Implementation of infusion areas within community pharmacies has clear benefits to every party: pharmacies, pharmacists, patients, physicians, and payers.

**Objectives**
- Reduce cost for payers and patients receiving infusion therapy
- Implement pharmacy-based ambulatory infusion treatment center
- Improve patient adherence by offering convenient treatment options
- Address access to care issues in a rural setting

**Table: Cost Variance for Infusions at an ATS versus at a Hospital**

<table>
<thead>
<tr>
<th>Code</th>
<th>Drug</th>
<th>ATS rate, $</th>
<th>Outpatient hospital rate, $</th>
<th>Per-unit difference, %</th>
</tr>
</thead>
<tbody>
<tr>
<td>J1745</td>
<td>Infliximab injection</td>
<td>63.4/unit</td>
<td>129.04/unit</td>
<td>103.27</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3134/claim</td>
<td>5790/claim</td>
<td></td>
</tr>
</tbody>
</table>

- Implementation of infusion areas within community pharmacies has clear benefits to every party: pharmacies, pharmacists, patients, physicians, and payers.

**Methods**

- Operational Plan
  - New customers anticipated from surrounding health systems
  - Advertise new service
  - Provide services for acute and chronic conditions
  - Establish rapport with local hospitals
  - Obtain infusion chairs and infusion-related supplies

- Quality and Regulatory Issues
  - Pursue accreditation through ACHC
  - Provide training for employees
  - Hire CRNI RN to administer medications
  - Obtain sterile compounding certification, and follow USP and OSHA standards
  - Obtain overhead and supplies for infusion-related reactions
  - Purchase pre-made solutions that only require administration

- Financial Analysis and Implementation
  - Reimbursement received through medical and pharmacy benefits
  - Infusion provider must determine coverage and expenses to the patient

**Project Timeline**

- **Stage 1:** Obtain supplies and hire additional employees
- **Stage 2:** Promote services to local hospitals and clinics
- **Stage 3:** Establish rapport and set patients up for maintenance treatments
- **Stage 4:** Incorporate additional services
- **Stage 5:** End

**Exit Strategy**

- If our infusion services are not profitable or needed in the area, we plan to:
  - Sell our chairs and related equipment to other ambulatory infusion clinics
  - Return medications to suppliers if able and dispose of all other medications properly
  - Terminate the nursing position
  - Notify customers via phone to ensure that they have ample time to locate another facility to meet their infusion needs
  - Contact local hospitals and clinics in the area to let them know that we will no longer be providing these services
  - Inform patients and providers of other areas where these services can be performed
  - Return the facility to its normal function of filling and dispensing prescriptions and compounds