

MERCER GOVERNMENT HUMAN SERVICES CONSULTING

STATE PHARMACY CONSULTING OPTIONS

340B DIRECTORSHIP/OPTIMIZATION

Objective: Maximize the State's 340B benefits and identify strategies to optimize savings, streamline administration, and drive efficiencies while maintaining compliance with the regulations and guidelines governing the 340B program.

DEVELOP 340B REIMBURSEMENT STRATEGY

Assist the State in developing a 340B reimbursement strategy. Identify all avenues for maximizing the number of organizations that achieve 340B designation and develop programs that utilize these providers.

- Make best-practice recommendations related to 340B use provisions/programs, which may include adjudication and/or coverage considerations.
- Assist the State in identifying 340B claims.
- Develop strategies for physician-administered medications.
- Develop strategies for Managed Care Organizations (MCOs).
- Develop strategies for contract pharmacy arrangements.



340B POLICY STRATEGY AND UPDATES

Assist the State in updating and/or developing written 340B policies, including:

- State statute.
- Medicaid State Plan Amendments.
- State contracts with MCOs.
- MCO provider agreements and manuals.
- 1915(b) freedom-of-choice waivers.

340B COST OF DISPENSING SURVEY

Assist the State in setting an appropriate professional dispensing fee by conducting a comprehensive cost analysis to determine the covered entities'/contract pharmacies' average cost of dispensing a prescription to a State Medicaid program recipient.

TARGETED CARE MANAGEMENT

Explore savings opportunities for Medicaid recipients with chronic disease states, including:

- Assist the State in identifying sole-source or limited-network options with 340B entities to provide targeted drugs at 340B pricing with the inclusion of case-management fee payment.
- Assist the State in steering targeted, high-cost Medicaid recipient groups into care management/disease management programs operated by 340B providers.

340B AUDITS

Conduct post-pay reviews of 340B claims to identify overpayment for medications purchased through the 340B program.

For more information, please contact a Mercer representative at one of the following offices:

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