

A stylized landscape illustration featuring layered mountains in shades of blue and green, with a winding path or road in the foreground. The overall style is modern and artistic, with a focus on natural elements.

35TH ANNUAL **AHA RURAL
HEALTH CARE
LEADERSHIP
CONFERENCE**

FEBRUARY 6-9, 2022

ARIZONA GRAND RESORT & SPA

35TH ANNUAL **AHA RURAL HEALTH CARE** | LEADERSHIP CONFERENCE

Improving Patient Care with 340B and Rural ACOs

Lynn Barr, MPA, Founder and Executive Chair at Caravan Health
Britney Ruegsegger, RN, Regional Vice President at Caravan Health
Michelle Franklin, CEO at Sullivan County Community Hospital

Please note that the views expressed by the conference speakers do not necessarily reflect the views of the American Hospital Association.

Disclosure

- AHA does not endorse 340B 3rd party vendor programs, products or resources.

Today's Agenda

- Community health systems in value-based care
- Using 340B for improving patient care
- How ACOs can double their 340B discounts
- Rural Spotlight - Sullivan County Community Hospital

The Caravan Health Solution

Collaborating for the Future of Health Care

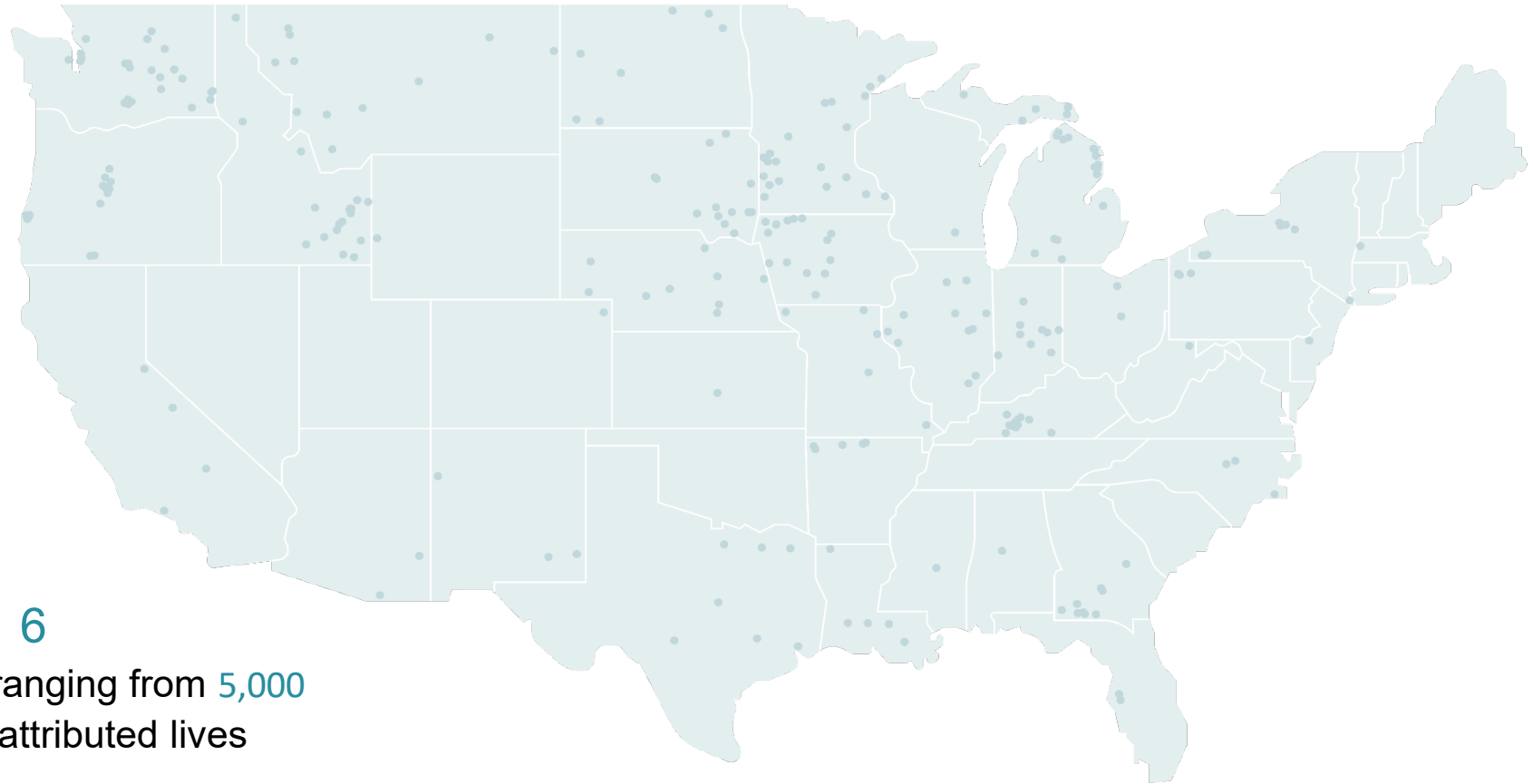
150
Employees

22,000
Clinicians

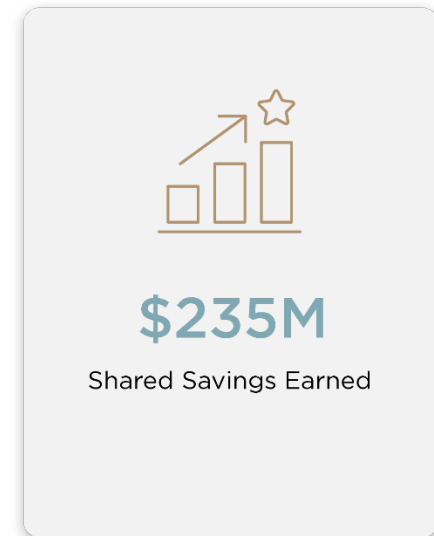
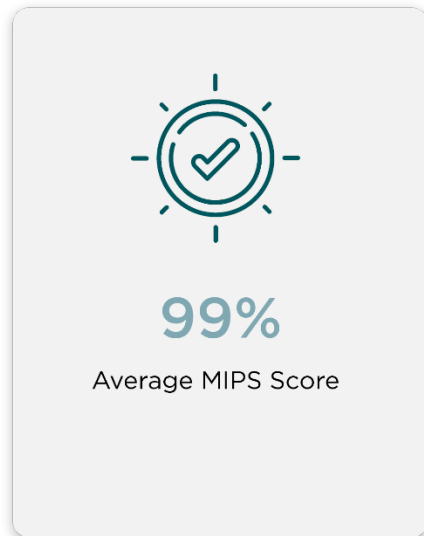
>300
Health Systems

553,000
Covered Lives

6
Model ACOs ranging from 5,000
to 220,000 attributed lives



Caravan Health Creates Sustainable Results



*2021 results projected



Value-based Care Strategies for Community Health Systems

What is an Accountable Care Organization?



An ACO is a group of physicians and other health care providers such as hospitals that takes responsibility for the care and cost of delivering care to a defined population of patients. The ACO is rewarded for outcomes that patients care about and managing total costs, aligning financial and clinical interests.

Attribution

Patients assigned to ACO based on plurality of primary care services

Billing

Providers bill normally, receive standard fee-for-service payments

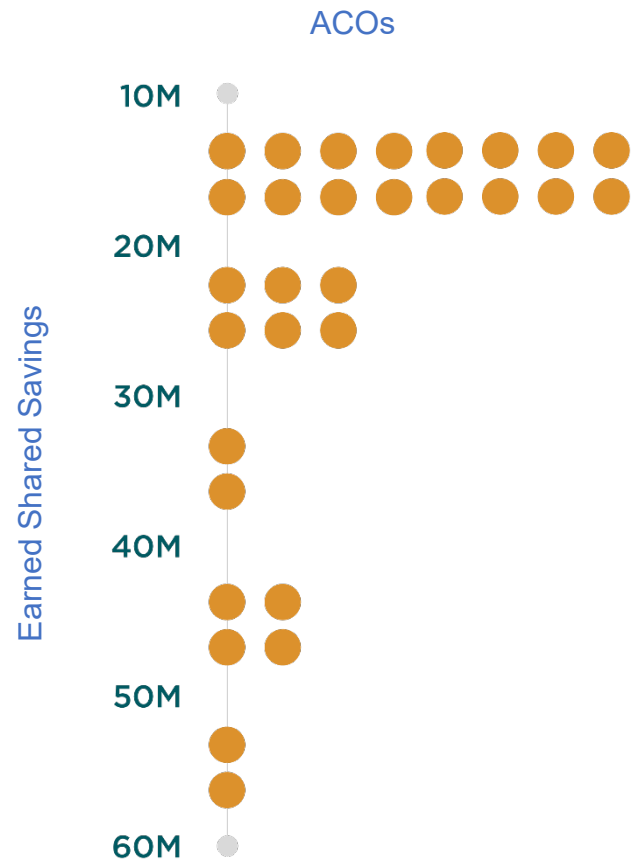
Reconciliation

CMS compares quality performance and total cost of care for assigned population

Shared Savings

Shared savings achieved based on variance of expenditures from benchmark and quality performance

Rural Health Systems Can Succeed in Value-Based Care



Contrary to narratives, health systems have succeeded in value-based care, and the MSSP in particular



17 out of 30 of the top MSSPs by shared savings in 2020 were hospital-affiliates



Failure to develop a population health strategy is an existential risk for rural health systems

Managing Population Health Helps Patients and Providers

What it is:



Better patient care



Reliable income from population health revenue



Increased access to 340B discounts



Higher MIPS/APM bonuses and quality scores



Shared savings

What it's not:



A loss center, marketing fluff



Spend now for an uncertain pay-off later

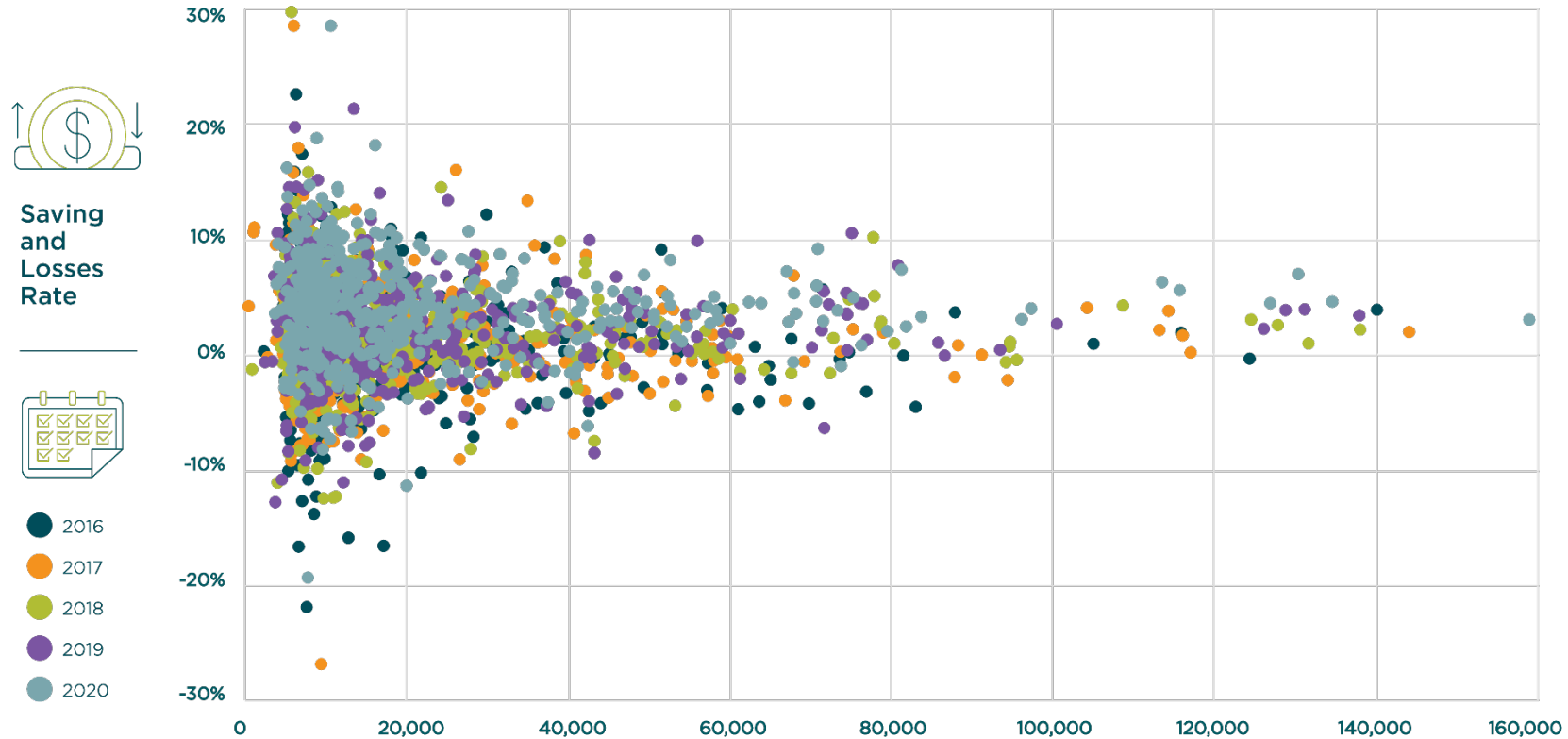


A threat to hospital sustainability

Almost All ACOs Are Too Small To Take Risk

Small ACOs experience savings and losses plus or minus 10-20% simply due to statistical variation in health care spending and benchmarks

Savings & Losses by Size of ACO



Value-Based Profits Will Replace Lost Income

Assumes 3% savings and participation in highest risk track

\$225	Shared Savings
\$75	Population Health Revenue
\$100	340B Optimization
\$50	MIPS and/or APM bonuses
\$450 PMPY in New Revenue	
\$50	Nurse and Staff Time
\$115	Caravan Health's 40% of Shared Savings and 25% of 340B
\$0	Caravan Health Tools, Training, Expertise
~\$285 PMPY in Net Annual Income <i>\$1.5 million for a 5,000 life provider</i>	

Caravan Health's Zero Barriers to Entry: No Fees, Minimal Risk





340B Opportunities in Value-Based Care

The Current State of 340B

- Manufactures are restricting access to contract pharmacies
- Options to replace lost funding:
 - Capture referral prescriptions
 - Expand contract pharmacy network
 - Offer drug discount cards to waive co-pays and deductibles for patients below 400% of federal poverty limit when filled in their own retail pharmacy or single designated contract pharmacy – particularly important for part D patients

ACOs Can More Than Double 340B Savings

Improve Contract Pharmacy Capture



- ACOs have insight into unregistered pharmacies with high potential
- Team provides sample contracts, contacts and warm handoffs
- ACOs can work with client TPAs to support new pharmacies and process additional claims

Maximize 340B Referral Savings



- ACO data provides visibility into all prescriptions written on ACO patients
- Managing these external prescriptions will improve patient outcomes, ACO performance and 340B discounts



Generally, covered entities only claim 340B prescriptions written by their doctors in their provider-based clinics, missing many of the prescriptions written on their patients



HRSA allows covered entities to claim external prescriptions if they are actively managing the patient



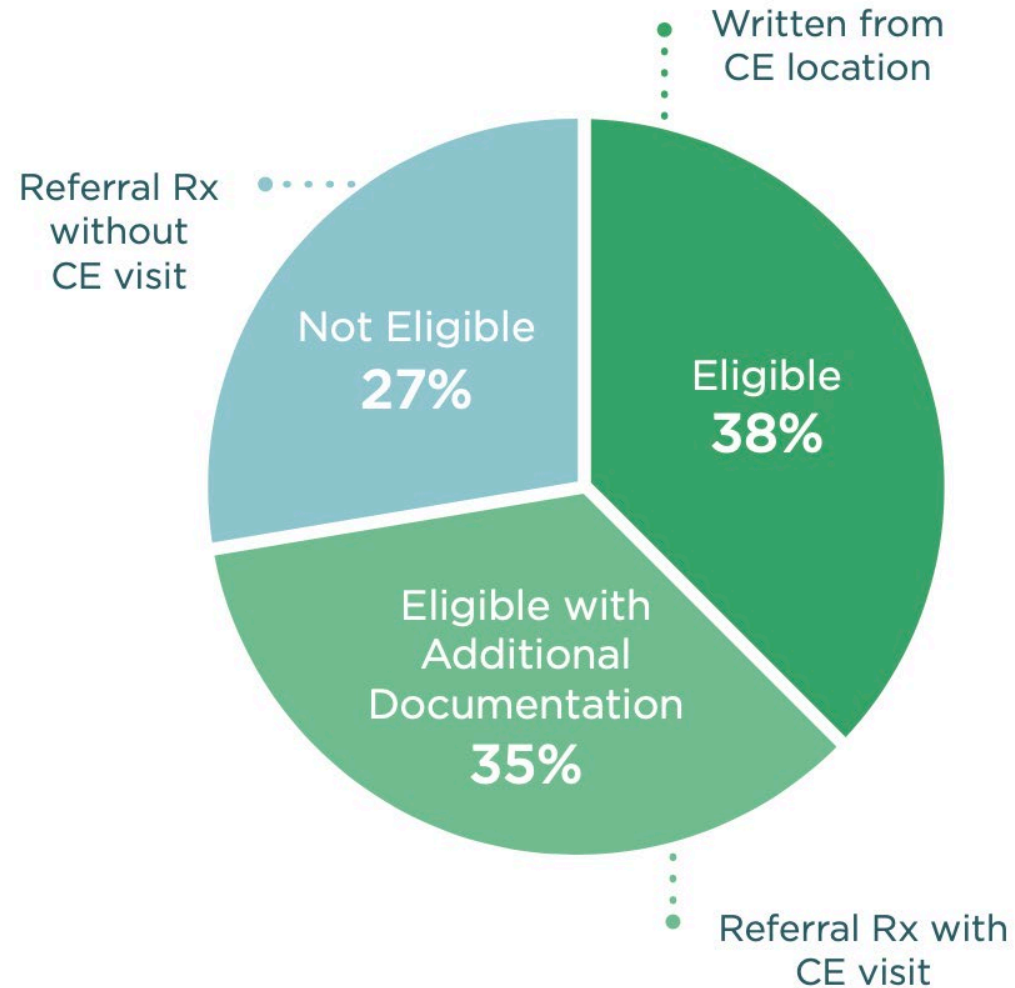
ACO clients actively manage attributed patients, allowing them to access 340B pricing on most prescriptions



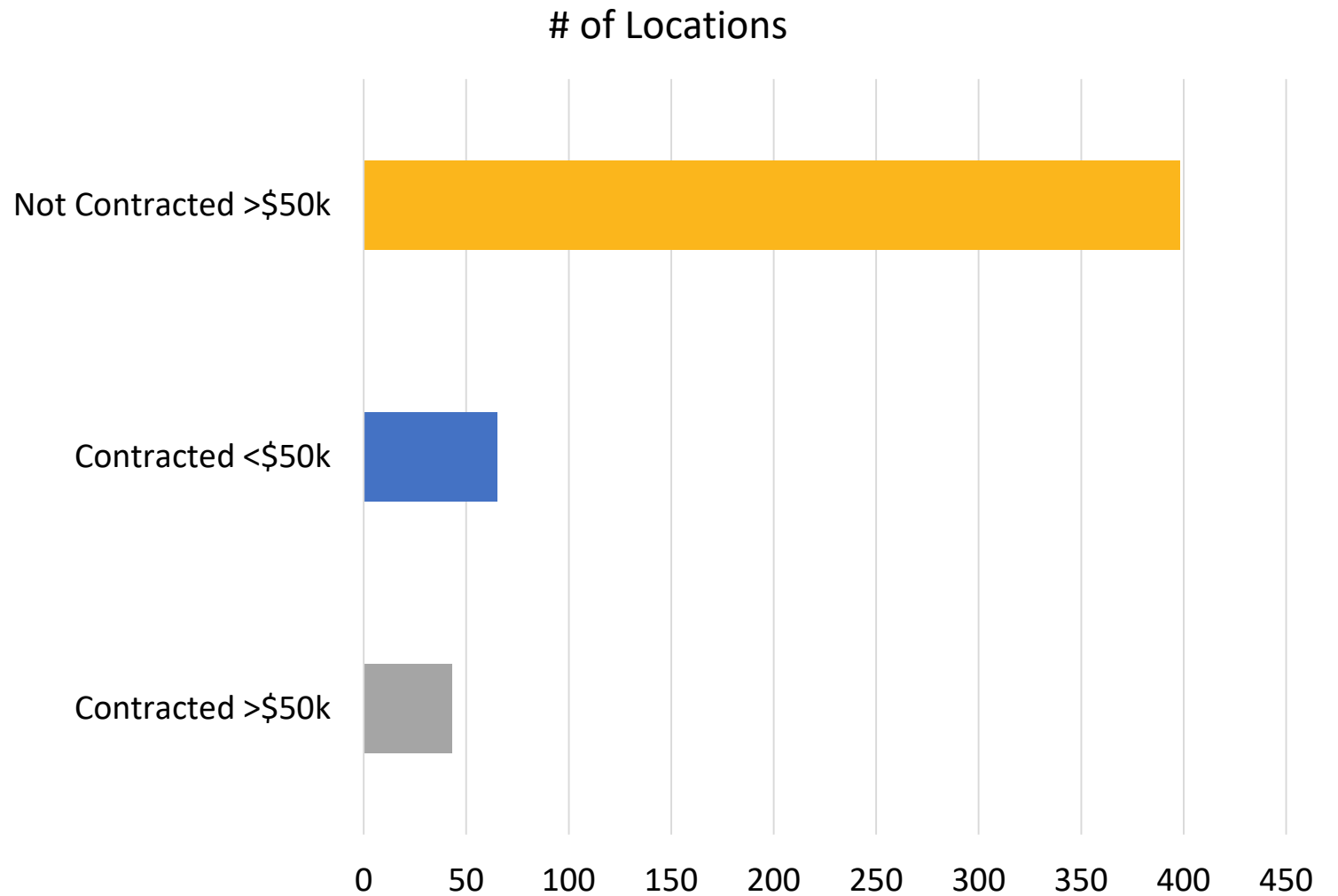
The combination of new ACO workflows and data can increase 340B net savings by 100% to 500%

Our CEs Are Missing a Third of 340B Eligible Prescriptions

- Eligible for 340B
 - 38% of prescriptions written by CEs
 - 35% of prescriptions written on CE-managed patients
- Not eligible for 340B
 - 27% of prescriptions written on unmanaged patients



Our CEs Are Missing
80%
of Profitable
National Chain
Pharmacies



Total: 506

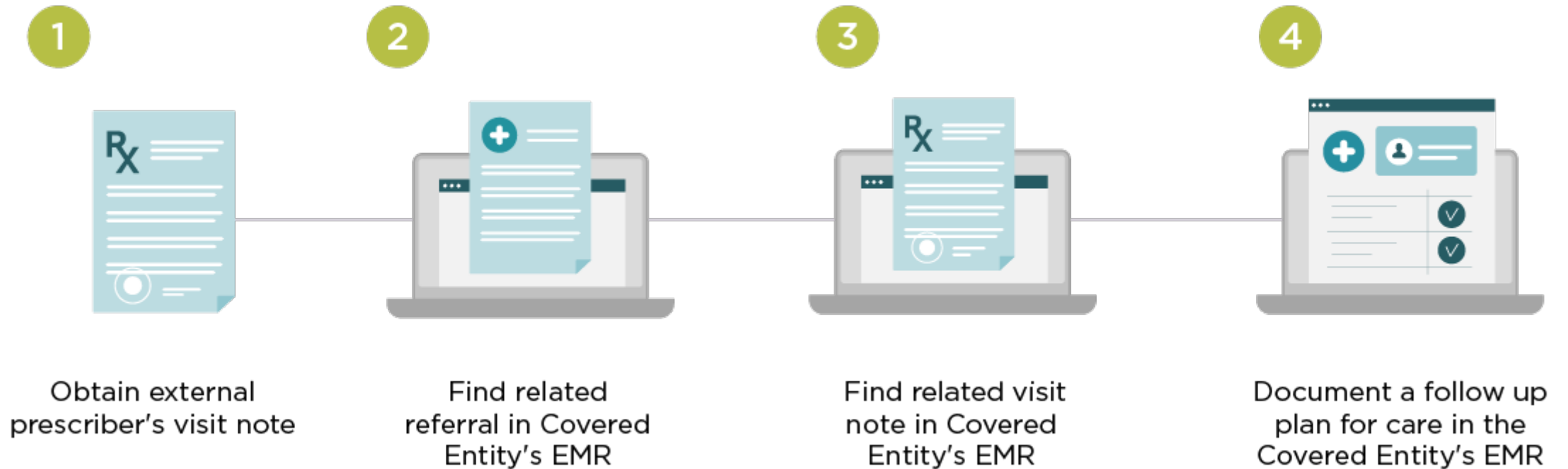
Unique Data Uncovers Millions in Lost Savings

Expansion of contract pharmacies & capturing referral claims can increase 340B savings from \$1.8M to \$5.6M in a medium critical access hospital

	Prescribing Provider-Covered Entity TIN		Prescribing Provider-External	
	Price	#Fills	Price	#Fills
Covered Entity				
Contract Pharmacy				
Independent Pharmacy 1	\$24,389	51	\$28,462	52
Independent Pharmacy 2	\$146,046	270	\$31,044	68
Chain Pharmacy 1	\$0	0	\$0	0
Mail-Order Pharmacy 1	\$55,406	117	\$62,278	50
Independent Pharmacy 3	\$111,199	195	\$130,485	194
Independent Pharmacy 4	\$137,819	282	\$66,001	144
Mail-Order Pharmacy 2	\$44,306	90	\$22,690	34
Mail-Order Pharmacy 3	\$18,915	40	\$10,946	21
Independent Pharmacy 5	\$88,732	196	\$44,310	79
Chain Pharmacy 2	\$39,046	72	\$8,545	20
Chain Pharmacy 3	\$102,620	197	\$27,971	66
Chain Pharmacy 4	\$45,673	92	\$16,161	32
Chain Pharmacy 5	\$68,399	150	\$31,786	48
Chain Pharmacy 6	\$50,096	90	\$11,999	22
Chain Pharmacy 7	\$0	0	\$21	1
Chain Pharmacy 8	\$28,043	51	\$6,196	24
Chain Pharmacy 9	\$54,967	140	\$41,566	83
Chain Pharmacy 10	\$506,015	903	\$159,270	431
Chain Pharmacy 11	\$107,675	298	\$64,654	171
Chain Pharmacy 12	\$0	0	\$7,690	1
Chain Pharmacy 13	\$23,381	64	\$44,201	112
Mail-Order Pharmacy 4	\$5,665	21	\$0	0
Contract Pharmacy Total	\$1,658,391	3,319	\$816,275	1,653

	Prescribing Provider-Covered Entity TIN		Prescribing Provider-External	
	Price	#Fills	Price	#Fills
Non-Contract Pharmacy				
Independent Pharmacy 6	\$73,391	8	\$0	0
Independent Pharmacy 7	\$0	0	\$141,644	12
Independent Pharmacy 8	\$79,293	37	\$15,216	36
Independent Pharmacy 9	\$122,456	209	\$100,646	180
Mail-Order Pharmacy 5	\$39,967	85	\$18,170	49
Mail-Order Pharmacy 6	\$0	0	\$78,395	12
Independent Pharmacy 10	\$82,532	130	\$40,775	52
Chain Pharmacy 14	\$0	0	\$50,337	10
Chain Pharmacy 15	\$45,869	5	\$56,697	9
Mail-Order Pharmacy 7	\$83,196	176	\$41,423	88
Independent Pharmacy 11	\$59,968	120	\$35,574	60
Mail-Order Pharmacy 8	\$36,318	110	\$22,030	71
Independent Pharmacy 12	\$40,736	66	\$48,345	91
Independent Pharmacy 13	\$125,456	189	\$144,327	197
Independent Pharmacy 14	\$20,707	48	\$30,398	46
Independent Pharmacy 15	\$160,328	283	\$92,615	124
Independent Pharmacy 16	\$0	0	\$76,111	17
Mail-Order Pharmacy 9	\$0	0	\$309,465	60
Independent Pharmacy 17	\$50,224	87	\$15,036	38
Independent Pharmacy 18	\$25,073	46	\$25,653	45
Independent Pharmacy 19	\$0	0	\$65,543	76
Chain Pharmacy 16	\$0	0	\$82,625	7
Chain Pharmacy 17	\$263,788	343	\$238,081	339
Independent Pharmacy 20	\$23,676	44	\$38,941	79
Independent Pharmacy 21	\$13,925	10	\$36,933	7
Chain Pharmacy 18	\$69,148	133	\$30,109	28
Non-Contract Pharmacy Total	\$1,416,052	2,129	\$1,835,091	1,733

Prescription Validation Process



Intuitive Software Assures Compliance

COMMUNITY
340B Health Systems

Care Patients 340B Prescriptions

340B Worklists 340B External Prescriptions

	NAME	DOB	FIRST FILL	F.	PRESCRIPTION	PRESCRIBER	RX NU...	PHARMACY
Has Note	JANOT CONKL...	06/08/...	07/24/21	3	Incruse Ellipta	ELFIE PAVER	594004	GRUEN HEALT.
Has Note	HERMIA VINNI	01/27/...	01/20/22	1	Symbicort	JANETTE TITTEL	1482061	DEPACE PREV..
Has Note	JOY MAURITZ	07/11/...	10/12/21	3	BD Pen Needle ...	KIT JO-ANN	560501	GRUEN HEALT.
Pending	HILL RUBOTTO...	05/07/...	01/20/22	0	Eliquis	MARCELLUS W...	601869	GRUEN HEALT.
Pending	CALEB RUSSELL	03/20/...	10/22/21	1	Euthyrox	BLANCA MAR...	7013104	DUDEN PREVE
Pending	IRENA ARNHO...	09/06/...	11/06/21	4	Ventolin HFA	JOELLY WESS...	594472	GRUEN HEALT.
New	BEAUREGARD ...	03/07/...	01/19/22	1	Januvia	JANETTE TITTEL	592774	GRUEN HEALT.
New	ERVIN RAMSE...	02/25/...	04/24/21	3	Eliquis	ERIC CUSTODIO	559472	GRUEN HEALT.
New	JANOT CONKL...	06/08/...	09/22/21	2	Breo Ellipta	ALEEN WOLDT	574479	GRUEN HEALT.
New	WINNIE SCHIE...	10/03/...	12/18/21	0	Myrbetriq	RED REPASKY	616225	GRUEN HEALT.
New	WINNIE SCHIE...	10/03/...	12/18/21	1	Myrbetriq	RED REPASKY	616225	GRUEN HEALT.
New	SHIRLINE WOJ...	02/18/...	09/02/21	5	Invega	MAREN CROSL...	972804	DURRETT PHY.
New	JERALDINE LE...	05/28/...	12/21/21	0	Eliquis	JANAYA SMAT...	615459	GRUEN HEALT.
New	JERALDINE LE...	05/28/...	12/21/21	1	Eliquis	JANAYA SMAT...	615459	GRUEN HEALT.
New	ELYN MESMER	12/15/...	10/22/21	3	Eliquis	OLVA SILBERS...	1487406	DEPACE PREV..
New	HANNI MONLI...	11/12/...	12/21/21	0	Anoro Ellipta	RED REPASKY	7021260	DUDEN PREVE
New	HANNI MONLI...	11/12/...	12/21/21	1	Anoro Ellipta	RED REPASKY	7021260	DUDEN PREVE

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BEAUREGARD MIRABLE
DOB: 3/7/1934 | Sex: Male
MBI: XXXXXX5049
Primary Care: THEO BEELE,

For this Rx to be 340B eligible you need...

Rx Januvia
By JANETTE TITTEL - Cardiology
(999) 123-4567
First filled 1/19/2022

Visit Note from JANETTE TITTEL
Visit Date: 01/05/2022 Unobtainable
Diagnosis: Diabetes
Can't find the note in your EMR? Request Note... | Attach File

Related Referral by Covered Entity
Refer Date: 12/01/2021 Missing

Related Visit by Covered Entity
Visit Date: 12/01/2021 Missing
Provider: Dr. Theo Beele
CE Location: HEALTH SERVICES

Follow-Up Plan
1. Continue referral to JANETTE TITTEL
2. Follow up with Dr. Theo Beele at HEALTH SERVICES within 30 days.

Save as Has Note

Automate Note Requests and Retrieval

The screenshot displays a web application interface for managing prescriptions. At the top, it shows 'Care' and 'COMMUNITY 340B Health Systems'. The main content area is titled '340B External Prescriptions' and contains a table with the following columns: NAME, DOB, FIRST FILL, F., PRESCRIPTION, PRESCRIBER, RX NU..., and PHARMACY. The table lists 17 entries, with the 10th entry highlighted in grey: BEAUREGARD MIRABILE, DOB: 03/07/1934, FIRST FILL: 01/19/22, PRESCRIPTION: Januvia, PRESCRIBER: JANETTE TITTEL, RX NU.: 592774, PHARMACY: GRUEN HEALTH.

Overlaid on the right side of the table is a 'Request Visit Note' modal window. It contains the following text:

- Header: **BEAUREGARD MIRABILE**
- DOB: 3/7/1934 | Sex: Male
- MBI: XXXXXX5049
- Primary Care: THEO BEELE
- Text: 'For this Rx to be 340B eligible you need...' (with a dropdown arrow)
- Image: A pill image for Januvia.
- Section: **Request Visit Note**
- Text: 'Paste this into an email or fax'
- Fax: (816)448-8757
- Text: 'Dear Dr. JANETTE TITTEL, THEO BEELE is the primary care provider for: BEAUREGARD MIRABILE'.
- Text: 'BEAUREGARD MIRABILE DOB: 3/7/1934 | Sex: Male MBI: XXXXXX5049'.
- Text: 'You prescribed: Januvia First filled on: 1/19/2022'.
- Text: 'Please provide a summary of the visit that resulted in this prescription and any updates you may have on the patient's condition.'
- Buttons: Cancel, Send Fax, Copy Text and Close.
- Section: **Follow-Up Plan**
- List:
 1. Continue referral to JANETTE TITTEL
 2. Follow up with Dr. Theo Beele at HEALTH SERVICES within 30 days.
- Buttons: Save as Has Note, Reject..., Approve...

Keep Audit Notes for Each Prescription In Your EMR

The screenshot displays an EMR interface with a sidebar on the left containing navigation options: Care, Track, Improve, Submit, Get Help, and Sign Out. The main content area is titled '340B Prescriptions' and shows a table of external prescriptions. A modal window is open for the patient 'BEAUREGARD MIRABILE', displaying their personal information and a detailed view of a specific prescription for Januvia.

NAME	DOB	FIRST FILL	F.. 4 ↑	PRESCRIPTION	PRESCRIBER	RX NU...	PHARMACY
JANOT CONKL...	06/08/...	07/24/21	3	Incruse Ellipta	ELFIE PAVER	594004	GRUEN HEALT...
HERMIA VINNI	01/27/...	01/20/22	1	Symbicort	JANETTE TITTEL	1482061	DEPACE PREV...
JOY MAURITZ	07/11/...	10/12/21	3	BD Pen Needle...	KIT JO-ANN	560501	GRUEN HEAL...
HILL RUBOTTO...	05/07/...	01/20/22	0	Eliquis	MARCELLUS W...	601869	GRUEN HEAL...
CALEB RUSSELL	03/20/...	10/22/21	1	Euthyrox	BLANCA MAR...	7013104	DUDEN PREV...
IRENA ARNHO...	09/06/...	11/06/21	4	Ventolin HFA	JOELLY WESS...	594472	GRUEN HEAL...
BEAUREGARD ...	03/07/...	01/19/22	1	Januvia	JANETTE TITTEL	592774	GRUEN HEAL...
ERVIN RAMSE...	02/25/...	04/24/21	3	Eliquis	ERIC CUSTODIO	559472	GRUEN HEAL...
JANOT CONKL...	06/08/...	09/22/21	2	Breo Ellipta	ALEEN WOLDT	574479	GRUEN HEAL...
WINNIE SCHIE...	10/03/...	12/18/21	0	Myrbetriq	RED REPASKY	616225	GRUEN HEAL...
WINNIE SCHIE...	10/03/...	12/18/21	1	Myrbetriq	RED REPASKY	616225	GRUEN HEAL...
SHIRLINE WOJ...	02/18/...	09/02/21	5	Invenga	MAREN CROSL...	972804	DURRETT PH...
JERALDINE LE...	05/28/...	12/21/21	0	Eliquis	JANAYA SMAT...	615459	GRUEN HEAL...
JERALDINE LE...	05/28/...	12/21/21	1	Eliquis	JANAYA SMAT...	615459	GRUEN HEAL...
ELYN MESMER	12/15/...	10/22/21	3	Eliquis	OLVA SILBERS...	1487406	DEPACE PREV...
HANNI MONLI...	11/12/...	12/21/21	0	Anoro Ellipta	RED REPASKY	7021260	DUDEN PREV...
HANNI MONLI...	11/12/...	12/21/21	1	Anoro Ellipta	RED REPASKY	7021260	DUDEN PREV...

BEAUREGARD MIRABILE
 DOB: 3/7/1934 | Sex: Male
 MBI: XXXXX5049
 Primary Care: THEO BEELE

Approve Rx
 Paste text into EMR and then approve

CARE COORDINATION NOTE
 By: Lynn Barr
 Date: 2022-01-20

340B External Prescription
 Januvia
 by JANETTE TITTEL, MD
 First filled 2022-01-19

Visit Note from JANETTE TITTEL - MD
 Visit Date: 2022-01-05
 Rx Diagnosis: Diabetes

Related Visit By Covered Entity:
 Visit Date: 2021-12-01
 Provider: Dr. Theo Beele
 CE Location: HEALTH SERVICES

Related Referral By Covered Entity:
 Referral Date: 2021-12-01

Follow-Up Plan:
 1. Continue referral to JANETTE TITTEL 2. Follow up with Dr. Theo Beele at HEALTH SERVICES within 30 days.

Buttons: Cancel, Copy Text, Approve

Buttons: Save as Has Note, Reject..., Approve...

Easily Audit Approved Prescriptions and Send to TPA

COMMUNITY
340B Health Systems

Care

Patients 340B Prescriptions

340B Worklists

Standard

Validate 340B

Process 340B

Invoice 340B

340B Prescription Processing

RXNUMBER	NAME	PATIENTDOB	DISPENSED	FILLNUMB...	NDCDESC	NDC
<input type="checkbox"/> 552493	WILLEY MCKELVIE	06/20/1953	01/20/22	11	Eliquis	000030894
<input checked="" type="checkbox"/> 592774	BEAUREGARD MIRABILE	03/07/1934	01/19/22	1	Januvia	000060277
<input type="checkbox"/> 574768	CLARKE KOZIOL	02/08/1956	01/20/22	3	Victoza	001694066

BEAUREGARD MIRABILE

DOB: 3/7/1934 | Sex: Male
MBI: XXXXX5049
ZIP: 54629

Approved by Lynn Barr, 1/20/2022

Summary Quick Fill Care Coordination Note

CARE COORDINATION NOTE
By: Lynn Barr
Date: 1/20/2022

340B External Prescription
Januvia
by JANETTE TITTEL, MD, Cardiology
First filled 1/19/2022

Visit Note from JANETTE TITTEL - MD
Visit Date: 1/5/2022
Rx Diagnosis: Diabetes

Related Visit By Covered Entity:
Visit Date: 12/1/2021
Provider: Dr. Theo Beele
CE Location: HEALTH SERVICES

Related Referral By Covered Entity:
Referral Date: 12/1/2021

Follow-Up Plan:
1. Continue referral to JANETTE TITTEL 2. Follow up with Dr. Theo Beele at HEALTH SERVICES within 30 days.

1 to 3 of 3 Page 1 of 1

Mark As Processed

Sign Out

Putting Patient Care First

ACOs provide a greater view of patient utilization and cost information.

Additional dollars can be used to expand primary care & care coordination services.

Safety-net hospitals support communities and save lives while staying financially healthy.



Providers can be certain that external prescriptions and procedures performed on patients are known and considered in the plan of care.

Hospitals and physicians work together, breaking down silos and providing physicians with the support they need.



Rural Spotlight Sullivan County Community Hospital

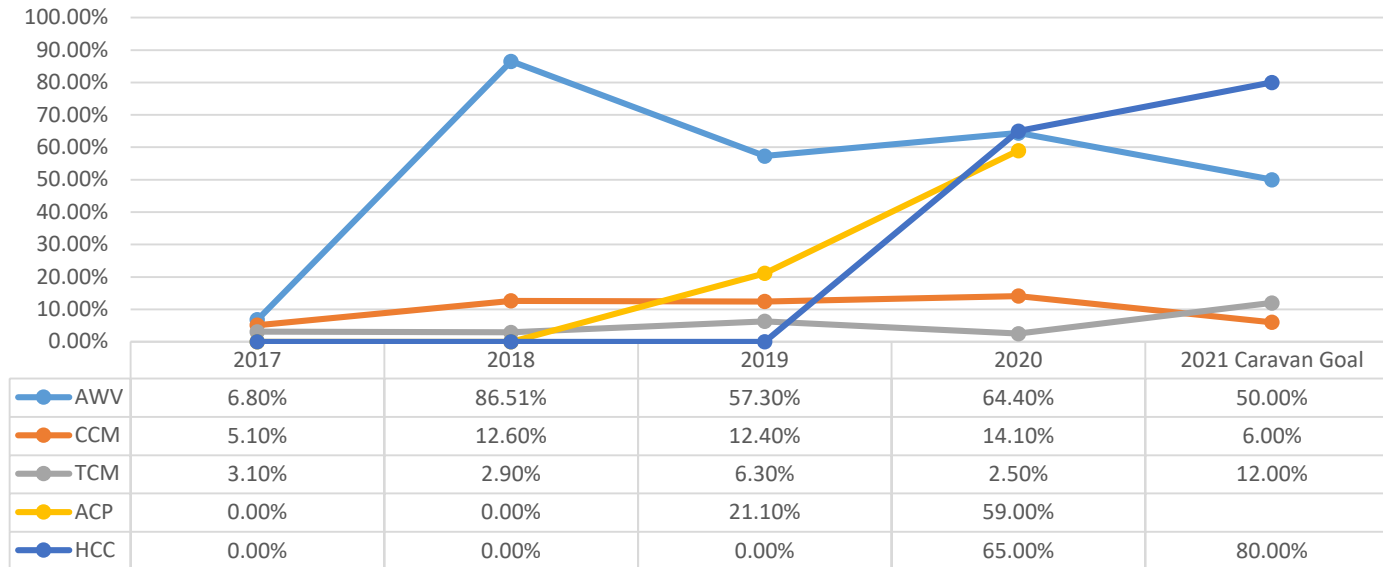
Sullivan County Community Hospital

- 25 bed Critical Access Hospital in Rural Central Southwest Indiana
- Joined the ACO in 2015
- Began Care Coordination as a department of 1. Today, it's a department of 7, including its own mid-level provider
- Recognized as Caravan's Community of the Year in 2019
- Received Caravan's Population Health Nurse of the Year Award in 2020



Sullivan County Community Hospital

Results Overview



AWV CCM TCM ACP HCC

Lessons Learned

- Provider engagement and buy-in is NOT automatic!
- Know that this is a continuous process of trial and error.
- You will learn something new everyday.
- It takes a TEAM across many disciplines to make care coordination work.
- Patient success stories are instantaneous; financial benefit to the organization is not!

Additional Questions?

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CARAVANHEALTH.
NOW THE NUMBERS WORK

Thank You

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