



# Specialty GPO Program

---

**Alyssa Huff**

AdvantageTrust and Specialty Pharmacy Member Support Manager

# What is a Specialty GPO?



Specialty GPOs were created to **alleviate the financial restraints that providers face** due to the high cost of specialty medications



Traditional **GPOs have been restricted from the opportunity** to secure contracts for these types of medications and vendors have extended these contracts to specific classes of trade only



The HealthTrust Pharmacy team has established a **collaborative, innovative and unique approach** to the specialty market, and we are excited to **challenge the status quo of Specialty GPOs** as they exist today



# Contracts

---

## Specialty GPO Program

# How Does the Contract Work?



## Partnership

HealthTrust has partnered with one of the largest Specialty GPOs to provide a unique savings opportunity for our members within the clinic class of trade. With this offering, HealthTrust can combine our contracts with our contracted Specialty GPO and determine which contract is utilized based on the best price



## Significant Savings

The average potential savings for members not currently with a Specialty GPO is between 3-7%. For members who are currently with a Specialty GPO, the average potential savings is between 1-2%. Although that percentage might seem low, the savings are still significant considering this is the highest spend and fastest growing category for most health systems and providers



## Distribution Alignment

Regardless of your current distribution alignment, there is still an opportunity to take advantage of our program and our team can help you qualify





# Eligibility

---

## Specialty GPO Program

# Who's Eligible?



## **HealthTrust Performance Group Members**

Our Specialty GPO program services members within the clinic class of trade that infuse drug therapies, dispense specialty medications, and infusion suites that bill for services using the CMS 1450 form



## **Eligibility is ultimately determined by the manufacturer**

Eligibility is based on multiple factors including the specific facility HIN #, billing practices, and location, but ultimately eligibility is determined by the manufacturer



## **The agreement primarily targets oncology drugs**

The agreement primarily targets oncology drugs, but it also offers savings on other biologics used in specialty clinics, including those for neurology, ophthalmology, and immunology



## **Potential opportunity for infusion clinics not currently rostered**

There is still a potential opportunity for infusion clinics not currently rostered within the clinic class of trade through a process called class of trade optimization







# Member Benefits

---

Specialty GPO Program

# Additional Specialty GPO Program Benefits

---



## **Payor analysis tools and resources**

Direct support from a trained, payor specialist analyzing the current market from a geographic perspective

---



## **Inventory management systems and storage cabinets**

Access to Lynx inventory management systems and storage cabinets

---



## **Contract connectivity auditing**

Internal auditing combined with third-party auditing to ensure contracts are loaded and priced correctly

---



## **Dedicated Pharmacy Specialty GPO Account Manager**

HealthTrust's Pharmacy team is comprised of clinically and operationally trained pharmacists and serve as a direct resource for members of the Specialty GPO program



# Thank You

# Interested in learning more?

For more information about our Specialty  
GPO Program, please reach out to

**[HTSpecialtyGPO@HealthTrustpg.com](mailto:HTSpecialtyGPO@HealthTrustpg.com)**