

Tips on Getting Started:

Learn. Register. Obtain.

Learn

Register

How to Begin Making the Most of 340B and Prime Vendor

1. Learn about the drug discount programs. These programs provide eligible entities, including Title-X grantees and delegates, access to reduced cost pharmaceuticals.

a. Action Steps:

i. Start learning by:

- ▶ Visiting websites for information and applications:
 - a. 340B: <http://www.hrsa.gov/opa/introduction.htm>
 - b. Prime Vendor: <https://www.340bpvp.com/public/>
- ▶ Calling the Pharmaceutical Services Support Center: 1-888-340-2787.
- ▶ Speaking with your regional office contact.
- ▶ Attending presentations by 340B and Prime Vendor staff at grantee conferences.
- ▶ Reading existing resources: Go to www.nfprha.org to see the 340B Fact Sheets under the Policy Action Center.
- ▶ Completing the 340B/Prime Vendor online interactive tutorial: <https://www.340bpvp.com/public/gps/gps.html>

b. Don't forget:

- i. Ask questions. Tap the resources above as much as you need to. They're free, and they are there for you.

2. Register

a. Action Steps: The 340B and Prime Vendor programs are two distinct programs. Once you are registered for 340B, you must complete a separate form in order to register for Prime Vendor.

- i. Begin by finding out if your "entity" (grantee, delegate, clinic) is registered with 340B. Note: some grantees register all of their service sites; others require individual sites to register on their own.
- ii. If not, register for 340B. Begin with 340B and move on from there.
- ▶ Go to <ftp://ftp.hrsa.gov/bphc/pdf/opa/FPPrgmReg.pdf> to find the application form.
- iii. Note whether you will be billing 340B for Medicaid clients. If so, indicate this on the Medicaid Exclusion File.
- iv. Once you are registered for 340B, you can register for Prime Vendor! It's also free and available to Title X-funded entities enrolled in 340B. It offers sub-340B prices.

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- ▶ Go to <https://www.340bpvp.com/public/registration/default.aspx> to find the application form.

b. Don't forget:

- i. Pay special attention to timelines for registration. The membership list for 340B is updated quarterly so it may take a while before enrollment is official.
- ii. Know what you can get, and from where. 340B and Prime Vendor offer access to different pharmaceuticals. 340B membership, for example, does not provide access to reduced-cost devices.
- iii. 340B-purchased drugs and Prime Vendor-purchased devices can only be used for eligible patients. Check with your Regional Office to learn about the "definition of a patient," or go to <http://www.hrsa.gov/opa/patientdefinition.htm>.

3. Obtain needed pharmaceuticals. 340B is a mechanism for guaranteeing prices. Once registered, entities must then work with distributors or manufacturers to purchase the pharmaceuticals and other supplies.

a. Action Steps:

- i. 340B is a program for obtaining discounts, not purchasing drugs. You will need to elect whether you will work with distributors or manufacturers. This may vary for different drugs and supplies and for different drug purchasing programs. Here's a starting tip:
 - ▶ Distributors are typically slightly more expensive, yet they provide one-stop shopping and easier comparison's among different manufacturers' products.
 - ▶ Purchasing directly from the manufacturer requires more administrative work and costs, but can save money for entities with limited formularies.
- ii. Talk to a pharmacist. A pharmacist can help you identify bioequivalent products that can broaden your inventory. This may also enable you to take advantage of special sales or navigate quarterly price shifts that may make some drugs unaffordable at different times.
- iii. Understand Medicaid reimbursement in your state. Participating in 340B and Prime Vendor while also receiving Medicaid reimbursement requires an extra level of paperwork to prevent "double discounts." Keep your information in the Medicaid Exclusion File up-to-date if you are using these purchasing programs for your Medicaid clients.

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- b. Don't forget:
 - i. 340B prices can shift quarterly. Make preparations in your inventory and your budget accordingly.
 - ii. Centralized purchasing for all eligible clinics is allowed, but remember, all entities and patients that receive drugs at 340B and Prime Vendor discounts must be eligible, and the drugs must be within the scope of the federal grant that makes them eligible. If you don't understand what's allowed, ask! ([See step 1](#))
 - iii. If you have questions, ask!