

AmerisourceBergen

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%+

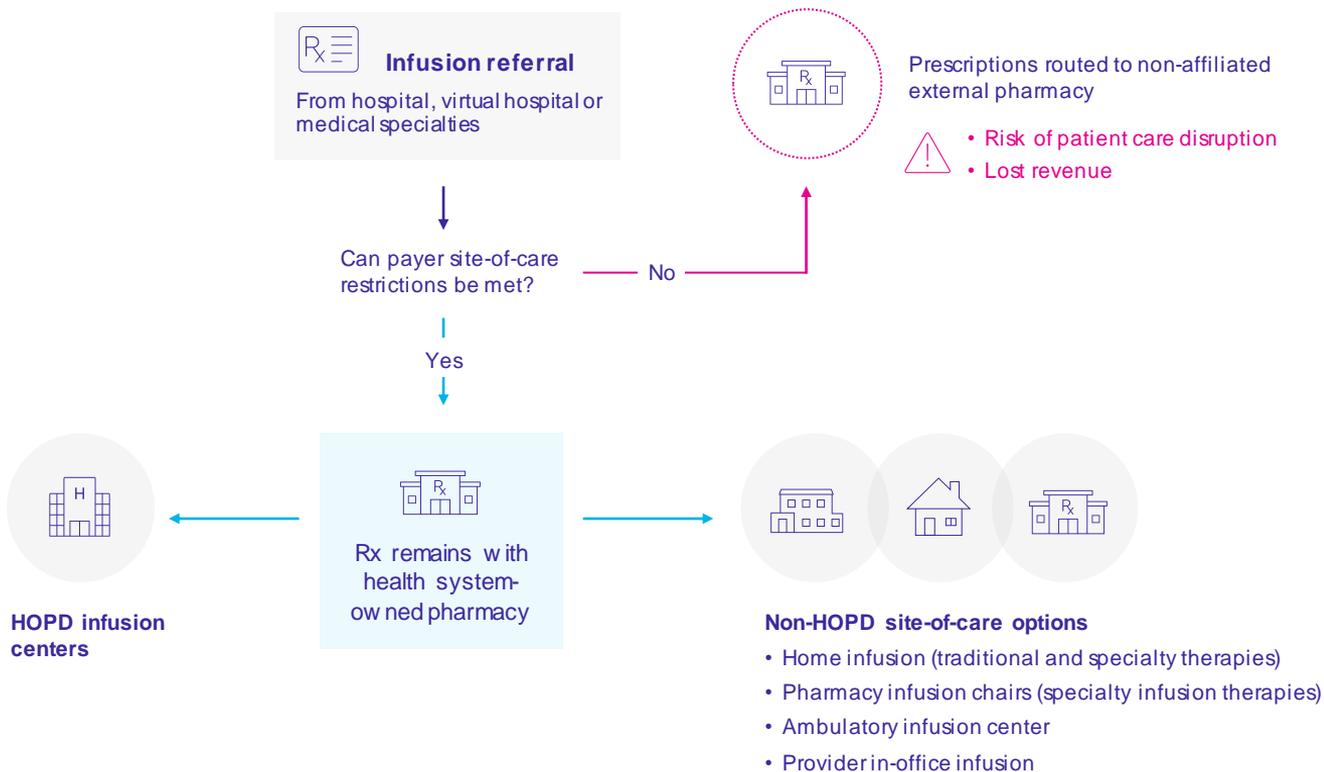
annual growth

8-10%

margin (higher for 340B hospitals)

Source: NHIF Infusion Industry Trends 2020

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 2A & 2B: Program development / ongoing growth			
		Design / implementation / ramp up		Patient go-live	
Potential Outputs	Phase 1: Business plan / proforma	<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	