340B IN ACTION

UnityPoint Health – Waterloo
Allen Hospital | Waterloo, Iowa

340B BY THE NUMBERS

- $16.8M: Annual 340B Benefit
- 150: Average Med Management Patients Per Month
- 133%: 340B as Percentage of Operating Margin
- 69.8%: Medicaid, Low Income Subsidy, and Self-Pay Mix

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Medication Management

At Allen Hospital, 340B savings have enabled the development of hospital-based Medication Management Clinics. Through a patient-centered approach, pharmacists work hand-in-hand with patients’ primary care physicians to help manage specific diseases. When the nation is facing health care workforce shortages, this model enables both primary care providers and pharmacists to practice top of licensure.

Patients with chronic conditions are also able to be seen more frequently – often doses are adjusted every two weeks until health goals are met. On average, diabetic patients enrolled in this program are meeting their A1C goals by their 8th visit, which lowers the risk of adverse health events. Overall, these clinics are achieving results and improving quality of life - quality of care is improved, time to achieve care goals is reduced, and patient satisfaction is heightened. Through the 340B program, low-income and uninsured clinic patients receive access to affordable medications, key to proactively managing their health goals.

Success story – Recently a patient was referred to the clinic with an A1c of 11.1% (goal is below 8%). He hadn’t been taking two of his four diabetes medications due to cost. The pharmacist worked to switch to products he could afford, including extending 340B pricing to him, and adjusted doses to make sure his blood sugars didn’t drop too low as he restarted all his meds. Then the pharmacist titrated his medications up and within two months his A1c was down to 6.6%.