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Press Release

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New APS Partnership Offers Enhanced 340B Compliance and Savings Opportunities

Overland Park, KS (June 17, 2019) –Hospitals and other providers participating in the federal 340B drug pricing program can now align with a qualified APS vendor to strengthen their program compliance and boost 340B savings.

Rx Solution Partners (RSP) specializes in 340B compliance and referral savings capture. The company helps organizations tighten 340B guideline adherence to withstand potential Health Resources & Services Administration (HRSA) audits.

RSP also uses automated solutions to identify unrealized 340B savings opportunities available through existing referral relationships. Many providers traditionally have been reluctant to pursue 340B referral claims due to uncertainties about appropriate compliance.

Dennis George, APS' chief executive officer, said the new partnership provides an important resource for the APS membership.

“The principals of RSP have a great deal of experience with the 340B program and truly understand the often-confusing HRSA program guidelines,” George said. “Not only will they help you sleep better at night, but you may be able to capture potentially substantial new 340B savings opportunities.”

New savings opportunities

RSP serves all 340B eligible organizations, including sole community, disproportionate share, children's and critical access hospitals, as well as federally qualified health centers, tribal health centers and the full spectrum of designated specialized clinics.

By focusing strictly on 340B referrals, RSP helps qualified entities capture the maximum savings available through the program. Results can be significant: A 12-month pilot involving several critical access hospitals generated increases in 340B savings that averaged 15 percent annually, which translated into additional monthly savings per ranging from \$10,000 to \$60,000 a month.

“Our objective is to help eligible organizations increase their 340B savings in a manner that ensures 100 percent, continual compliance with existing HRSA guidelines,” said Aaron Lott, Pharm. D, the audit and entity relations partner with RSP. “We look forward to assisting hospitals and other providers across Missouri and Kansas in taking full advantage of this important program.”

Created in 1992 and expanded under the Affordable Care Act, the 340B program requires pharmaceutical manufacturers to make outpatient medications available to eligible organizations at deep discounts. The program is designed to help safety net providers delivery lower-cost, optimized care to indigent populations.

To learn more about the RSP’s 340B solutions, contact Aaron Lott, PharmD,
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About APS

Jointly owned by Kansas Hospital Association (KHA) and the Missouri Hospital Association (MHA), APS is a member-focused healthcare services company that increases contracting efficiency and reduces overhead costs for member-organizations by coordinating the research and development of product and services contracts. Based on the purchasing power of our members, our experienced team negotiates agreements with local and regional vendors, thdenndennen passes along superior pricing, terms and conditions.