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# Apexus Invites You to Attend 340B University

Apexus offers 340B University, an in-depth educational program designed for all 340B stakeholders to learn 340B compliance from industry experts. Topics covered in the training include fundamentals in implementing a compliant pharmacy program from Basics to Drug Pricing and hands on training with tools and resources available to assist with program integrity.

**Vice President:** Christopher Hatwig MS, RPh, FASHP  
**Founded:** 2007  
**Employees:** 15+  
**Toll Free Phone:** (888) 340-2787  
**Fax:** (972) 910-6699  
**Address:** Apexus, 125 East John Carpenter Freeway  
 Irving, TX 75062  
**Website:** www.340BPVP.com



## Company Background

Founded in 2007, Apexus Inc., a nonprofit corporation, is the Health Resources and Services Administration's (HRSA) Office of Pharmacy Affairs (OPA) awarded contractor to serve as the prime vendor for the 340B Program.

As the government's only awarded 340B Prime Vendor, Apexus is responsible for securing sub-ceiling discounts on outpatient drug purchases and discounts on other pharmacy related products and services for participating public hospitals, community health centers and other eligible safety-net health care providers electing to join the program.

### The Prime Vendor Program serves participants in three primary roles:

1. Negotiates sub-ceiling 340B pricing on branded and generic pharmaceuticals
2. Establishes distribution solutions and networks that improve access to affordable medications
3. Provides other value-added pharmacy related products and services to its participants

### 340B Prime Vendor Program Benefits:

- Free federal program so there is no cost to participate in the 340B Prime Vendor Program
- Steep discounts since it is the only program with authority to offer total price protection to branded pharmaceutical manufacturers for outpatient covered drugs
- Exclusive discounts on other pharmacy related products, supplies and services

## Product Overview

Understand the basics of managing a compliant 340B program! The 340B University training session will provide practical information about 340B program fundamentals, which will enable stakeholders to participate with integrity.

### The 340B University objectives are to enable attendees to:

1. Describe the history, intent and statutory principals of the 340B program.

2. Outline the process for addressing 340B policy and for maintenance of integrity of 340B Program participation.
3. Describe the role of the manufacturer, wholesaler, prime vendor and entity in 340B pricing integrity.
4. List methods to optimize the value of the PVP's products, services and tools.

340B University meets these objectives in one full day or two half-day sessions that mix traditional lecture and interactive/practical application learning formats. Continuing education for pharmacists and pharmacy technicians is available.

## Testimonials

### What 340B Stakeholders Are Saying About 340B University

*"The nuts and bolts of how to establish a program that meets the statutes and has integrity."*

*"You all did an awesome job and I look forward to future workshops for 340B. I feel like I now have the tools, knowledge and contacts that I need to continue to make our 340B program a success."*

*"It was an excellent program and the open forum format was very good. It allowed the ability to answer questions that a participant may feel is elementary and was hesitant to ask in front of the entire group. I liked the fact that OPA, industry and wholesalers were represented."*

## Markets Served

Many different types of organizations are considered 340B stakeholders, and each brings a unique perspective to the marketplace.

- Covered Entities
- Contract Pharmacies
- Advocacy Organizations
- Vendors
- 340B Contractors
- Manufacturers
- Wholesalers
- Eligible Patients
- Payors (Medicaid, Medicare, Private, Insurers)
- Federal and State Government Agencies

## Ordering Information

For more information about 340B Prime Vendor Program and 340B University, please contact Apexus Answers!

Email: [ApexusAnswers@340BPVP.com](mailto:ApexusAnswers@340BPVP.com)

Phone: (888) 340B PVP (340-2787)