

 SUNRx Case Study

Mountain Comprehensive Health Corporation

Mountain Comprehensive Health Corporation fortifies their rural health program, adding significant value for their patients using the 340B Program.



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Introduction



Mountain Comprehensive Health Corporation (MCHC), Whitesburg, KY is a rural health program in the US.

“The strength of our program is based upon our excellent employees, who relate to our patient base as a member of their family. MCHC works hard to provide the very best of care to our patients by hiring excellent providers, support staff, and providing them with the best supplies and most technologically advanced equipment available in the area. Whether you are an employee or a patient, you are a member of our family and are important to MCHC. Our clinics are conveniently located in Letcher, Harlan, Knott, Pike, Perry, Owsley, and Bell Counties.”



Management Team

Dr. Van Breeding

DIRECTOR, CLINICAL AFFAIRS

Phillip Hampton

DIRECTOR, CLINICAL AFFAIRS

Mike Caudill

CHIEF EXECUTIVE OFFICER

Teresa Dotson

DIRECTOR, FINANCIAL AFFAIRS

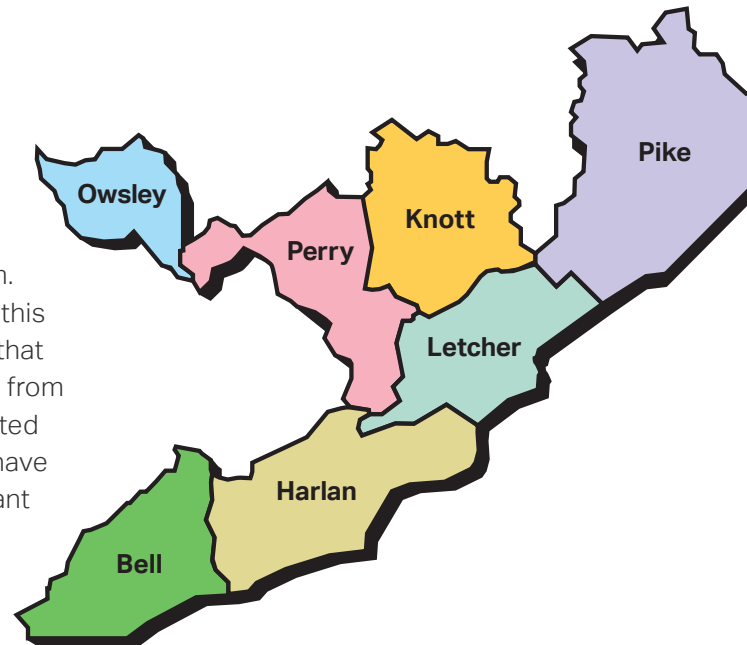
Trevor Mullins, PharmD

CLINICAL PHARMACIST
WHITESBURG, KENTUCKY

Approach

Patients are scared for their life that they cannot afford their medications

My name is Trevor Mullins and I am the Clinical Pharmacist at MCHC. Currently, I oversee our 340B program and also function as our 340B Coordinator. I perform audits, help make decisions on how to run our 340B program and educate our patients and providers on the importance of our 340B program. It is well known that prescription drug prices are out of hand in this country. I have seen countless patients be scared for their life that they cannot afford their medications. This can range anywhere from diabetic medications to blood thinners. With MCHC being located in southeast Kentucky, this problem is magnified even more. I have seen Medicare patients have to make the decision of if they want to pay for their insulin or pay for their food on any given week due to high copays. People are denied life changing therapy just due to price now. It is even more magnified by the recent backlash by drug manufacturers to not ship medications to 340B eligible contract pharmacies.



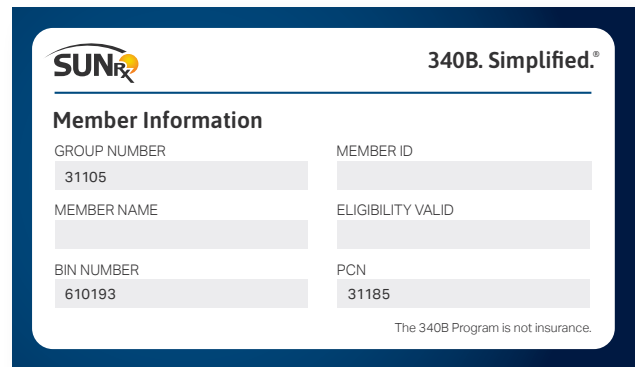
We Implemented a 340B Program with SUNRx

Solution/service/product: We implemented our 340B program with SUNRx in 2020. A major part of the SUNRx solution is their 340B Prescription Discount Card for the uninsured supported by an amazing sliding scale. We were able to customize the sliding scale with our policies, to meet our patient's needs.

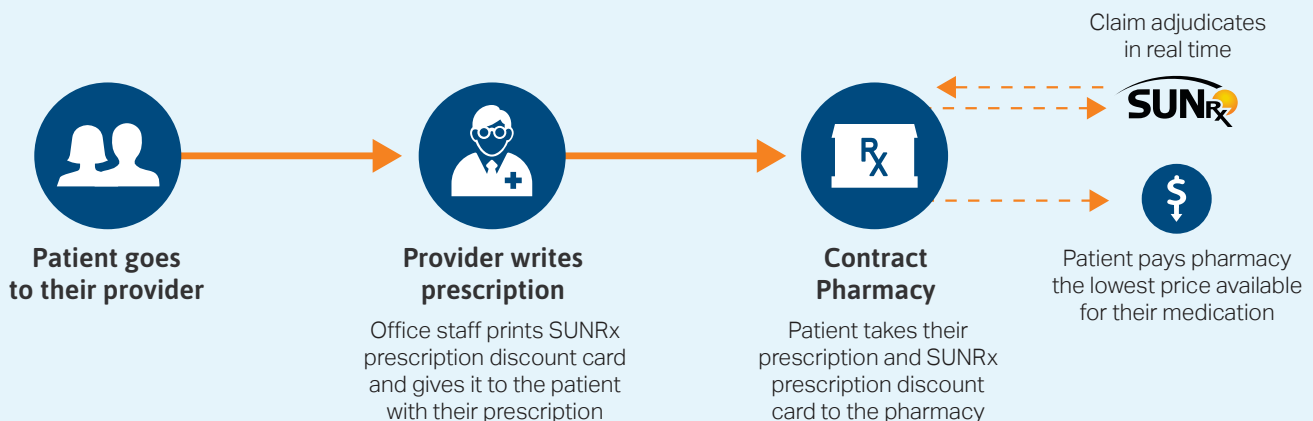
Together with the support from SUNRx, we are now able to pass on savings using the 340B program to our uninsured patients and other vulnerable populations. We offer sliding scale support due to the 340B savings, for anyone qualified based on federal poverty guidelines. We can also offer 340B cash prices to other vulnerable patients using the same SUNRx sliding scale functionality.

Uninsured 340B Prescription Discount Card

Safety-net hospitals and healthcare centers often provide services for the uninsured. These uninsured patients can have a significant impact on the facility's bottom-line. Much of the uncompensated care can be minimized with programs like providing medications at no or low cost. One of the intents of the 340B program is to pass along savings to the uninsured. This can be done with no additional cost to the healthcare facility.



How the Card Works



SUNRx



6,426

**Cash script volume
(4th Quarter, 2020)**



\$3,937,615

**Savings over retail cost of
cash claims for patients**

The cost of medication means everything to our patients regardless if they are uninsured, commercially insured or if they are a Medicare patient. I have seen the cost of medications prevent essential medical care. Some patients want to take their medications but can't afford them so they have to purchase as they can afford them which leads to horrendous adherence. Others are just outright unaffordable.

One of the best examples of this are Medicare patients who are on blood thinners, such as Xarelto. They may have a plan that "covers" the prescription, but their copay could be \$100. Telling these patients they can get their prescription for a more affordable price, dependent upon our sliding scale (the 340B price), is a joy when we see they can actually afford their medication.

I have personally had patients tear up when they find out we will offer sliding scale because we have 340B savings on their medications. When you go from a \$100+ copay to the sliding scale (340B price), that means a patient can afford their food or their power bill that month.

Not only does the price of the medications help the patients, but the savings from third party claims allow us to offer services that otherwise would not be available without 340B funds. This could be anything from new lab equipment to better imaging equipment.

Client Interview

How does the 340B program improve access to all vulnerable populations?

It allows us to offer patients affordable care no matter what population a patient falls into. We do not turn any patient away regardless of insurance status. I know patients with commercial plans, who couldn't afford medications, and we were able to help them save, so that they could continue on life altering therapy.

Can you share with us any specific ways you use 340B savings in any initiatives targeting the uninsured?

The 340B savings allows us to help patients afford their medications. We now offer the sliding scale plus 340B pricing, due to 340B savings, for anyone qualifying based upon federal poverty guidelines. We educate our patient population and providers using the materials that SUNRx help us design to support our program.

How does SUNRx help support you in reaching your 340B goals?

SUNRx has been wonderful about helping us at MCHC gain greater compliance and simplify program management. We were also able to offer sliding scale to our patients at all of our pharmacies more efficiently.

In what ways does the cash card / sliding scale service, bring benefits or value to your organization?

The 340B program allows us to stretch scarce federal resources to their fullest limit. We are able to offer services to patients in our communities that they would not have any access to otherwise. The 340B program has allowed us to expand services and hours to assist our patients and communities.

What does 340B mean to you?

To me, 340B means we get to offer more extensive medical services to our most vulnerable populations. It allows us to serve our community and give access to people who otherwise would never be able to even get to a providers office. The 340B program helps keep our health center operational, so that we may help ease our patients' suffering, by providing additional services, with weekend hours, on-site testing, free diabetic counseling, and more.

Contact SUNRx to learn more.

(866) 958-3402 | **info@sunrx.com** | **www.sunrx.com**

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