



A Six-Point Compliance Approach to Capturing 340B Referrals

What's blocking 340B program optimization?

Pharmacy professionals at Covered Entities (CE) rank 340B Program compliance as their primary concern*

37%

rank **compliance** over manufacturer restrictions, revenue loss, managing vendors and staffing shortages



consequently,

52%

do not leverage referral capture to maximize savings

We prove referral capture value with every engagement

Our goal is to ensure all claims we qualify fully comply with regulations. Cloudmed was the first in the industry to optimize 340B programs for referral capture with:

\$200M+

in savings across 300+ CEs

460K+

verified claims since 2018

100%

HRSA audit pass rate for clients

Validating referral eligibility is everything

We fully document the two main requirements for 340B referral prescription compliance:



The CE "owns" the patient's care



There is valid referral evidence to the specialty according to CE's P&P

Our compliance-first approach sets us apart

Every referral claim is subjected to our six-point compliance check to meet or exceed these HRSA requirements and industry best practices:

1

Prescriber or a colleague must be on the consult notes

2

Patient name/date of birth must match on consult note, pharmacy claims, and encounter notes

3

Candidate drug or drug class must be referenced in the prescriber consult notes

4

Must be a valid referral from the CE for the patient

5

Must have a patient visit to the CE within 13 months of prescription fill date**

6

Must have a patient visit to the prescribing provider within 18 months of prescription written date

If any claim fails to meet a checkpoint, we contact the prescriber or CE to get the documentation to make it compliant



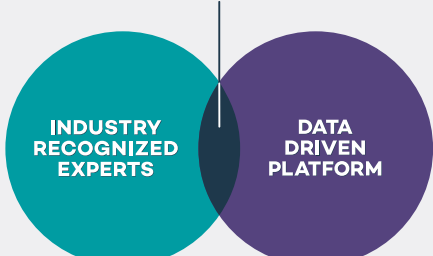
Only claims that pass the six-point compliance check are submitted to the TPA

Cloudmed does the heavy lifting by combining advanced technology and deep domain expertise to compliantly capture missed referral savings. Learn more in our guide, [How Referral Capture Meets 340B Compliance Standards](#)

*Results from a Cloudmed online poll conducted August 2022 of 79 participants with pharmacy and 340B titles at their provider organizations.

**Timeframe may vary based on organizational policies and procedures.

Revenue Intelligence™



Cloudmed, an R1 company, helps healthcare systems maximize outcomes in a complex financial world. With industry-leading expertise and data-driven technology, we deliver actionable insights across the revenue cycle, helping providers boost productivity and increase revenue. We are proud to partner with over 3,100 healthcare providers in the United States to recover over \$1.7 billion of underpaid or unidentified revenue annually.

For an assessment performed by our expert team, contact connect@cloudmed.com

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