

SPARx

Specialty · Ambulatory · Pharmacy

WHAT CAN A Best-in-Class Turnkey Specialty PHARMACY DO FOR YOU?

Given the complexities of today's healthcare environment, it is rare that we meet a specialty pharmacy that is keeping pace with the dramatic clinical, operational, governmental and financial dynamics of the sector. Leading-edge facilities in the contemporary landscape seek visibility to future opportunities - to leveraging new developments in specialty and ambulatory pharmacy and create a best-in-class offering. Ideally, their efforts produce a specialty pharmacy able to provide improved patient care outcomes while making a favorable contribution to the bottom line. Despite this desired result, many hospitals and health systems seek a partner to realize their ambulatory vision.

We make it our business to know – providing leadership and expertise to facilities looking to unleash the powerful potential of their specialty and ambulatory opportunity. With the specialty drug spend reaching \$250 billion annually and growing, is your pharmacy positioned to address the needs of your patients?

Though facilities are aligned to deliver care and better outcomes to patients with chronic diseases, specialty pharmacy poses critical challenges for delivering effective care in the outpatient setting:

- ✓ Specialty medications often come at a high cost - ranging from thousands to hundreds of thousands of dollars per patient
- ✓ While less than two percent of the patient population requires specialty drugs, they account for approximately 50% of total drug spend
- ✓ Specialty medications are often associated with complex administration and compliance issues
- ✓ Limited distribution drugs (LDD) are often difficult to obtain from drug manufacturers

SPARx brings a winning formula to address contemporary specialty pharmacy challenges – bringing leadership and clarity in this dramatically changing landscape.



SPARx: Your Ambulatory Strategy Solution

SPARx delivers a unique offering of solutions to optimize your ambulatory strategy and achieve your outpatient pharmacy goals. Our services deliver benefits across retail pharmacy, specialty pharmacy and infusion services – providing dynamic value:

RETAIL PHARMACY

- ✓ Providing expertise and resources to support the development of retail capabilities
- ✓ Supporting the alignment of the retail pharmacy with population health and organizational goals

TURNKEY SPECIALTY PHARMACY

- ✓ Providing full support from the initial business case through launch and ongoing management
- ✓ Leveraging national experts for leadership to meet various needs in the development
- ✓ Delivering specialty patient management powered by Therigy software technology

INFUSION SERVICES

- ✓ Providing deep expertise to align infusion services with ambulatory strategies
- ✓ Ensuring appropriate 'site of care' infusion services are optimized for proper reimbursement

Tailored Planning for Best-in-Class Pharmacy



Strategy – We analyze opportunity, assess payer mix and 340B to craft your ambulatory pharmacy strategy.



Design – We create a facility plan converting your existing retail pharmacy or new build-out and oversee construction, pharmacy workflow, clinical programs and IT infrastructure.



Operations – We review all retail pharmacy functions, hire and train a team, integrate with the existing patient care team, create marketing solutions and provide patient care services.



Growth

ACCREDITATION – We facilitate your ability to obtain dual accreditation and advise on your compliance matters within nine months of the go-live date.

ANALYTICS – We leverage our expertise and suite of proprietary analytics capabilities to continually assess the hospital opportunity and optimize the patient care regimen.

PAYER – We provide intelligence regarding the specialty business while driving payer contracting solutions.

LDD – We interact with drug manufacturers to obtain access.

Knowing the challenges for facilities looking to craft their specialty pharmacy strategy, the SPARx team is driven to achieve results. Our team of industry experts ensures that your program is positioned for success and supported by industry leaders with decades of combined experience. Leverage our collective expertise – and unleash the powerful potential inside your health system.

The SPARx team of industry experts ensures that your pharmacy program is structured to deliver results.

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