

Site of care and
home infusion
consulting

Market forces have elevated the importance of infusion strategies

Site of care shifts

Home-based care, the fastest-growing healthcare sector, has been further accelerated by the pandemic

Payer channel strategies

Health systems need to respond to site-of-care restrictions from vertically-integrated, commercial payers

Therapeutic advancements

Infusion therapies are now used for a range of conditions and emerging treatments continue



Health systems are maximizing a window of opportunity to reduce care gaps and create new sources of revenue

Market size

\$19B

revenue

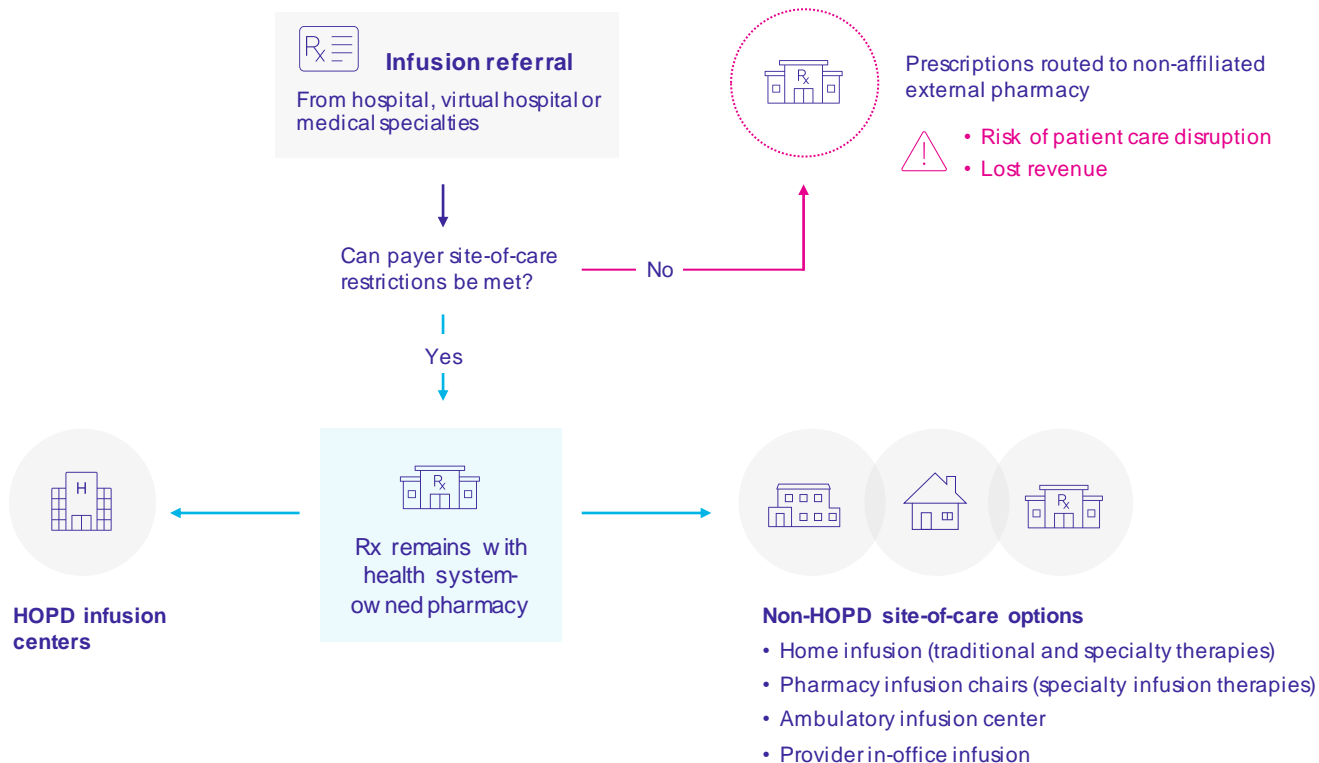
5-7%+

annual growth

8-10%

margin (higher for 340B hospitals)

A comprehensive site-of-care strategy is needed to prevent potential care gaps



Key benefits driving strategic advantage



Protect and increase revenue

- Counteract deflation from site of care shifts and “white bagging”
- Optimize prescription capture, payer contracting, and billing and reimbursement



Reduce costs and improve care

- Increase hospital capacity
- Reduce costs associated with length of stay and avoidable readmissions



Enhance the patient experience

- Expand patient infusion options
- Increase convenience and reduce patient travel burdens

Site of care strategy model

	Phase 1: Business plan / proforma	Phase 2A & 2B: Program development / ongoing growth		
		Design / implementation / ramp up		Patient go-live
Potential Outputs	<ul style="list-style-type: none"> • Develop alternate infusion site / home infusion strategy • Conduct opportunity analysis and readiness assessment • Proforma assessment areas: <ul style="list-style-type: none"> - Capture rate analysis - Home infusion / specialty infusion opportunities - Top therapies, disease states, and prescribers - Payer types 	<ul style="list-style-type: none"> • Space footprint, buildout, supporting infrastructure • Buildout and construction infrastructure testing • Workflow, through-put design and layout • Licensing / regulatory support: permits, certificates, accreditation, compliance • Clinical protocol development • Pharmacy policies / procedure • Service marketing 	<ul style="list-style-type: none"> • Personnel recruitment and training (nursing, pharmacy, navigators, etc.) • Contracting support (payers, agencies, etc.) • Revenue cycle management structure & implementation • Technology support (platform selection/integration, testing, etc.) • Benchmarking performance metrics • Project management: detailed project plan, phasing & timeline 	<ul style="list-style-type: none"> • Ongoing revenue cycle support and financial performance optimization • Operational management • Quality control and improvement • Measure productivity • Measure patient satisfaction • Measure process and staffing performance
Duration	≈ 2-4 months	≈ 12-18 months (Start Up) ≈ 6-9 months (Optimization)		Ongoing partnership
Fee	Fixed monthly fee	Fixed monthly fee, plus AB Navigator fee where applicable		Performance fee