



# TRANSPARENT. PERSONAL. PROFITABLE.

Sterling340B is a champion for independent pharmacies and is dedicated to helping pharmacies navigate the complex and highly nuanced world of 340B contract pharmacy.



## WHO WE ARE

Sterling340B was created when a group of independent pharmacies that were involved in 340B contract pharmacy programs realized there were very few resources available to help them navigate the program. They saw a need for experts who understood both the constantly evolving world of independent pharmacy and how the 340B program could impact their day-to-day operations and profitability.

## WHY 340B?

Pressure on margins from lower PBM reimbursements and increased DIR clawbacks is a real threat to independent pharmacies and will continue to pose challenges to their viability. A well-designed and optimized 340B contract pharmacy program can ease many of the pressures independents face, benefitting the pharmacy, their covered entity partner, and the mutual patients they both serve.

## WHAT WE DO

Sterling340B is committed to helping independent pharmacies navigate all aspects of the 340B contract pharmacy program while helping them maximize their profitability. There is no single operational or financial model that works for all pharmacies. Therefore, careful consideration needs to be given to a wide range of individual details, including current PBM contracts, impact of DIR fees on current prescription volume, cost of goods and rebate contracts with wholesalers, brand-generic mix, cash flow management, and inventory management. Sterling340B analyzes each pharmacy's unique situation and uses its extensive expertise to help optimize its 340B contract pharmacy program.

We find answers to the hard questions:

- How is 340B affecting your wholesaler cost of goods and rebate contracts?
- What impact are DIR fees having on your 340B program, and are they addressed in your contract with the covered entity?
- What impact is the 340B program having on your inventory management? Are you experiencing excess inventory on your shelves also known as "inventory swell"?
- What impact is the 340B program having on your cash flow?
- How are you currently evaluating the financial performance of your 340B program?

## SERVICES

- Review of the contract, or pharmacy services agreements (PSA), between the pharmacy and the covered entity
- Provide dispense fee modeling, recommendation, and negotiation assistance with the covered entity
- Perform DIR impact review
- Analyze programs on a quarterly basis
- Provide ongoing support

## FOR MORE INFORMATION, CONTACT:

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