

# 340B

## Learning Objectives

- Summarize what the 340B program is and identify its key players, stakeholders, and participating organizations
- Analyze how the 340B program affects the payment structure for its participants, including the importance of pass-through status and how it can affect profits
- Classify the role and trends of contract pharmacies within the 340B program
- Compare the potential positive and negative consequences of the 340B changes in payment structure and which stakeholders they affect
- Detail the market reactions resulting from the 340B program related to duplicate discounts in Medicaid, contract pharmacies, and Supreme Court rulings
- Assess how the 340B program is relevant to and affects manufacturers and describe actions they are taking to advocate change



340B DR

### Example of Potential Profits for 340B Hospitals

	Non-340B Hospital	340B Hospital
ASP (Average Sales Price)	\$84,000	\$84,000
Acquisition Price (Based on Contract Price)	\$80,000	N/A
Acquisition Cost Per Claim – ASP × 340B DISCOUNT of 65%	N/A	\$84,000 × 65% = \$54,000
CURRENT: Reimbursement at ASP +6%	\$89,000	\$89,000
	<b>ASP +6%</b>	<b>CURRENT PRACTICE: ASP +6%</b>
Reimbursement Per Claim	\$89,000	\$89,000
Acquisition Cost Per Claim	\$80,000	\$54,000
Gross Profit Per Claim	<b>\$9,000</b>	<b>\$35,000</b>

340B DRUG PRICING PROGRAM