

Development of Pharmacy-led Ambulatory Infusion Services



Jorge J. García,

PharmD, MS, MHA, MBA, FACCC, FACHE

Assistant Vice President

Infusion, Oncology & Investigational Drug Pharmacy
Services

Baptist Health



SPS SEATTLE
Specialty Pharmaceutical Summit

Background



- Patient ED visit or admission for infusion access
- Congested cancer infusion centers
- Patients traveling across county-lines to access infusion
- Vast amount of immunotherapy in pipeline
- Expand revenue-generating hospital services



Key to Success – Center Structure

Referral open to internal & community providers

Open formulary

*Subject to payor approval

Drug protocol development

Medical director oversight

Hospital-based

- 340B access
- Payor contracts

Pricing strategy



Key to Success – Process



Payor authorizations

- Pharmacy driven
- Appeals & peer-to-peer
- Escalation

Site-of-care navigation

- Tier system

Patient assistance

- Out-of-pocket pt. responsibility

Claims tracking & denial prevention

- Continuous QA
- Shapes intake process (e.g., auth documentation & medical necessity)

Subspecialized services

- Anemia clinic



Challenges:

Indigent care economics

Decentralized teams & leading w/o direct authority

Payor white-bagging & site-of-care mandates

Perceived higher patient out-of-pocket responsibilities

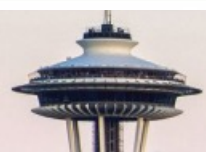


Payor Mix Considerations

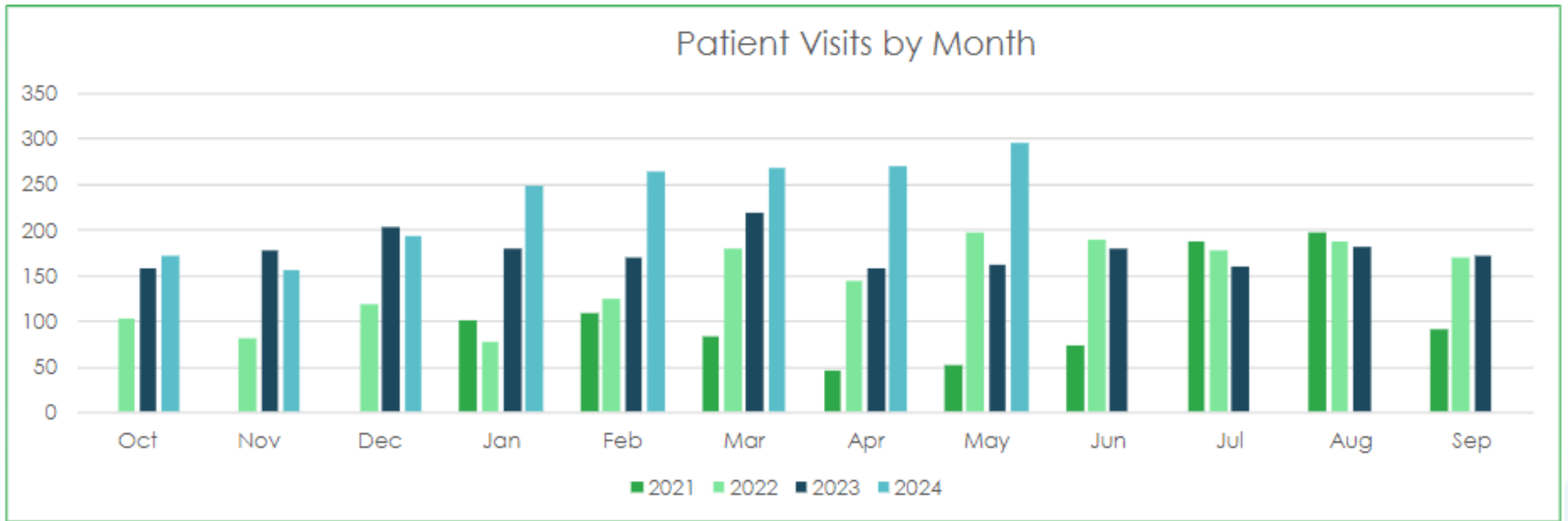


Infusion Category	Specialty	# of Visits
[REDACTED] (iron sucrose)	Hematology	705
[REDACTED] (efgartigimod alfa-fcab)	Neurology	79
[REDACTED] (ferric derisomaltose)	Hematology	56
[REDACTED] (iron dextran)	Hematology	56
[REDACTED] (ferric carboxymaltose)	Hematology	54
[REDACTED] (denosumab)	Endocrinology	31
[REDACTED] (IVIg)	Immunology	29
[REDACTED] (von willebrand factor)	Hematology	29
Methylprednisolone	General Medicine	26
[REDACTED] (romosozumab-aqqg)	Endocrinology	25
[REDACTED] (benralizumab)	Pulmonology	23
[REDACTED] (ravulizumab-cwvz)	Neurology/Hematology	22
[REDACTED] (tezepelumab-ekko)	Pulmonology	21
[REDACTED] (epoetin alfa-epbx non-esrd)	Hematology	21
[REDACTED] (sodium ferric gluconate)	Hematology	18
[REDACTED] (vutrisiran)	Cardiology	17
[REDACTED] (ferumoxytol)	Hematology	12
[REDACTED] (mepolizumab)	Pulmonology	10
[REDACTED] (thyrotropin alfa)	Diagnostic Agent	9
[REDACTED] (infliximab-dyyb)*	Immunology	9
[REDACTED] (zoledronic acid/mannitol)	Endocrinology	9

[REDACTED] (omalizumab)	Pulmonology	9
[REDACTED] (inclisiran)	Cardiology	8
[REDACTED] (Cyanocobalamin)	General Medicine	8
[REDACTED] (belatacept)	Organ Transplant	8
Thiamine	Vitamin	7
[REDACTED] (Rezafungin)	Infectious Disease	6
[REDACTED] (capsaicin 8%)	Endocrinology/Pain Management	6
[REDACTED] (eptinezumab-jjmr)	Neurology	6
[REDACTED] (rozanolixizumab-noli)	Neurology	6
[REDACTED] (rituximab)	Rheumatology	5
[REDACTED] (rituximab-pvvr)*	Rheumatology	4
[REDACTED] (Ibalizumab-uiyk)	Infectious Disease	3
[REDACTED] (rituximab-abbs)*	Rheumatology	3
[REDACTED] (immune globulin)	Gynecology	3
[REDACTED] (risankizumab-rzaa)	Gastroenterology	3
[REDACTED] (eculizumab)	Hematology	2
[REDACTED] (basiliximab)	Organ Transplant	2
[REDACTED] (dalbavancin)	Infectious Disease	1
[REDACTED] (vedolizumab)	Gastroenterology	1
Review	Review	1
Magnesium	Vitamin	1
[REDACTED] (ocrelizumab)	Neurology	1
Grand Total		1355



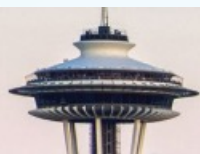
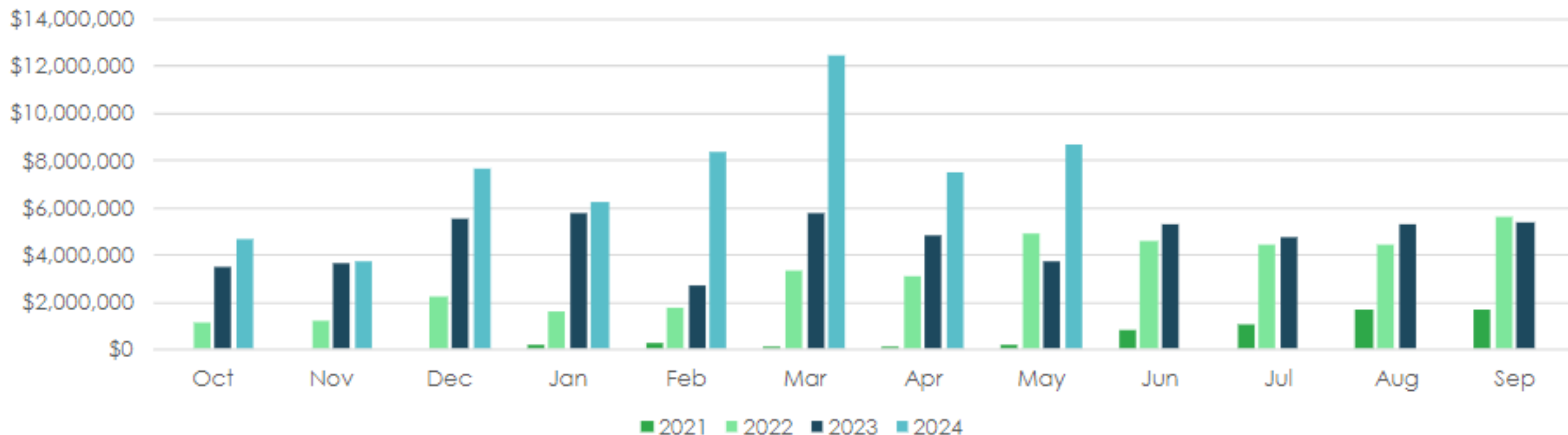
Key to Success



Key to Success

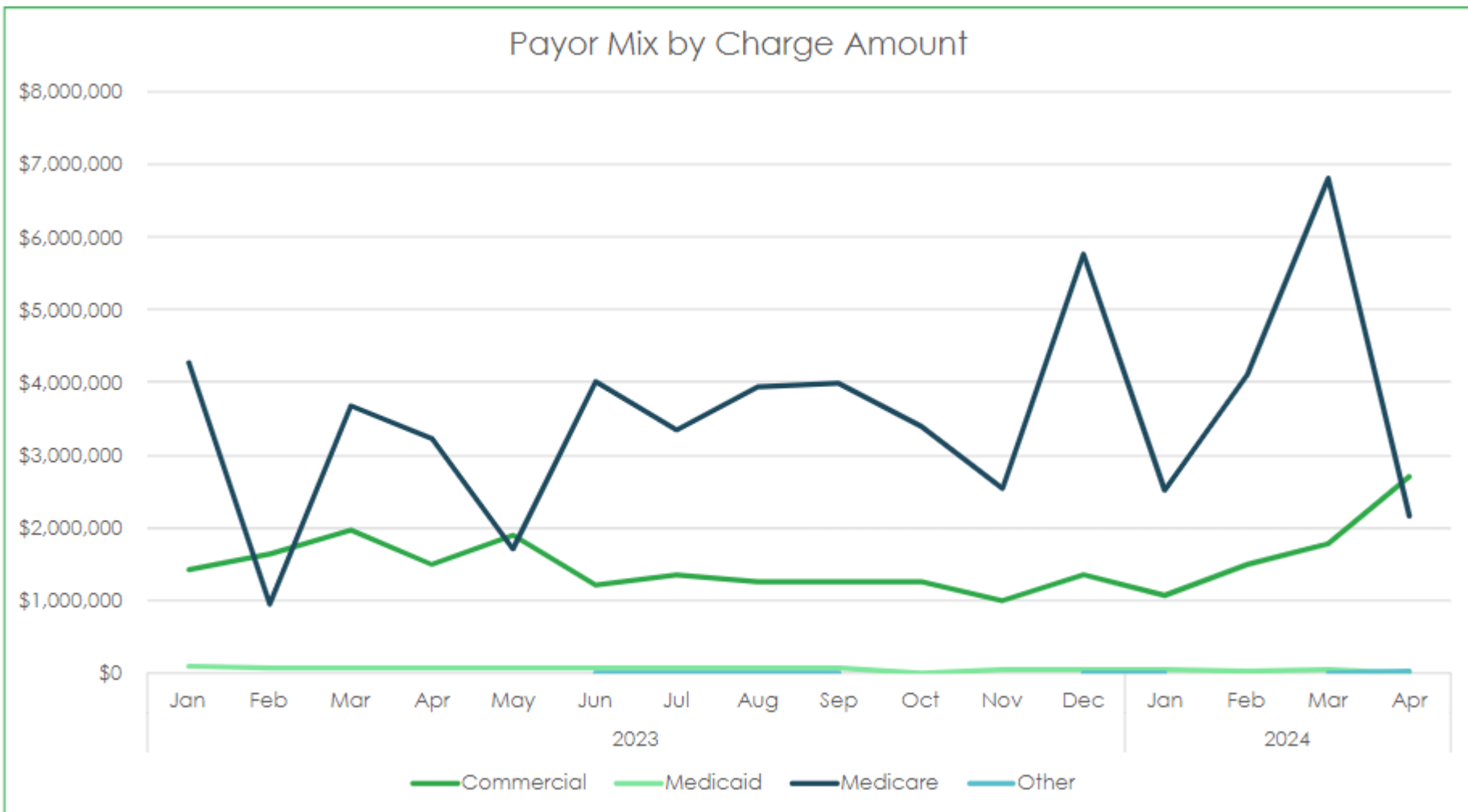


Patient Visits by Month



SPS SEATTLE
Specialty Pharmaceutical Summit

Payor Mix Considerations



Other Benefits

- Length of Stay (LOS) Reduction
- Bed capacity optimization
- Formulary optimization
- Facility site-of-care management
- 340B optimization (100% eligibility)
- Diversification of hospital service mix
- Rare disease infusion local destination
- Channel new business



Growth Strategy

- Business Development Team
 - Details providers
 - Partners w/ industry
- Pharmaceutical company partnership & quarterly meetings
- Centralized pharmacy authorization team
- Quarterly meetings w/ the chiefs
- New infusion center locations



Summary



- Creation or expansion of an ambulatory infusion service line can:
 - Help meet increasing infusion patient care needs
 - Reduce utilization of acute hospital services
 - Leverage existing and new revenue streams for hospitals



Q & A



Development of Pharmacy-led Ambulatory Infusion Services



Jorge J. García,

PharmD, MS, MHA, MBA, FACCC, FACHE

