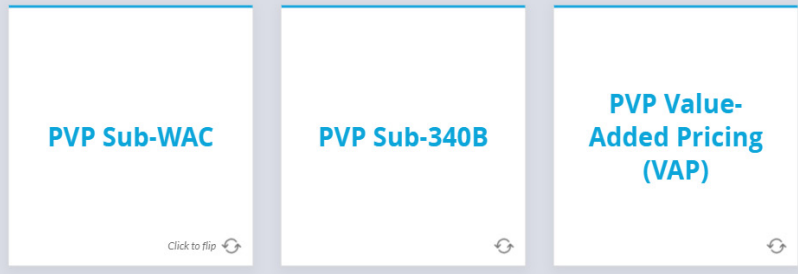
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PRIME VENDOR PROGRAM

- Objectives
- What Is the Prime Vendor Program?

Contract Types and Definitions

We just reviewed contracting services; now let's look at contract types and definitions. Click the flash cards to learn more.



Three flash cards are displayed, each with a title and a 'Click to flip' button with a refresh icon.

- PVP Sub-WAC
- PVP Sub-340B
- PVP Value-Added Pricing (VAP)

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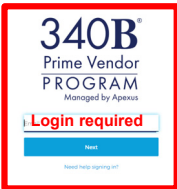
Buyer 340B Resources



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340B Product Pricing Catalog



NDC / Item #	Contract #	Manufacturer Name	Generic Name/ UNSPSC Category	Description	340B Account (Best Price)	Non-GPO/ WAC Account (Best Price)
					\$ 340B Selling	\$ PVP Contracted view +
340B Prime Vendor PROGRAM Contract Name: _____ Effective Date: _____ Expiry Date: _____				Price Type Effective Date WAC 06/28/2021	Current Previous Future 340B Selling N/A N/A N/A PVP Contracted N/A N/A N/A AGP N/A N/A N/A	



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My Additional Savings Report



Filtered Opportunities												
National Drug Code	Manufacturer Name	Label Name	Package Size Quantity	Sold Quantity	Current Price Type	Units Sold (Eaches)	Account Type	Converted National Drug Code	Converted Manufacturer	Converted Label Name	Conversion Price Type	Conversion Co
			10	1383	PVP Price	13830	WAC				PVP Price	
			1	13	PVP Price	13	WAC				PVP Price	
			1	4	PVP Price	4	WAC				PVP Price	
			1	7	WAC Price	7	WAC				AGP Price	
			4	19	AGP Price	76	WAC				PVP Price	
			25	80	WAC Price	2000	WAC				AGP Price	
			1	20	PVP Price	20	WAC				PVP Price	
			25	21	AGP Price	525	WAC				PVP Price	
			25	8	PHS Price	200	340B				PHS Price	
			2	25	PVP Price	50	WAC				PVP Price	
			25	79	PVP Price	1975	WAC				AGP Price	
			1	27	WAC Price	27	WAC				PVP Price	
			25	2	AGP Price	50	WAC				AGP Price	



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Buyer-Friendly PVP Tools

WAC Account Purchasing Strategies GPO Prohibition Hospitals (DSH/PED/CAN)



Step 1: Calculate Blended Pricing

Identify the best priced NDC for purchase across all three accounts (340B, GPO, and sub-WAC) based on both utilization in each account and the contracts available in each. This concept is often referred to as **blended pricing**. This approach may be used when making decisions about which products to purchase such as formulary decisions or generic interchanges.

Example of calculating blended pricing for a single NDC:

- Price: 340B = \$1; GPO = \$2; sub-WAC = \$2
- Utilization: 340B = 50%; GPO = 30%; sub-WAC = 20%
- Blended price = $(1 \times 0.5) + (2 \times 0.3) + (2 \times 0.2) = \1.50
- This blended price calculation would be done for each NDC within the therapeutic class to find the product with the lowest overall price based on utilization.

Step 1: Calculate Blended Pricing

- | | |
|--------------------------------|---|
| 1a: Obtain pricing information | <ul style="list-style-type: none"> Price files can be obtained from your wholesaler as a catalog of accounts (340B, GPO, and sub-WAC) Alternately, PVP members may also obtain sub-340B and secure portal (www.340bpvp.com). This will still need to be confirmed from another source. |
|--------------------------------|---|

- Operational/Purchasing
- Non-GPO/WAC and 340B Contract Load Options >
- WAC Account Purchasing Strategies >
- 340B Manual Dispense Tracking Log >
- Controlled Substance Ordering System (CSOS) Compliance Considerations >
- Consignment Inventory Compliance Considerations >



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Buyer Publications

Buyer Newsletter—New!

- Emailed quarterly to subscribers
- Provides insight into specific 340B pharmacy purchasing topics

Contract Updates

- New contracts, product deletions or additions
- Contract highlights and important announcements

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Where to Find It: 340Bpvp.com/Buyers

Practical Insights on 340B Pharmacy Purchasing for Buyers

Access tools and resources for best practices

PVP Buyer-Specific Resources

The 340B Prime Vendor Program (PVP) supports stakeholders by negotiating pricing discounts, providing ongoing education, compliance resources and technical assistance. View buyer specific education and resources to enhance efficiency and compliance of daily 340B purchasing processes.

Some resources, such as entity-specific reports and the pricing catalog, require PVP participants to have a secure login. Request a secure login to utilize all resources available.

[Request Access >](#)

Buyers' Tools

[Non-GPO/WAC and 340B Contract Load Options >](#)

[WAC Account Purchasing Strategies >](#)

[340B Ceiling Price Unavailable/Incorrect 340B Ceiling Price Notification for HRSA >](#)

[Controlled Substance Ordering System \(CSOS\) Compliance Considerations >](#)

[Consignment Inventory Compliance Considerations >](#)

[340B Split-Billing Software Key Attributes >](#)

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Takeaways

- Use our customized buyer education to stay current on the 340B Program
- Review PVP purchasing resources to aid in your 340B compliance
- Find these at the new buyer landing page
340Bpvp.com/Buyers



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Questions?



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