

# Navigating the Evolving 340B Program: An Update with Apexus

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340B Midwest Regional Conference & Expo  
August 25 & 26, 2025





# DISCLOSURE STATEMENT

- Shelly Wiest has no relevant financial relationship(s) with ineligible companies to disclose.

*and*

- None of the planners for this activity have relevant financial relationships with ineligible companies to disclose.





## LEARNING OBJECTIVES

**At the completion of this activity, the participant will be able to:**

- Describe the current 340B Program landscape and its operational impact on covered entities
- Identify Apexus Prime Vendor Program (PVP) resources available to assist 340B stakeholders
- Discuss strategies for enhancing transparency and ensuring the integrity of the 340B Program





HRSA, Covered entities, manufacturers, and the PVP work together to lower drug prices and improve drug access



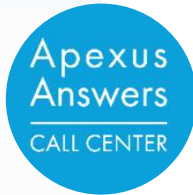
# Prime Vendor Focus



Sourcing Operations – Contracting, Distribution, and Manufacturer Refund Services



Education and Training



HRSA-Aligned National Call Center



# Key Stakeholder Groups Diverse Positions in the Market



## Manufacturers

- Transparency
- Stacked discounts
- CP/PBMs profiting on the program's discounts
- Patients aren't receiving value of savings



## Covered Entity

- Financial pressures
- Reimbursement concerns
- Intent of program



## HRSA

- Program Integrity
- ADR
- Education
- Transparency



# PVP Aligning to Stakeholder Needs



## HRSA support

- 340B data analytics
- Technical Assistance
- Marketplace trending, impact analysis and assessment



## Working with distributors to enhance access

- Understanding and contracting with alternate distribution networks
- Collaborating with distributors to make access to restricted products easier



## Deepening relationships with suppliers

- Manufacturer-specific education
- Increasing number of manufacturers with whom we have relationships
- New approaches to contracting



## Customized education by covered entity type

- **Working directly with NACHC and PCAs**
- **Segmentation of learning by covered entity type, role, level of learning**

# Neutrality More Important Than Ever

## Critical roles of PVP



Neutral third party to support all stakeholders



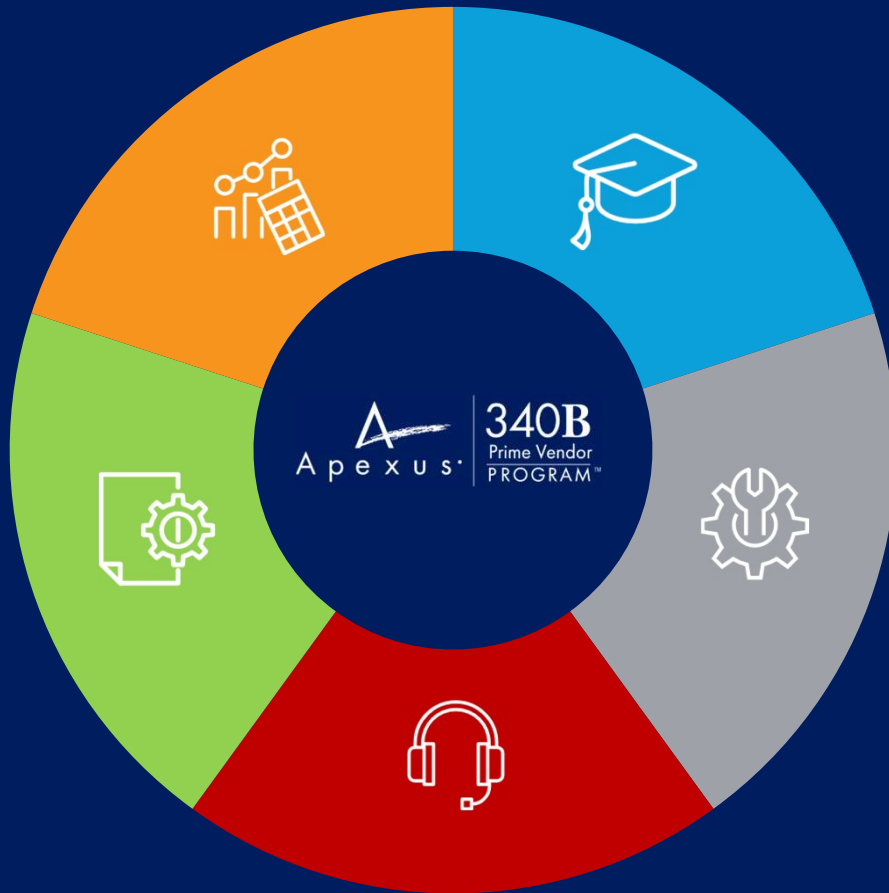
Trusted resource aligned with HRSA



Focus on 340B Program integrity







**340B education for your team**

**Resources to support compliant 340B programs**

**HRSA-aligned assistance with 340B questions**

**Purchasing account infrastructure and integrity**

**Focus on Drug Cost Savings**



# Enroll in HRSA-Aligned Education



# Focus on Education

Provide all 340B stakeholders educational resources to promote program integrity

Apexus  
Answers  

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CALL CENTER



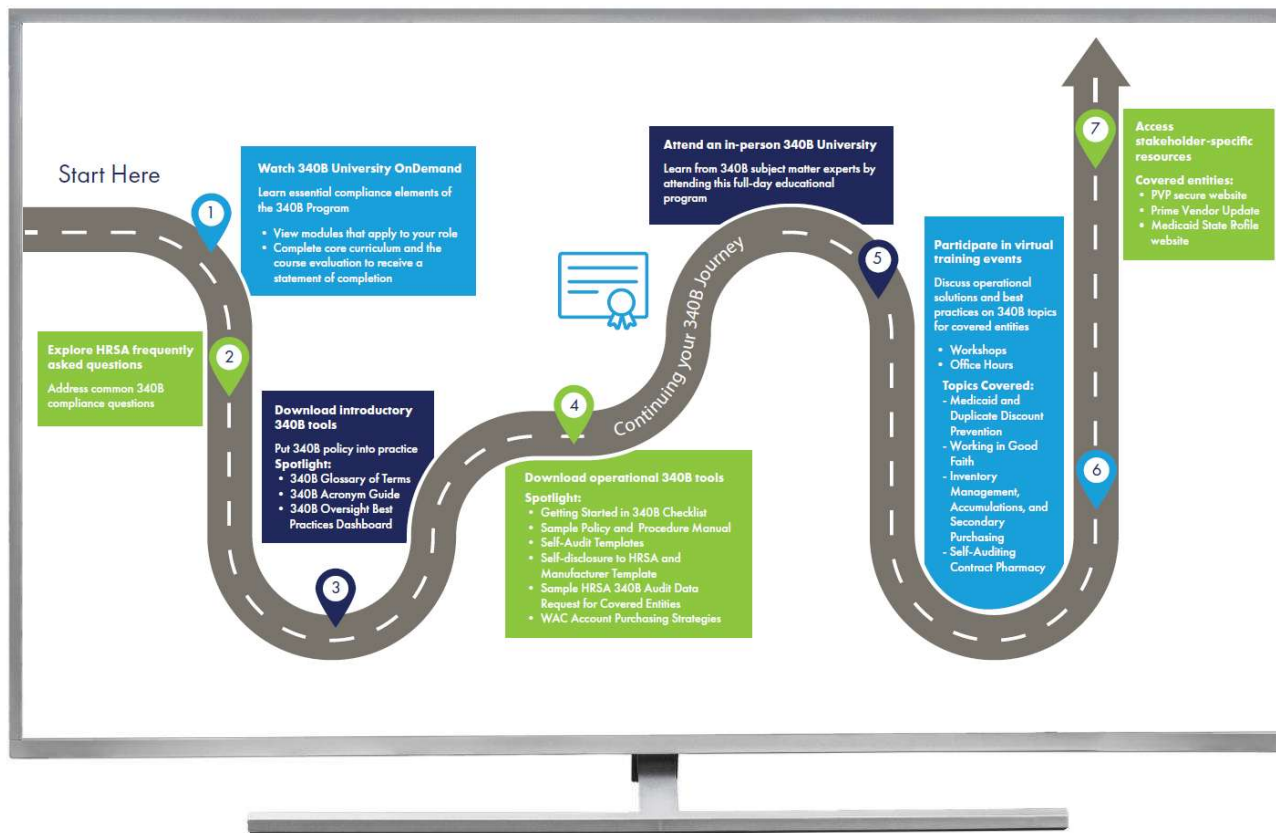
Tools and Resources



340B University



# Education Roadmap



# 340B University Education Library



**340B Prime Vendor PROGRAM** Managed by Apexus


COVERED ENTITIES | MANUFACTURERS | DISTRIBUTION | [340B UNIVERSITY](#) | HRSA FAQs | RESOURCE CENTER | ABOUT 340B & PVP | APEXUS ANSWERS

About Us | Contact Us

LOGIN

## 340B University

Online or in-person, curricula are available at no cost to support 340B Program integrity. Choose the solution that fits your needs. Programs are intended to build on one another, from basic to more advanced offerings.



Start your 340B education by enrolling in 340B University OnDemand™  
[Enroll as covered entity >](#)  
[Enroll as non-covered entity >](#)  
[Login to 340B University OnDemand >](#)

Check out our [Education Roadmaps](#) to view a recommended stepwise approach to 340B education

Check out [340B Tools](#) and Resources to put 340B policy into practice

### Education Library

Search by keyword or subject

CLEAR FILTERS X

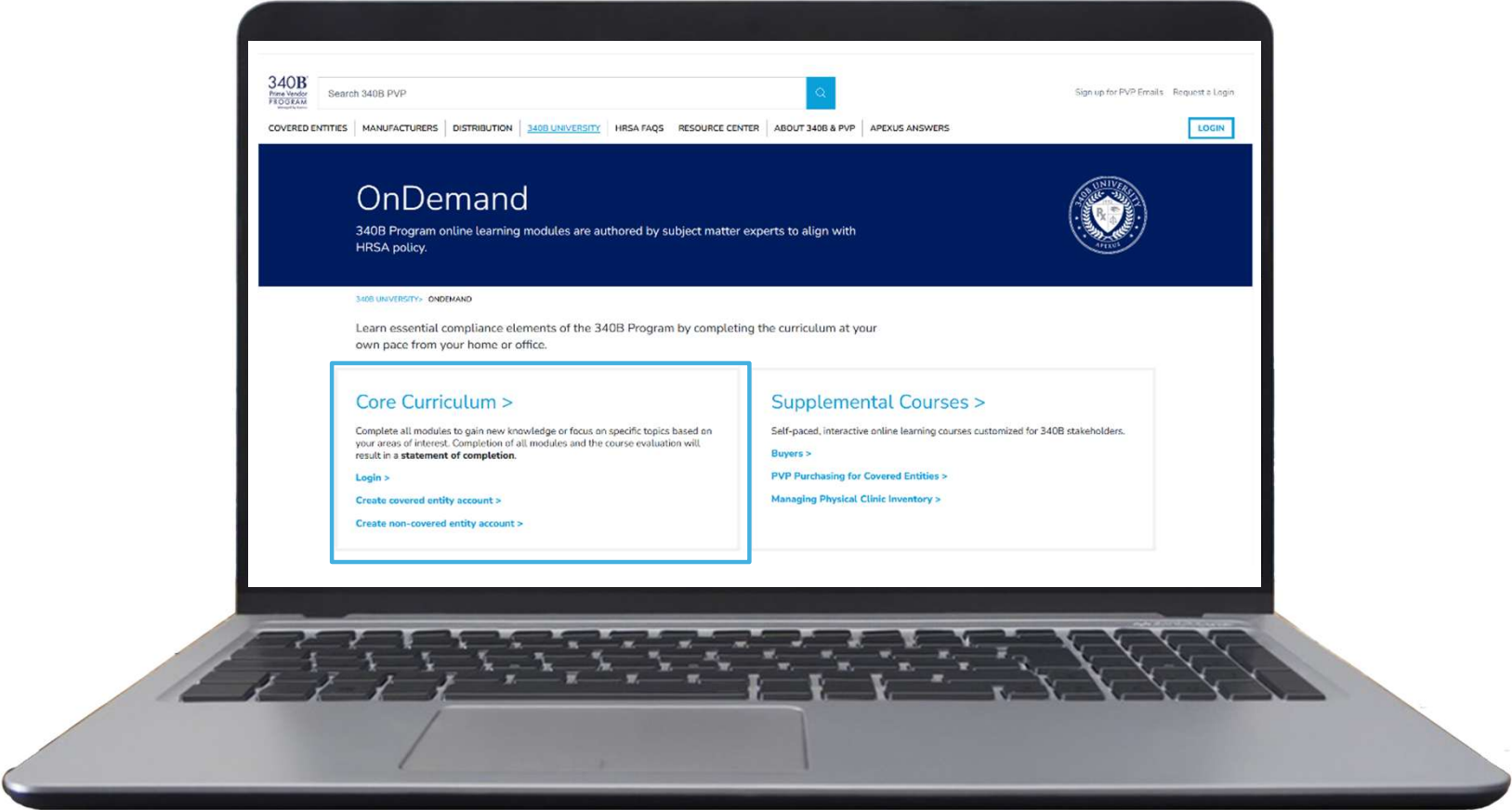
Stakeholder Type + Experience Level + Education Type +

#### Education Type

- All Education Types
- OnDemand
- Virtual Events
- In-Person Events







340B  
Prime Vendor  
FT020KAL

Search 340B PVP



Sign up for PVP Emails Request a Login

COVERED ENTITIES | MANUFACTURERS | DISTRIBUTION | **340B UNIVERSITY** | HRSA FAQs | RESOURCE CENTER | ABOUT 340B & PVP | APEXUS ANSWERS

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# OnDemand



340B Program online learning modules are authored by subject matter experts to align with HRSA policy.

340B UNIVERSITY > ONDEMAND

Learn essential compliance elements of the 340B Program by completing the curriculum at your own pace from your home or office.

## Core Curriculum >

Complete all modules to gain new knowledge or focus on specific topics based on your areas of interest. Completion of all modules and the course evaluation will result in a **statement of completion**.

[Login >](#)

[Create covered entity account >](#)

[Create non-covered entity account >](#)

## Supplemental Courses >

Self-paced, interactive online learning courses customized for 340B stakeholders.

[Buyers >](#)

[PVP Purchasing for Covered Entities >](#)

[Managing Physical Clinic Inventory >](#)





## Core Curriculum >

Complete all modules to gain new knowledge or focus on specific topics based on your areas of interest. Completion of all modules and the course evaluation will result in a **statement of completion.**

[Login >](#)

[Create covered entity account >](#)

[Create non-covered entity account >](#)

# 10th Anniversary of 340B University OnDemand

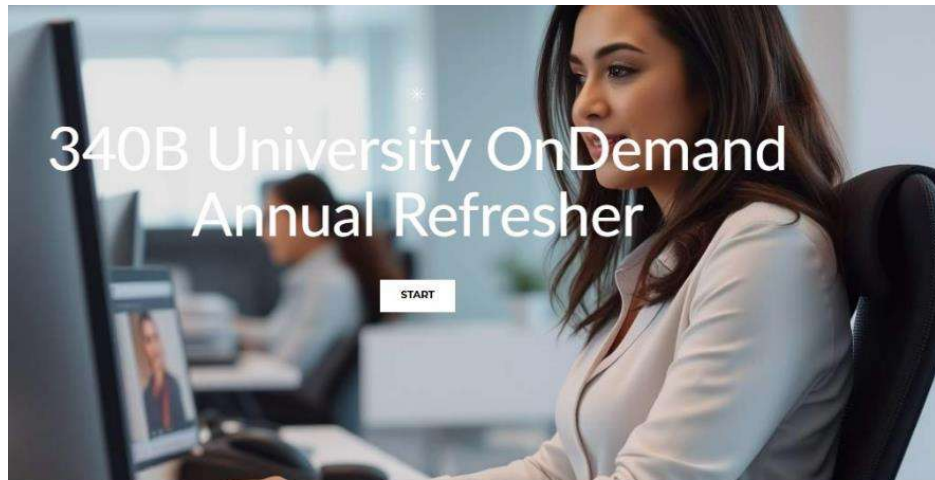


For a decade, 340B University OnDemand has provided 340B foundational education to more than 81,200 learners.





# New OnDemand Module: Annual Refresher



- High-level overview of the 340B program
- Provides learners with a review of key compliance requirements of the program
- Statement of completion

340B  
Prime Vendor  
PROGRAM

Welcome to 340B University OnDemand Annual Refresher.

- Course Instructions
- Welcome
- Statement of Completion



# 340B Supplemental



**Apexus** | **340B**  
Prime Vendor PROGRAM™

**JUST UPDATED!**

**340B for the C-Suite**

Now in Our Supplemental Modules



# 340B University In-Person



## Attend an upcoming 340B University™

- September 29, 2025\*** ..... Las Vegas, NV  
(prior to NPPA Annual Meeting)
- October 5, 2025\*** ..... Chicago, IL  
(prior to ASHP Leaders Conference)
- December 7, 2025\*** ..... Las Vegas, NV  
(prior to ASHP Midyear Clinical Meeting and Expo)

*There is no fee to attend; conference registration is not required.*

*\* CE credit is available for these sessions for pharmacists and pharmacy technicians.*

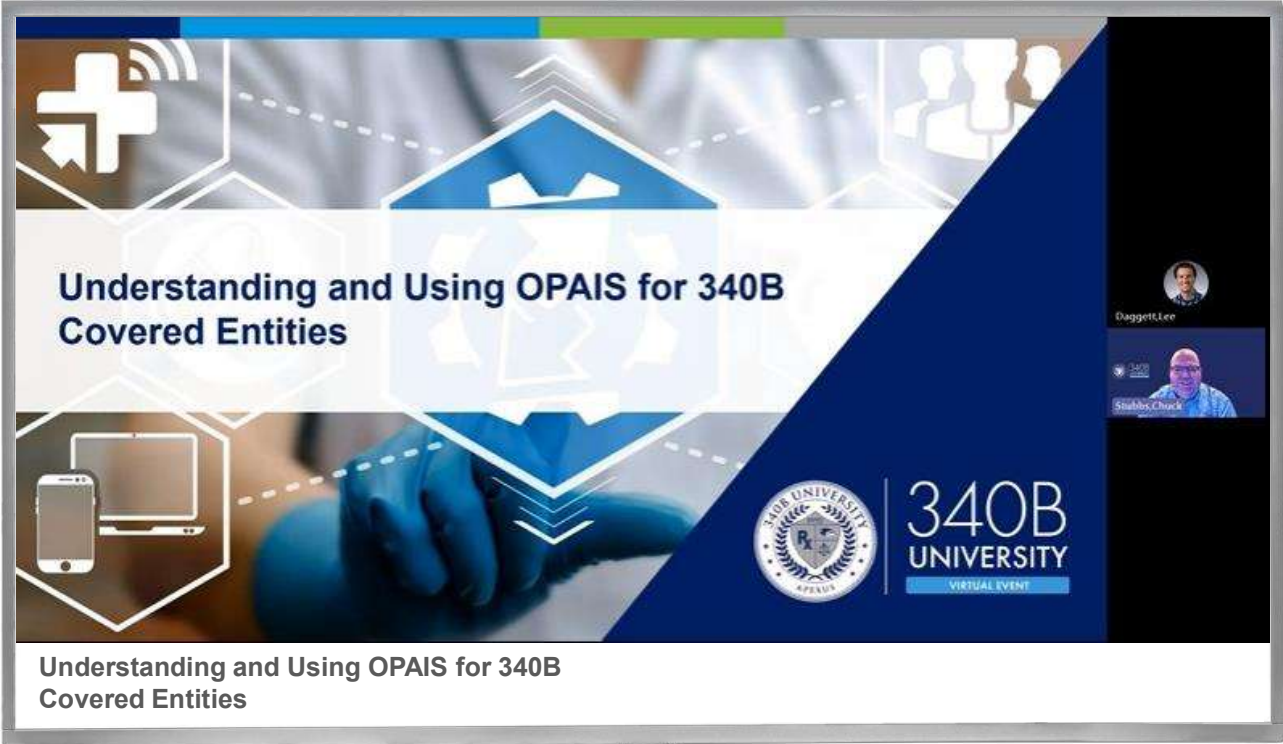


Register at [340Bpvp.com/events](https://340Bpvp.com/events)

Contact Apexus Answers for more information:  
888.340.BPVP (2787) • [ApexusAnswers@340Bpvp.com](mailto:ApexusAnswers@340Bpvp.com)



# Virtual Events

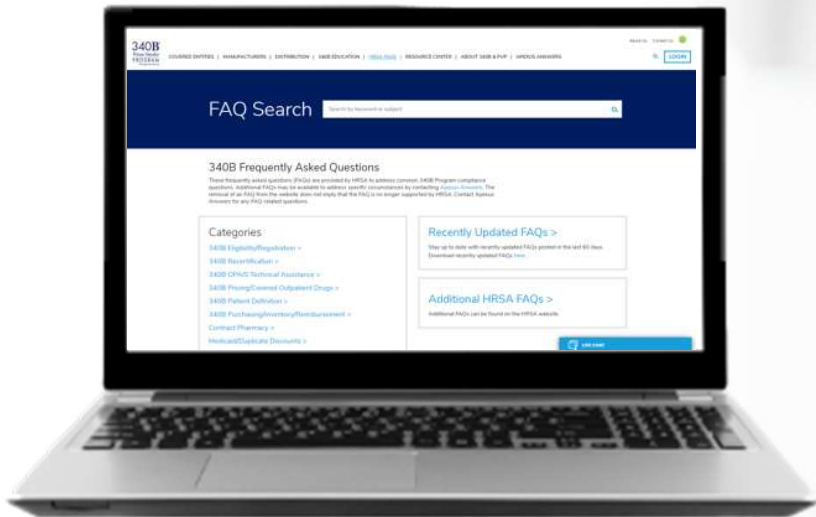




# Seek Technical Assistance and Resources



# Have Questions or Need Help?

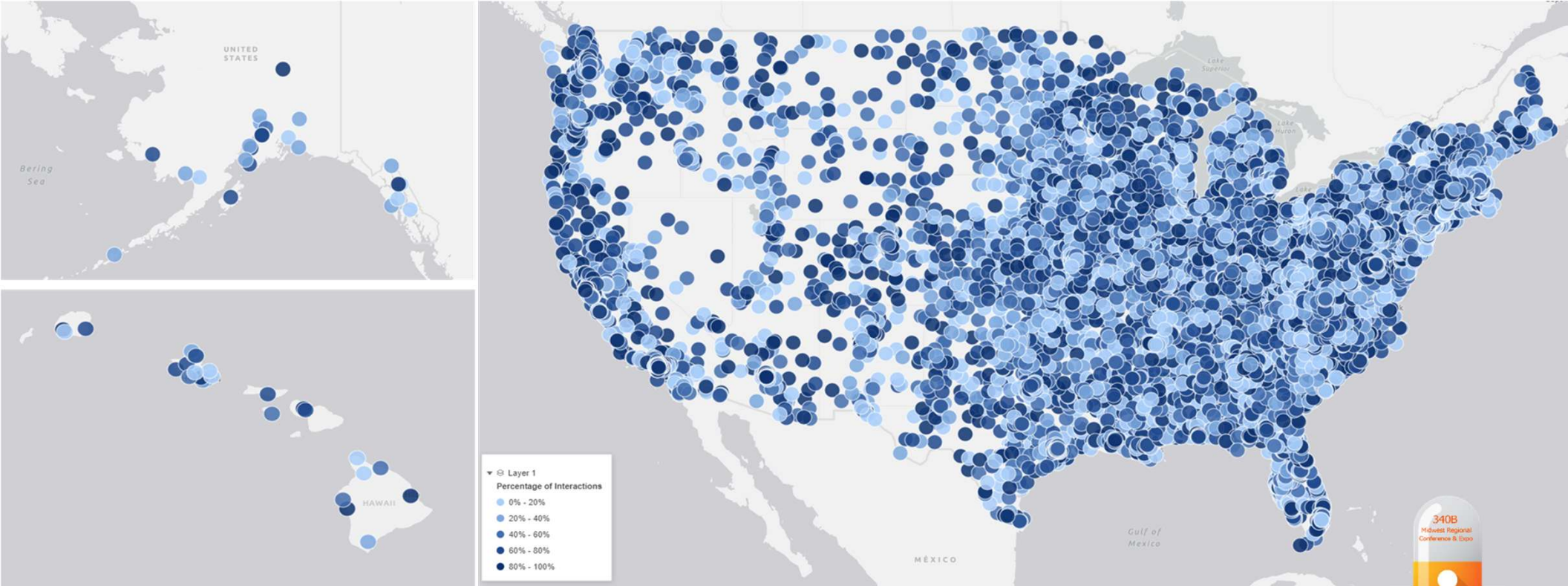


HRSA FAQs

Apexus  
Answers  
CALL CENTER



# Apexus Answers





# Apexus Answers Trends



1. 340B OPAIS Technical Assistance
2. 340B Eligibility & Registration
3. Medicaid 340B Policy





# Resources to support compliant 340B programs



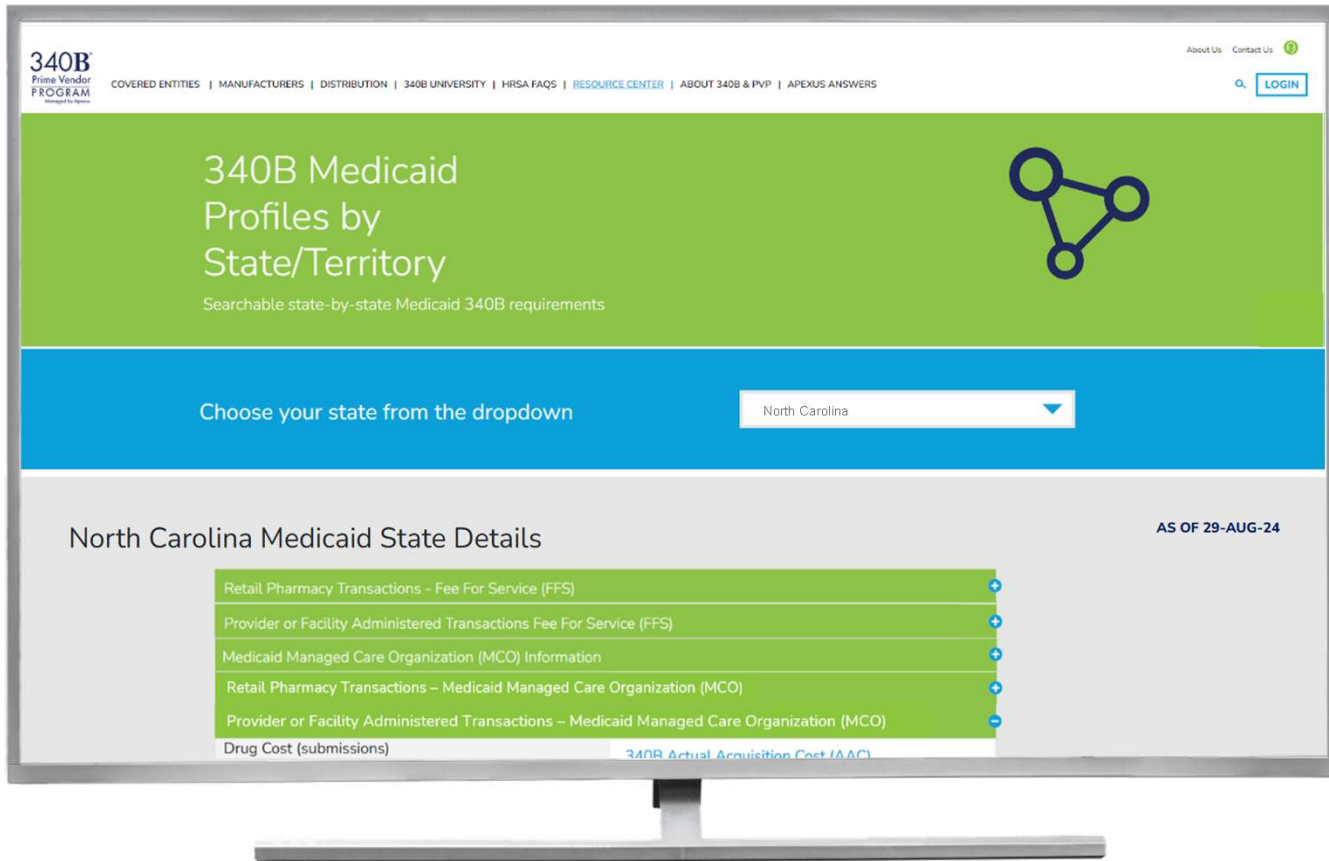
# Popular Compliance Resources



Getting Started in 340B Checklist			Apexus   340B Prime Vendor PROGRAM		
			Project Management Tool		
Category	Task	How To/Resource	Assigned To	Complete By	Project Status
ET - 4	Subscribe for FAQ and 340B tool updates	The PVP offers the ability to subscribe to RSS feeds to alert you to any changes to our 340B tools or HPSA FAQ pages. If you are unfamiliar with how to subscribe to a RSS feed, instructions are provided at this link.			
ET - 5	Create annual staff competency for 340B	It is a best practice to ensure that staff maintain ongoing training in the 340B Program. Many sites build their own competencies or use 340B University resources to complete annual refreshers for staff.			
<b>Purchasing Optimization</b>					
PD - 1	Enroll in the PVP to access 340B Program contract savings	As the 340B Prime Vendor, Apexus negotiates sub-340B pricing and other discounts with many manufacturers. This program is available to any covered entity at no cost to the entity. However, sites must take the additional step of enrolling in the PVP to see these contracts loaded on their accounts.			
PD - 2	Verify with your wholesaler(s) that PVP contracts are loaded	Reach out to your wholesaler representative for a listing of all 340B accounts. Verify with the wholesaler that PVP contracts have been loaded to all accounts. The 340B PVP Catalog can be a good resource to identify contract pricing and other price types that you should expect to see on your accounts.			
PD - 3	Get access to the PVP participant site and delegate who will need access to the catalog	The PVP participant website has a variety of resources. Getting access for your team early can ensure that they are able to access resources mentioned in this checklist early. The catalog is the most commonly used resource on this page and is helpful for verifying pricing information.			
PD - 4	Update site profile on PVP website	Once you have a PVP participant site sign-on, you are able to log into 340Bpvp.com, click on your button in the upper right corner, select "my profile," and select a specific site. Here you can review your site's information in the PVP system, make changes to the primary distributor, and add/change contacts for your site. Contacts added will automatically receive Contract Updates and will receive an email asking them to create a sign-on for the PVP participant site.			
PD - 5	Sign up for regular contract announcements through Contract Updates	The PVP sends monthly Contract Updates to all participants. To sign up, send an email to Apexus Answers and include the name, title, and email address for anyone making purchasing decisions.  The PVP site also contains a downloadable catalog that sites can use to compare			



# PVP Medicaid State Profile Website



# PVP Medicaid State Profile Website



## North Carolina Medicaid State Details

AS OF 29-AUG-24

Provider or Facility Administered Transactions – Medicaid Managed Care Organization (MCO)

### Drug Cost (submissions)

Drug cost type when 340B drugs are dispensed.

340B Actual Acquisition Cost (AAC)

### Drug Cost (reimbursements)

Drug cost type state plans reimburse at for 340B dispenses.

340B Actual Acquisition Cost (AAC)

### Required Claim Identifiers

Claim identifiers required to indicate 340B drugs were dispensed.

None - State uses HRSA's Medicaid Exclusion File exclusively

### Comments/Notes

340B Actual Acquisition Cost (AAC) for non hospital covered entities but DSH, PED, CAN, RRC, SCH, CAH may bill Medicaid the total charges for the drug



# PVP Medicaid State Profile Website



## North Carolina Medicaid State Details

AS OF 29-AUG-24

### Retail Pharmacy Transactions – Medicaid Managed Care Organization (MCO)

<b>Drug Cost (submissions)</b> Drug cost type when 340B drugs are dispensed.	340B Actual Acquisition Cost (AAC)
<b>Drug Cost (reimbursements)</b> Drug cost type state plans reimburse at for 340B dispenses.	340B Actual Acquisition Cost (AAC)
<b>Required Claim Identifiers</b> Claim identifiers required to indicate 340B drugs were dispensed.	None - State uses HRSA's Medicaid Exclusion File exclusively
<b>Professional Dispensing Fee (PDF)</b> The current professional dispensing fee for FFS 340B claims. Note: some states have ranges based on different factors.	\$10.64

#### Comments/Notes

340B Actual Acquisition Cost (AAC) for non hospital covered entities but DSH, PED, CAN, RRC, SCH, CAH may bill Medicaid the total charges for the drug



# NEW Apexus App: Access Key Resources



**Access to 340B Resources:**  
Find essential 340B Prime Vendor Program (PVP) tools anytime, anywhere.

**340B University at Your Fingertips:**  
Access on-demand education and training resources.

**Engage with 340B Faculty:**  
Connect with experts during in-person training sessions.

**Quick HRSA FAQ Search:**  
Get the answers you need—faster than ever.

**Convenient Support:**  
Chat with Apexus Answers for expert guidance on the go.

**340B Prime Vendor Program**

**HRSA FAQ**

**340B Compliance Tools**

**340B University**

**Medicaid State Profile**

**Catalog**

**Request PVP Secure Site Access**

**News**

**Apexus Answers Chat**

Welcome!

Please fill out the form below to chat with Apexus Answers.

Name

Email

340B ID

Start Chat

You can chat with an Apexus Answers specialist from 9am-5pm CST.

**OnDemand Supplemental Curriculum**

**Supplemental Courses**

Supplemental courses are designed to provide participants with additional resources to help them stay up to date on the latest 340B Program information.

**BUYERS**

**A Buyer's Introduction to 340B**  
15 Minutes  
Helps buyers understand the 340B Program and how it affects procurement processes.

**A Buyer's Guide to the PVP**  
15 Minutes  
Helps buyers understand the purpose of the 340B Prime Vendor Program and how to find education and support tools for stakeholders on the PVP website.

**340B Compliance Concepts for Buyers Part 1**  
15 Minutes  
Understand what diversion and duplicate discounts are in the 340B Program and how they can help prevent violations at entities.

**Home** **My Events** **Chat**

**340B Prime Vendor Program**

**HRSA FAQ**

**FAQ ID: 1795**  
Last Modified: 09/26/2022  
Q: How should a hospital covered entity determine if an off-site outpatient facility is eligible for the 340B Program as a child site and should be registered on 340B OPA/IS?  
A: An off-site hospital outpatient...

**HRSA FAQ**

**FAQ ID: 1190**  
Last Modified: 05/12/2022  
Q: Do clinical departmental services located within the four walls of a registered 340B hospital have to be registered in 340B OPA/IS?  
A: Outpatient...

**HRSA FAQ**

**FAQ ID: 1358**  
Last Modified: 04/12/2022  
Q: We are a 340B co...

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**340B Midwest Regional Conference & Expo**



# 340B PVP Website

The screenshot shows the homepage of the 340B Prime Vendor Program website. At the top left is the logo for the 340B Prime Vendor Program, managed by Horizon. To the right, there are links for "Sign up for PVP Emails" and "Request a Login". A navigation bar contains links for "COVERED ENTITIES", "MANUFACTURERS", "DISTRIBUTION", "340B UNIVERSITY", "HRSA FAQs", "RESOURCE CENTER", "ABOUT 340B & PVP", and "APEXUS ANSWERS", along with a "LOGIN" button. The main heading is "The 340B Prime Vendor Program" with the subtext "Supporting 340B stakeholders with education, contracting, and technical assistance". A "LEARN MORE" button is positioned below the subtext. A horizontal menu bar features "Education", "Compliance Tools", "Catalog & Analytics", and "Apexus Answers", each with a right-pointing arrow. Below this is a search bar with the placeholder text "Search for things like tools, education, FAQs and the PVP catalog" and a search icon. To the right of the search bar is a dark blue button that says "LOGIN FOR ADDITIONAL RESULTS" and a link "Request a PVP secure site login >". On the right side of the page, there is a photograph of three business professionals (two men and one woman) looking at a laptop. In the bottom right corner, there is a circular badge for the "340B Midwest Regional Conference & Expo" featuring a keyhole icon.

340B Prime Vendor PROGRAM  
Managed by Horizon

Sign up for PVP Emails Request a Login

COVERED ENTITIES | MANUFACTURERS | DISTRIBUTION | 340B UNIVERSITY | HRSA FAQs | RESOURCE CENTER | ABOUT 340B & PVP | APEXUS ANSWERS

LOGIN

## The 340B Prime Vendor Program

Supporting 340B stakeholders with education, contracting, and technical assistance

LEARN MORE

Education > Compliance Tools > Catalog & Analytics > Apexus Answers >

Search for things like tools, education, FAQs and the PVP catalog

LOGIN FOR ADDITIONAL RESULTS

Request a PVP secure site login >

340B Midwest Regional Conference & Expo

# Purchasing account infrastructure and integrity





# Focus on Access

Provide infrastructure to efficiently deliver 340B drugs and contract pricing to covered entities



# PVP Distribution Network



## **Role: Provide infrastructure to efficiently deliver 340B drugs and contract pricing to covered entities**

- Access to 340B and PVP pricing and distribution terms
- Structure for compliant account setup and contract loading
- Accurate pricing and timely loading of contracts through a pricing integrity program



# 340B Eligible Purchases: Supporting Compliance



## 340B Account

Consistent

Transparent

Auditable



# Distribution



28

**Distributor  
Partners**

Traditional Distributors

Specialty Distributors

Medical/Surgical and Vaccine Distributors



# Focus on drug cost savings





# Contracting to Make Medications More Affordable



Partnering with manufacturers to offer voluntary discounts to America's safety-net providers



# Steps to Success

1

## Access the PVP contracting catalog

Selling price and contract price verification

2

## Use purchasing analytics resources

3

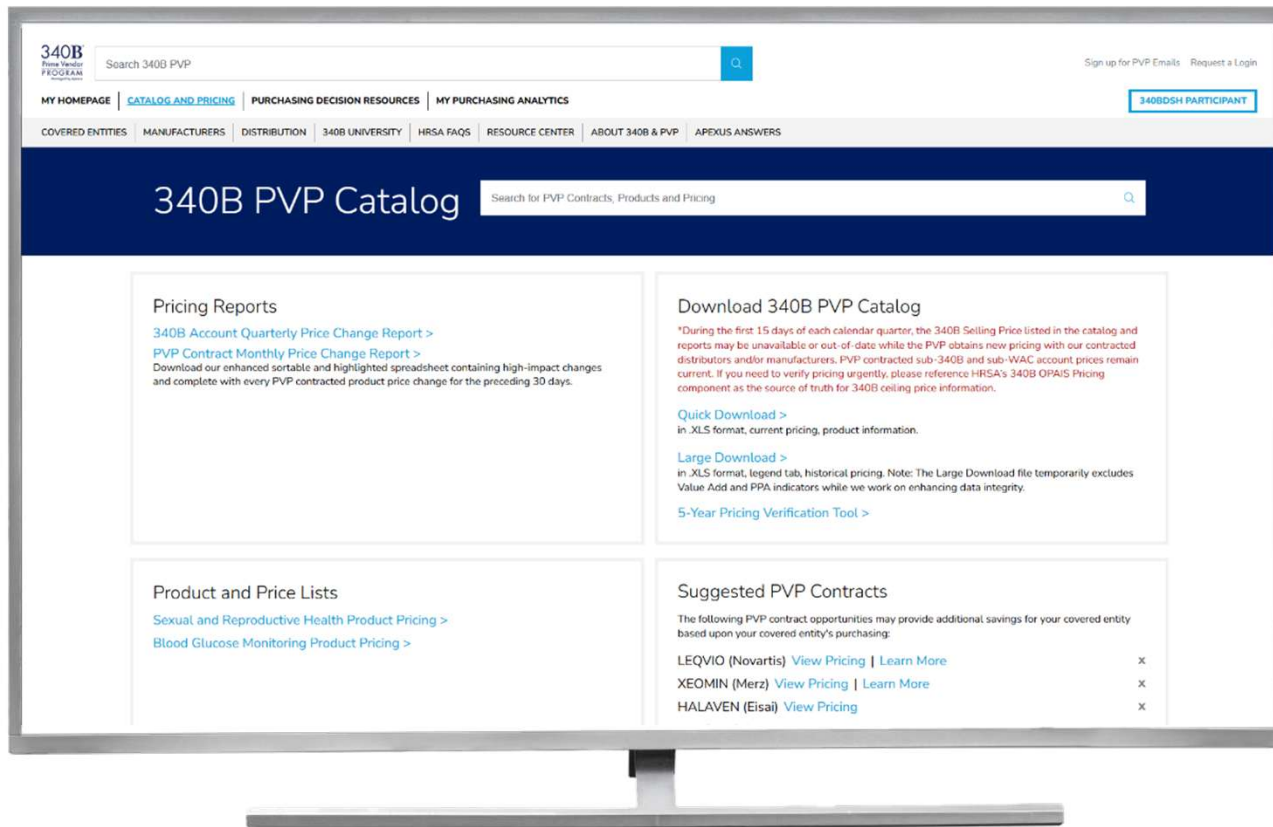
## Evaluate purchasing trends, find areas of cost savings



340B  
Midwest Regional  
Conference & Expo



# 340B PVP Catalog





# Ensuring Pricing Accuracy





# Questions?

YOUR TRUSTED TRAIL GUIDE IN 340B COMPLIANCE



**340B**  
Prime Vendor  
PROGRAM™



NEED MORE INFORMATION?

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SVP, 340B Compliance and Communications

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