Improve patient care and service and optimize a profitable revenue source

Visante’s Specialty Pharmacy services give hospitals and health systems an opportunity to improve patient care and optimize outcomes while providing increasingly significant sources of revenue and margin. Build new or enhance the effectiveness, sophistication and profitability of your existing program.

Provide Optimal Care to Patients with Complex Conditions

People taking specialty medications are often the most complex patients. They require unflinching management to ensure optimal outcomes. Hospital-based specialty pharmacy services have advantages over external pharmacies:

- Access to and integration with patient medical records
- Access to providers and ancillary staff
- Face-to-face visits with patients

These advantages improve care and outcomes and lead to increased provider and patient satisfaction.

High-Cost, Complex Drugs = Revenue and Margin

Allowing external pharmacies to service patients means revenue, margin and patient experience are walking out the door with your patients. Specialty drug prescription prices average over $4,000 and are growing at 15-20% per year. Hospitals that are 340B-eligible can see gross margins of 35-40% or higher. These new dollars can expand and enhance patient care and fund new clinical programs.

For existing programs, Visante can help you capture more specialty prescriptions which results in better patient care and increased revenue.

Improved Financial Management

Revenue Cycle Management (contracting, billing and accounts receivable management) can be one of the biggest challenges in launching a specialty pharmacy program. Visante will help create and implement a comprehensive RCM program that yields strong financial performance.

Defining Specialty Pharmacy

Specialty Pharmacy is the management of complex drug therapies for patients with select chronic diseases. It involves:

- High-touch patient care and interventions
- Intensive and extensive patient and caregiver education
- Adherence and persistency management
- Efficient and timely customer service, dispensing and distribution

—Tammy Zukowski, SVP, Visante

Optimize patient care.
Many hospitals have not yet optimized their Specialty Pharmacy program. Visante can build a new program and enhance the effectiveness, sophistication and profitability of an existing program.

James Jorgenson, CEO, Visante

Visante provides an array of Specialty Pharmacy services to meet your unique needs.

Visante provides subject matter experts to help you evaluate your opportunity and identify the resources needed to get started, or help you improve your existing program.

- 5-Year financial model with ROI calculation
- Staffing and operational plans and timelines
- Clinical strategies that integrate with the overall care team and optimize outcomes
- Expert advising for all development stages including design, build, launch, manage and optimize

Visante’s services can be customized to your needs.

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<td>• Remote data and structure reviews</td>
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<td>• On-site operational, clinical and cultural reviews</td>
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<td>• 5-Year financial model</td>
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<td>• Recommended implementation plans and timelines</td>
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<td>• Subject matter expertise in operations, clinical programs, revenue cycle management, promotion/marketing</td>
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