



# 340B Compliance Workshop

Thursday, March 28, 2019 | 9:00 a.m. - 1:45 p.m.  
Country Inn & Suites | 5353 N. 27<sup>th</sup> Street | Lincoln, NE

Join us to hear subject matter experts present insights for safety net hospitals to tap into the benefits of the 340B program, including increasing financial support that enables hospitals to provide better care, improve patient outcomes and help the indigent/uninsured gain access to the discounted medications they need.

## Overview

Safety net hospitals struggle to stretch scarce resources to provide crucial services to their patients while meeting their bottom line. It does not have to be this way. When managed compliantly, the 340B program does what it was intended to do: secure the financial future of safety net organizations who serve the nation's vulnerable population.

The 340B program can have a significantly positive impact for hospitals, their patients, and their communities if hospitals know how to administer and manage the program effectively.

The subject matter experts for this workshop will be presenting insights for safety net hospitals to tap into the benefits of the 340B program, including increasing financial support that enables hospitals to provide better care, improve patient outcomes, and help the indigent/uninsured gain access to the discounted medications they need.

## Who Should Attend

This workshop is designed for hospital stakeholders who are interested in learning more about operational excellence with regard to the 340B Prescription programs for hospitals. This includes directors of pharmacy, pharmacy managers, compliance officers and senior-level administrators.

## Hotel Accommodations

A block of rooms has been reserved for March 27, 2019, at Country Inn & Suites, 5353 N. 27<sup>th</sup> Street, in Lincoln. The rate is \$85 +tax per night. Call (402) 476-5353 and mention you are attending the Nebraska Hospital Association 340B Compliance Workshop to receive the discount. **Cut-off date for the discounted rate is March 17, 2019.**

## AGENDA

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|--------------------|---|
| 8:30 a.m.          | Registration  |
| 9:00 - 9:30 a.m.   | <b>Welcome &amp; Introductions</b><br>Jon Borton, VP - NHA Services<br><b>Current Regulatory Environment</b><br>John Bretz, Director of Strategic Relations - SUNRx |
| 9:30 - 10:30 a.m.  | <b>Evaluating your Split-Billing Program</b><br>Chris Giese, Vice President - SUNRx   |
| 10:30 - 10:45 a.m. | Break   |
| 10:45 - 11:30 a.m. | <b>Understanding How to Choose the Right 340B Pharmacy Model</b><br>Matt Bobo, Regional Manager - SUNRx   |
| 11:30 - 12:15 p.m. | <b>Hazards of Compromised Data in 340B</b><br>Tim Kerr - Healthcare IT Consultant   |
| 12:15 - 12:45 p.m. | Lunch   |
| 12:45 - 1:45 p.m.  | <b>Optimizing Your 340B Program From a Pharmacy Perspective</b><br>Dr. Aaron Lott - Health Enterprises  |
| 1:45 p.m.          | Adjourn   |

## REGISTER TODAY!

Registration fee is \$95 per person.

Register online: <http://tinyurl.com/340Bworkshop>

### Questions about NHA Services?

Contact Jon Borton, Vice President, NHA Services, Inc. at 402-742-8147 or [jborton@nebraskahospitals.org](mailto:jborton@nebraskahospitals.org).

### Questions about registration?

Contact Heather Bullock, Member Services & Events Manager, at 402-742-8148 or [hbullock@nebraskahospitals.org](mailto:hbullock@nebraskahospitals.org).

## SPEAKER BIOS

**Matt Bobo, MBA**, is currently a Regional Manager for SUNRx, working in the central U.S. Matt joined SUNRx in June of 2009. Prior to his time with SUNRx, Matt was a regional director with HMS helping provide child support agencies with health insurance identifications for Title IV-D dependents, enforce IV-D insurance enrollment for dependents through the use of the National Medical Support Notice, as well as helping agencies with strategic planning and performance measurement. His clients included the Texas Office of the Attorney General Child Support Division, Arkansas Office of Child Support Enforcement, California Department of Child Support Services, South Dakota Division of Child Support and the North Dakota DHHS. Mr. Bobo is a graduate of Westfield State University. He also has a MBA with a concentration in healthcare administration from Regis University.

**John Bretz** is an accomplished healthcare executive with extensive subject matter expertise in healthcare supply chain, distribution channel optimization, product development, population health, strategic marketing and communications, and healthcare consumerism. He has spent over 25 years in executive leadership with Assurant Health (fortune 500 health plan) responsible for 17 states, and also spent over five years utilizing his experience as a Black Belt Six Sigma with ICF International (large consulting company) working in both commercial and government healthcare sectors. Mr. Bretz now is responsible for leading SUNRx's strategic business partner relationships and strategy.

**Christopher Giese, MBA, FACHE**, is Vice President at SUNRx. Prior to that, he served as CEO of eAudit Solutions, Inc. (eAS) in October 2016. The company, founded in 2005, is headquartered in Grapevine Texas, and has hundreds of customers across the country. Prior to eAudit Solutions, Mr. Giese was Vice President for Tennessee Hospital Association (THA). In that role, he developed programs for member hospitals in pharmaceutical distribution and 340B retail networks, and led the development of THA's strategies for population health management. He also oversaw THA's 340B program, including its owned GPO compliance, advocacy and policy management, and 340B compliance education for member hospitals. Mr. Giese earned his MBA from McKendree University in Louisville, Kentucky. He is a Fellow of the American College of Healthcare Executives (FACHE).

**Timothy D. Kerr, PharmD**, is a Healthcare IT Consultant, serving Great Plains Health Alliance (GPHA) members in Kansas and Nebraska. He has over 10 years of experience working in all areas of 340B. He has executed more than 50 end-to-end 340B project implementations, worked with nearly every Clinic and Hospital Electronic Medical Record provider, and he has worked with every major 340B third-party administrator in the market. Mr. Kerr routinely consults for hospitals and technology vendors on approaches to maximizing 340B opportunity thru the use of their technology. He is excited to share some of these experiences and valuable insights gained.

**Aaron Lott, PharmD**, is the executive director of pharmacy services for Health Enterprises, a Midwest-based, organization-owned by not-for-profit hospitals. He supports his membership and clients by delivering best-in-class 340B solutions to include hospital owned retail pharmacy, specialty, implementation, auditing, expense reduction and labor efficiency solutions resulting in significant financial and operational benefit. He is a regular speaker on the topic of 340B. Dr. Lott received his PharmD from the University of Missouri at Kansas City.

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NHA Services, Inc. is a subsidiary organization of the Nebraska Hospital Association (NHA). Designed to reduce health care expenses, NHA Services is collaboration among the NHA, NHA member hospitals and other Nebraska health care organizations and providers. The NHA Services successful volume aggregation model is key to achieving best value for all members. The NHA Services Board of Directors leads the organization's contract decision-making process. NHA Services helps providers find cost-effective, appropriate solutions to their operational challenges. Using "NHA Services Preferred Business Partner" provides direct financial support to all NHA programs. The more we share, the more we succeed.

To find out more about NHA Services, visit [nhaservices.org](http://nhaservices.org).



NHA Services is a subsidiary of the Nebraska Hospital Association  
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