the craneware group™

Transforming the Business of Healthcare™

Sentrex®

Sales pitch deck

340B Compliance

One Size Does NOT Fit All

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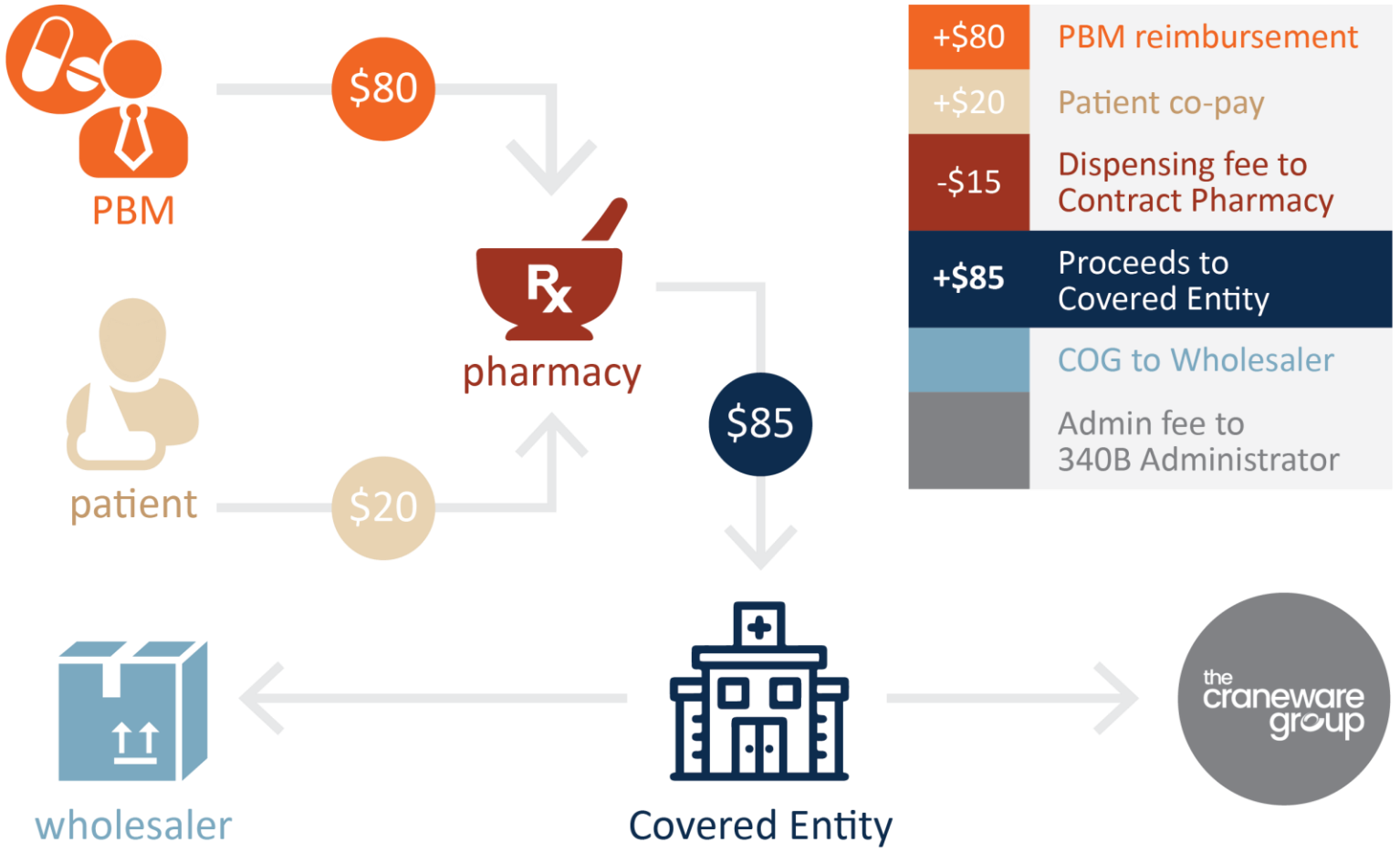
Sentrex® Financial Reconciliation



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“Thoughtful” Invoicing

How do you true up and invoice?

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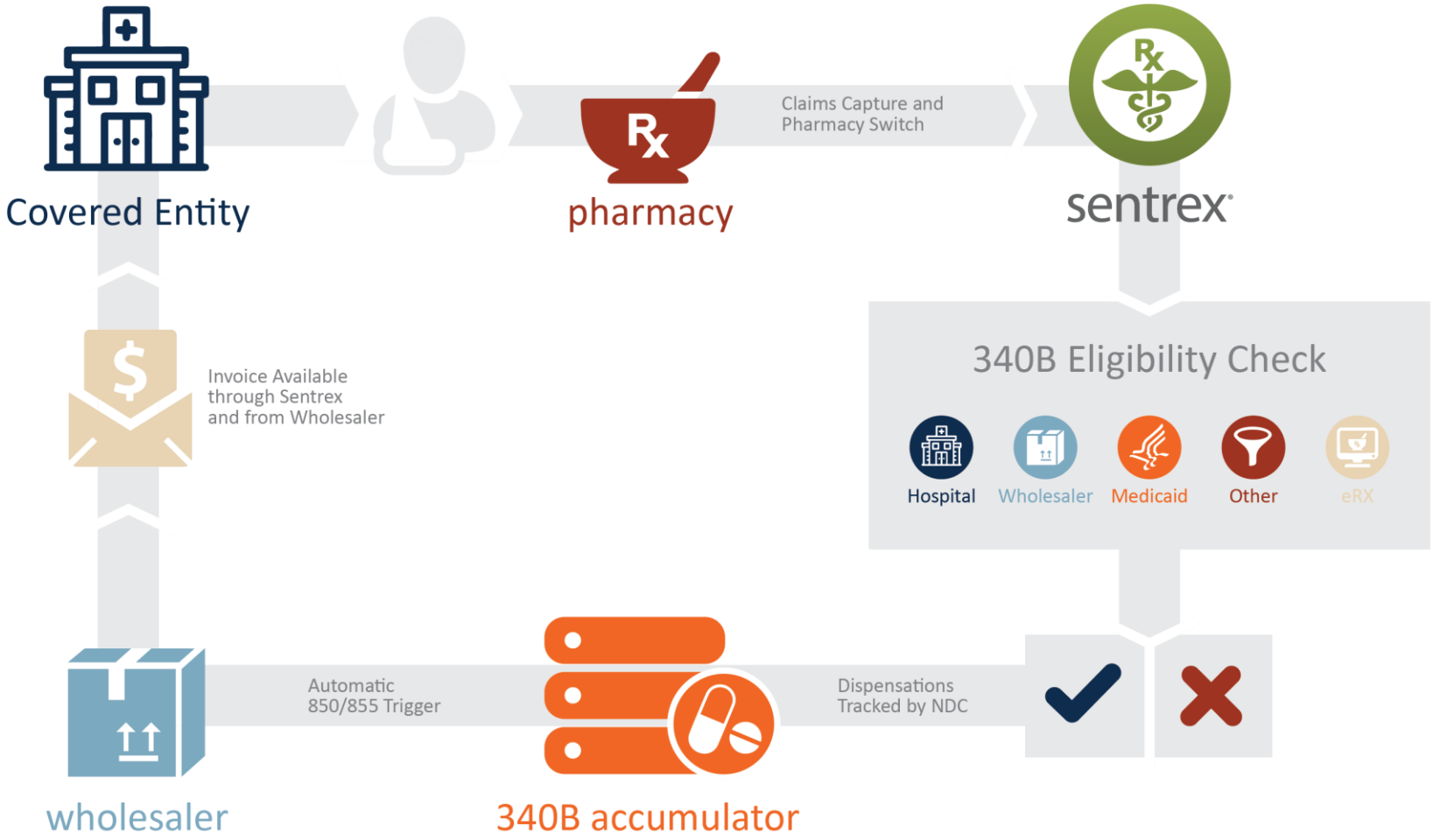
Contract Pharmacy Rx Qualification



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The addition of pharmacy data to an existing (or in-progress) core build to provide opportunity for:

- Works autonomously without intervention needed from users
- Provides look up by prescriber, patient and eligibility information
- Creates an inventory and financial audit trail

Covered Entities (CE)
to capture additional 340B-eligible scripts

Pharmacies
to receive 340B benefits

Eligible Patients
to save money if they are uninsured

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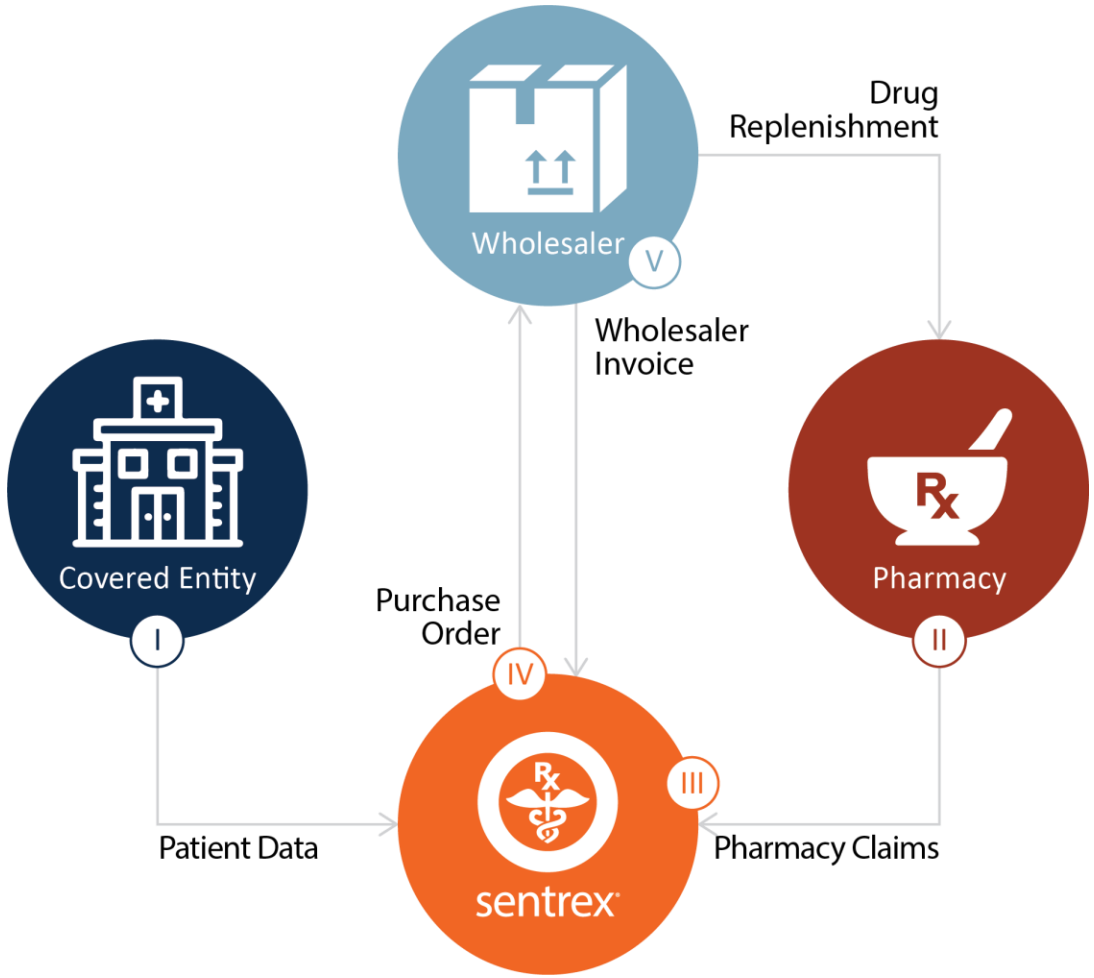
Direct Claims Model



I — CE provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II — Pharmacy provides claims data (prescription data). **Pharmacy data may be obtained from a switch feed or third party.*

III — Sentrex processes pharmacy claims data against hospital patient and provider database, applies 340B criteria checks, and accumulates 340B opportunity for qualifying prescriptions.

IV — Purchase order(s) sent to the wholesaler based on Sentrex accumulations.

V — Wholesaler sends shipment to the pharmacy and invoices to Sentrex to update replenishments and owed 340B opportunity. **Wholesaler invoices may also be sent to the CE.*

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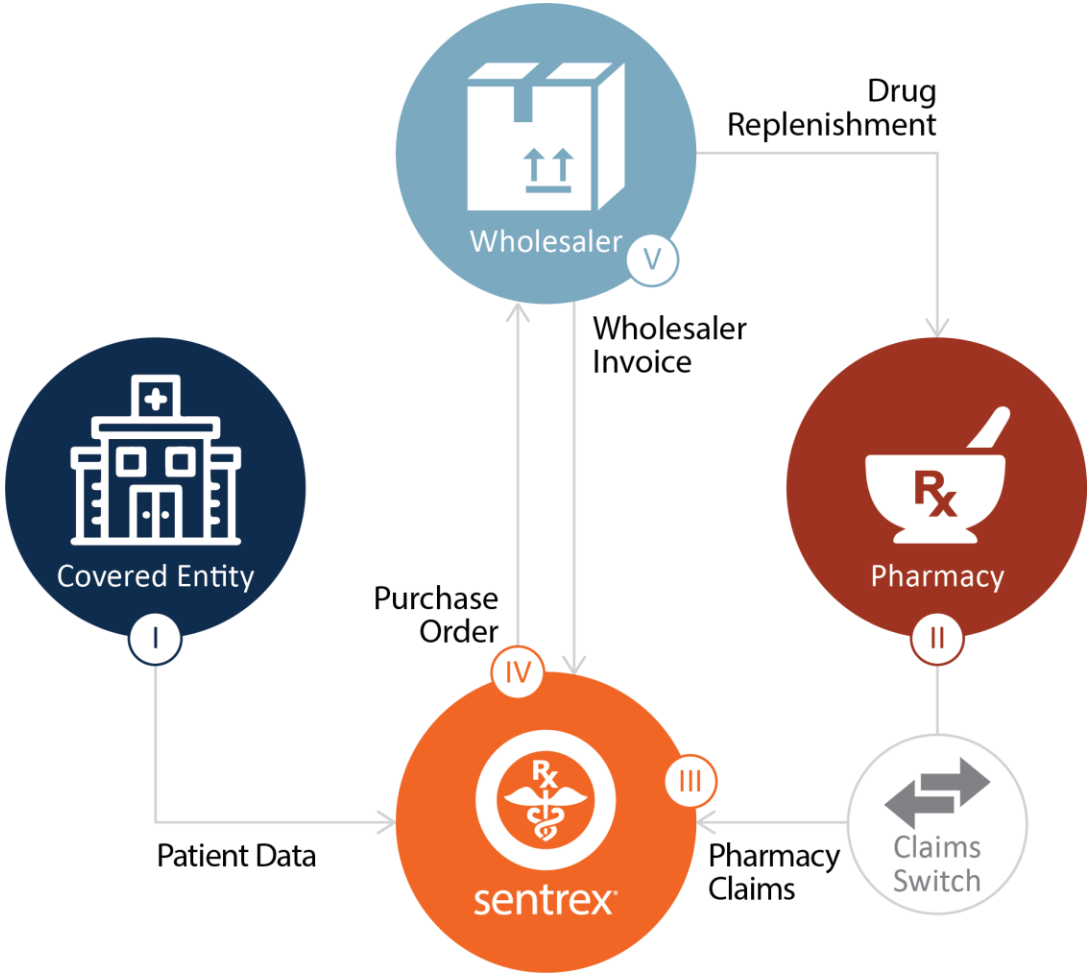
Switch Claims Model



I — CE provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II — Claims switch provides claims data (prescription data). **Pharmacy data may be obtained from a switch feed or third party.*

III — Sentrex processes pharmacy claims data against hospital patient and provider database, applies 340B criteria checks, and accumulates 340B opportunity for qualifying prescriptions.

IV — Purchase order(s) sent to the wholesaler based on Sentrex accumulations.

V — Wholesaler sends shipment to the pharmacy and invoices to Sentrex to update replenishments and owed 340B opportunity. **Wholesaler invoices may also be sent to the CE.*

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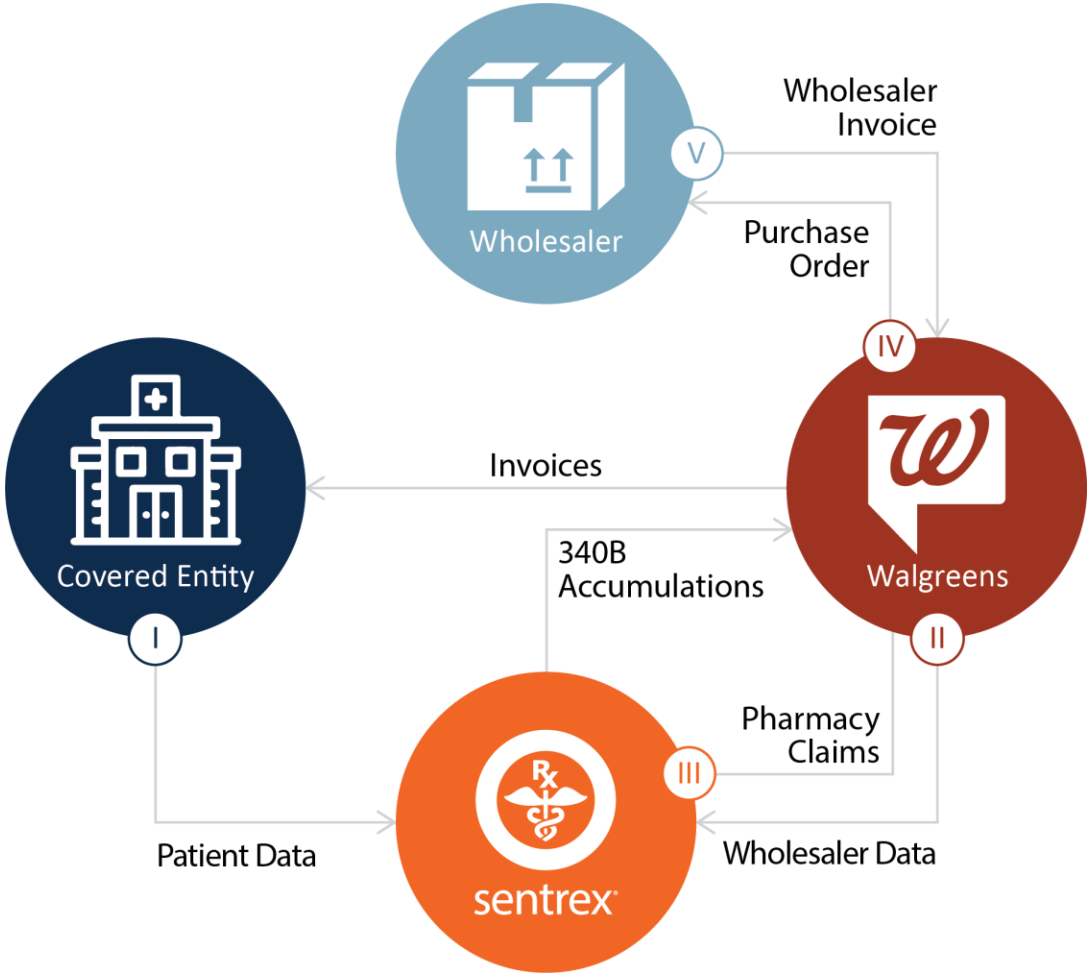
Walgreens Model



I — CE provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II — Walgreens provides claims data (prescription data) and wholesaler data (price files, invoices).

III — Sentrex processes pharmacy data against CE patient and provider database, applies 340B criteria checks, accumulates 340B opportunity for qualifying prescriptions and sends to Sentrex.

IV — Walgreens sends purchase order(s) to the wholesaler based on 340B accumulations.

V — Wholesaler sends shipment to the pharmacy and invoices to Walgreens.

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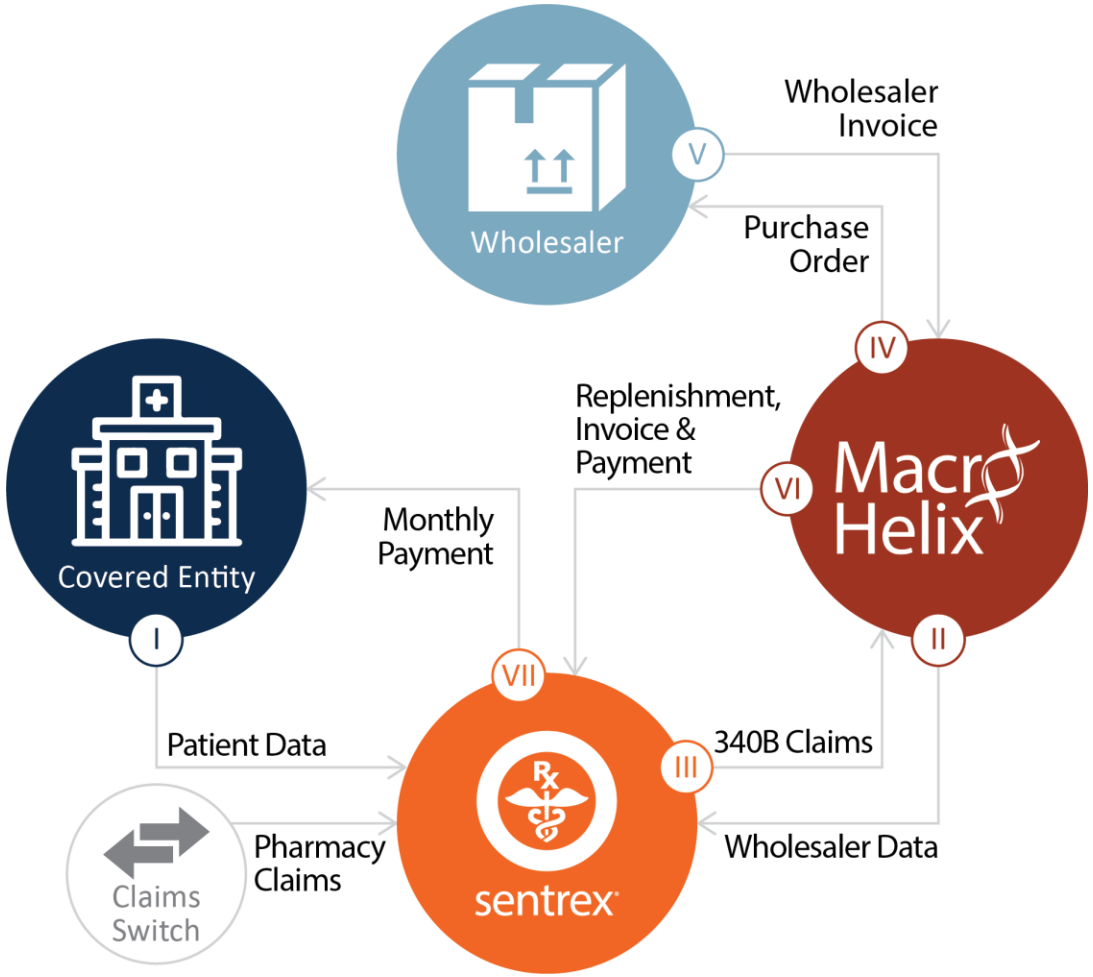
Macro Helix Model



I — CE provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II — Macro Helix sends wholesaler price files to Sentrex.

III — Sentrex processes pharmacy data against CE patient and provider database, applies 340B criteria checks, and sends 340B claims to Macro Helix.

IV — Macro Helix sends purchase order(s) to the wholesaler based on 340B accumulations.

V — Wholesaler sends shipment to the pharmacy and invoices to Macro Helix.

VI — Macro Helix sends replenishment information and monthly pharmacy invoices to Sentrex, along with pharmacy payment - minus their fees.

VII — Sentrex passes payment to the CE, minus monthly fees.

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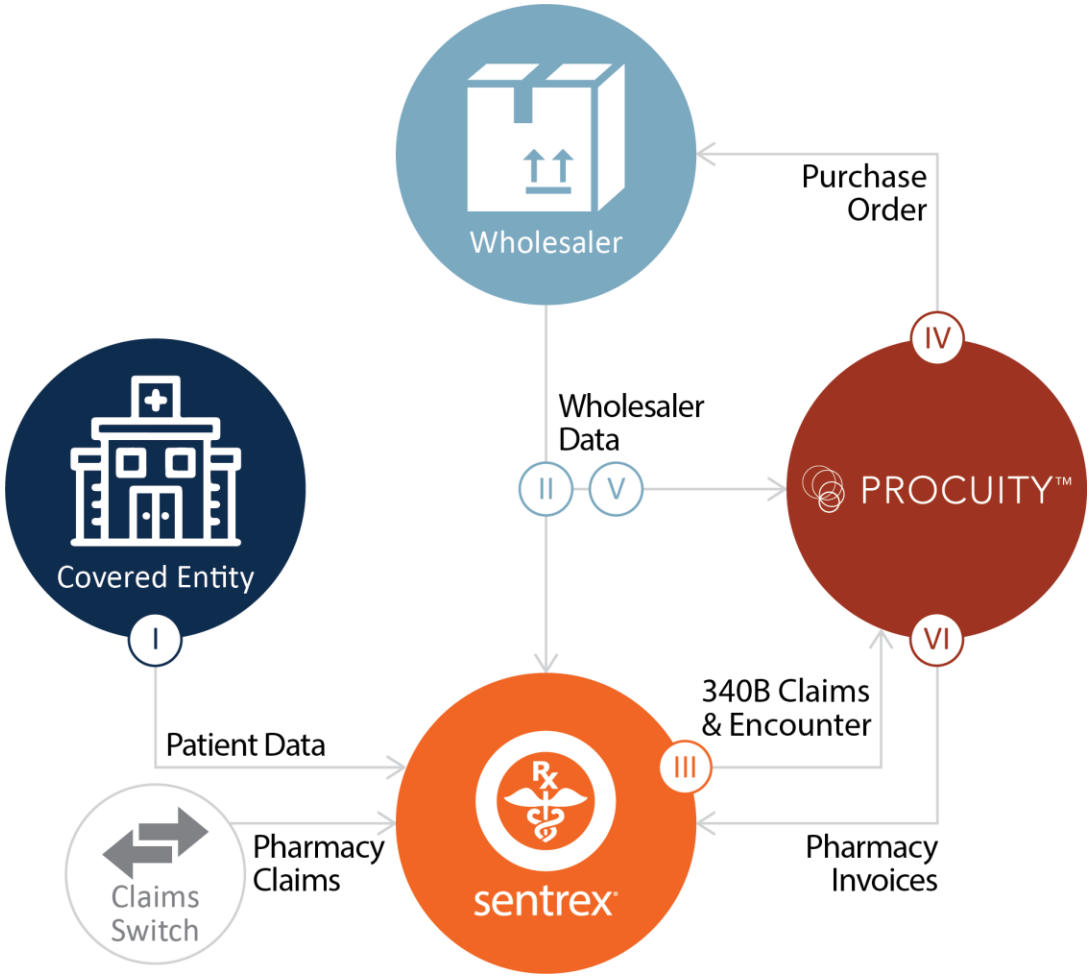
Procuity Model



I. Hospital provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II. Procuity sends wholesaler data (price files, invoices) to Sentrex.

III. Sentrex processes pharmacy data against hospital patient and provider database, applies 340B criteria checks, and sends 340B claims along with patient encounter information to Procuity.

IV. Procuity sends purchase order(s) to wholesaler based on 340B accumulations.

V. Wholesaler sends shipment to the pharmacy and invoices to Procuity.

VI. Procuity sends monthly pharmacy invoices to Sentrex.

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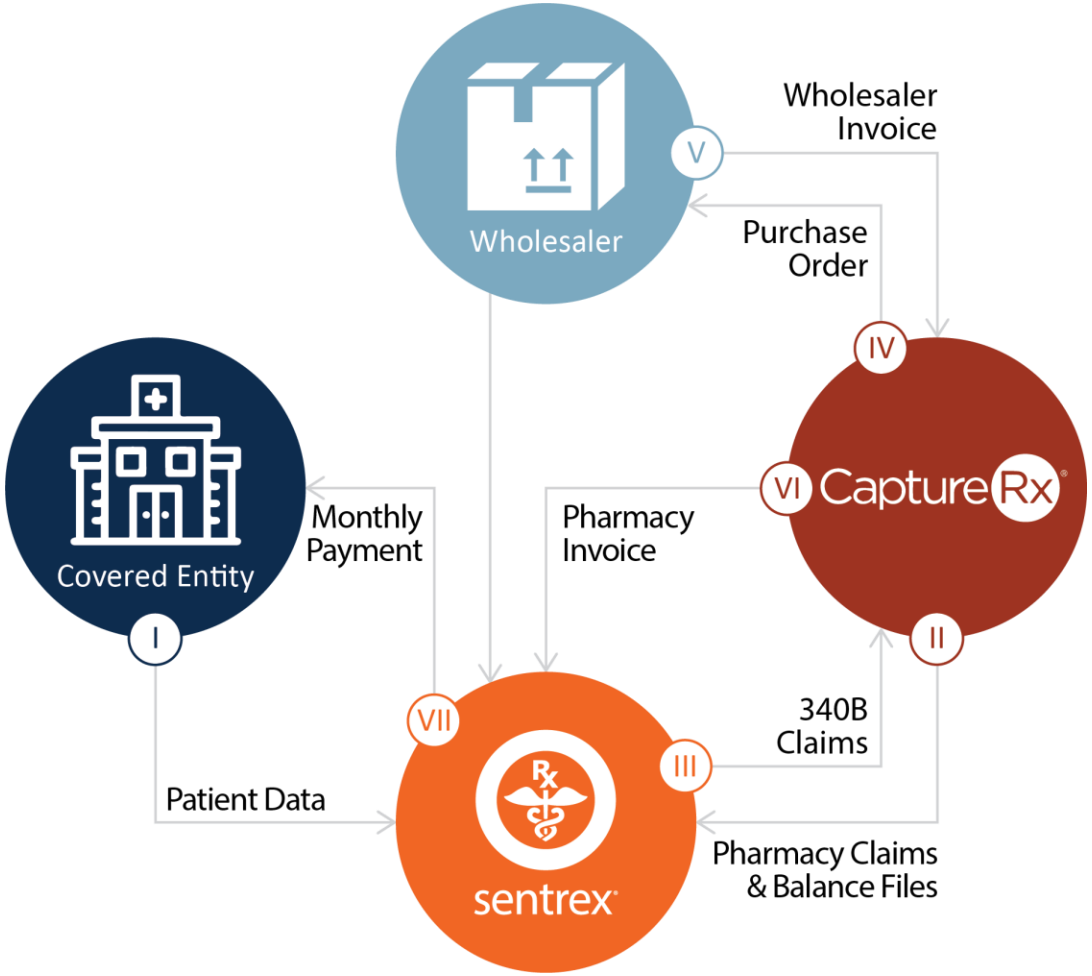
CaptureRx Model



I — CE provides required core feeds for Sentrex (patient, visit, billing, procedure, physician info).

II — CaptureRx sends Sentry pharmacy claims and balance of files for integration via FTP.

III — Sentrex processes pharmacy data against CE patient and provider database, applies 340B criteria checks, and sends 340B claims to Cumulus.

IV — CaptureRx sends purchase order(s) to the wholesaler based on 340B accumulations.

V — Wholesaler sends shipment to the pharmacy and invoices to CaptureRx.

VI — CaptureRx sends monthly pharmacy invoices to Sentrex. Wholesaler invoices are also sent.

VII — Sentrex passes payment to the CE, minus monthly fees.

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Customization

Drug Exclusion

Prevent specific NDCs from accruing 340B eligibility at the time they are dispensed

Dispensing Fees

Choose between fixed, percentage, tiered, reference or days supply options

Invoicing Models

Bill monthly or annually on a flat-fee or per-claim basis

Prescription Discount Plans

Extend patient savings and improve patient access to meds

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Our Pharmacy Network

Most **major national and regional chain** pharmacies and many **independently-owned** pharmacies

Specialty pharmacies

Mail order pharmacies

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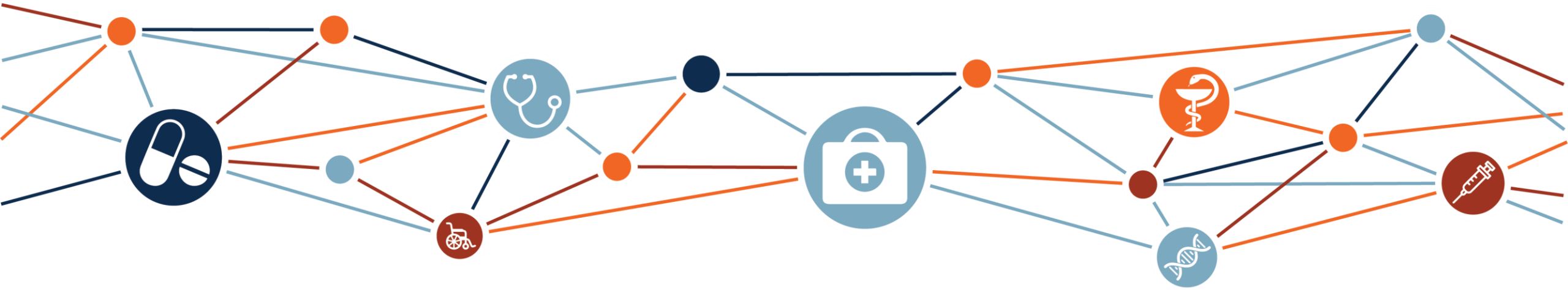
Specialty Contract Pharmacy Network



- Paramount Specialty Pharmacy
- AcariaHealth Corporate
- Amber Specialty Pharmacy
- Biologics
- BioPlus Specialty/Corporate
- BioScrip Corporate
- CareMed Specialty Pharmacy
- CarepathRx
- City Drugs NY
- Credena Health
- CVS Corporate Specialty
- Diplomat Corporate
- ESI Mail Pharmacy Service
- Karmanos Specialty
- Kroger Specialty Pharmacy
- Kroger Corporate
- Lynnfield Drug
- Noble Health Services
- Onco360 Corporate
- Option Care Corporate
- Optum Specialty Services
- OptumRx
- Pharmerica
- Premier Pharmacy Services
- QuickRx Specialty Pharmacy
- Senderra Rx Specialty
- Reliance RX
- St Joseph's McAuley Pharmacy
- Total CareRx
- Vanderbilt Health Pharmacy
- Walgreens
- Walmart

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340B Prescription Discount Plan Options

A Choice of Plans to Suit Your Needs

1

Basic Plan

The CE extends the 340B drug discount directly to the patient, whose cost covers:

- 340B drug price
- Pharmacy dispensing fee
- Sentrex processing costs

2

Basic+ Plan

The patient cost is the same as the Basic plan, with the addition of a CE administrative fee

3

Percentage Plan

The patient pays a percentage of the U&C as determined by the CE

The pharmacy keeps their dispensing fee and provides the remainder of the CE

4

Subsidy Plan

The patient pays $0 and the CE covers the entire prescription cost

NOTE: *This option always results in a net loss to the CE*

5

Reflective Plan

Used if the CE already has a prescription discount plan in place

Does not extend savings to the patient and does not offer real-time eligibility determination to capture claims data

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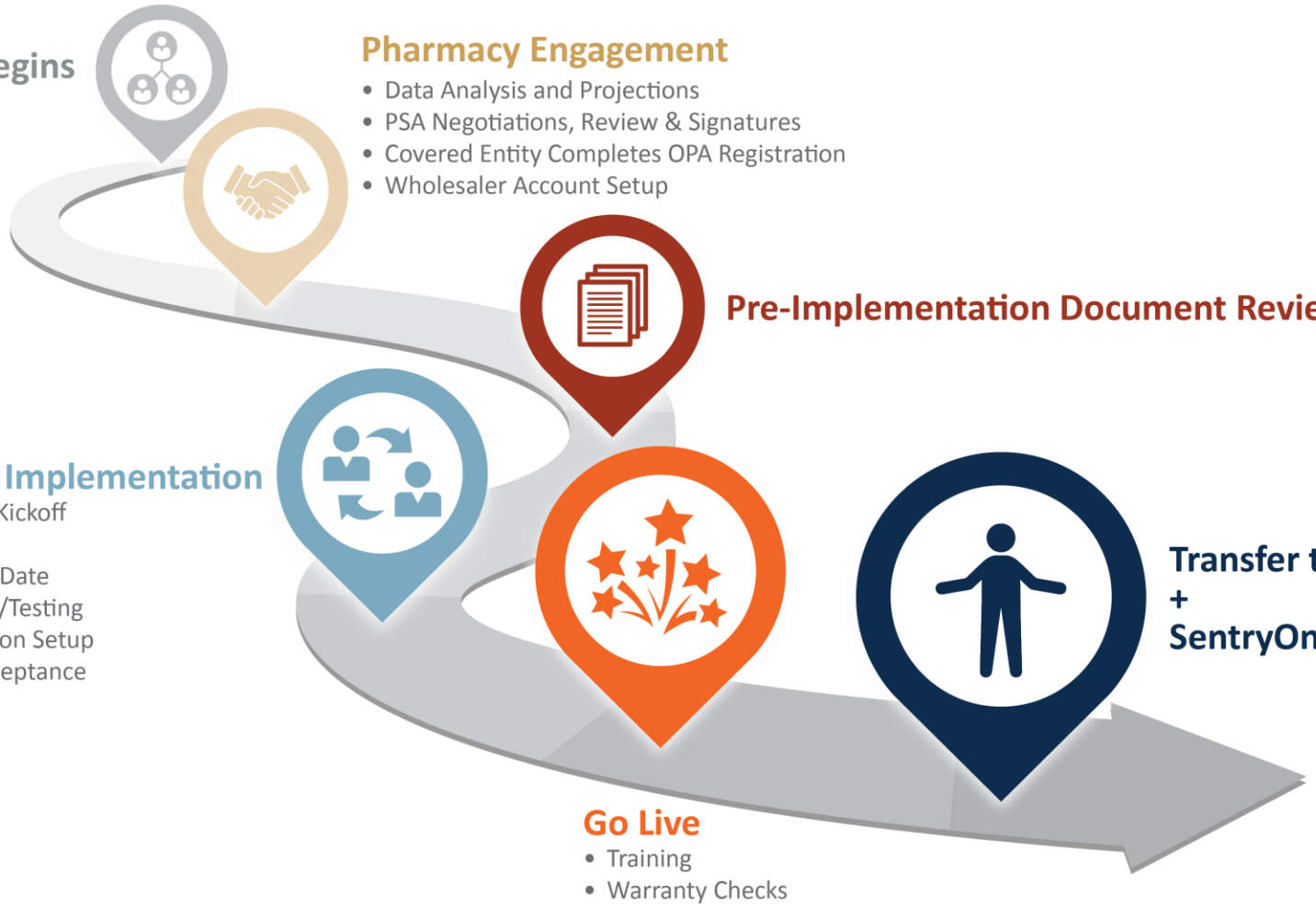
Contract Pharmacy Process



Customer Journey Begins
- Complete Review of Covered Entity Contract Pharmacy Requirements

Pharmacy Engagement
- Data Analysis and Projections
- PSA Negotiations, Review & Signatures
- Covered Entity Completes OPA Registration
- Wholesaler Account Setup

Pre-Implementation Document Review

Transition to Implementation
- Implementation Kickoff
- Status Report
- Test Claims Start Date
- Cash Plans Setup/Testing
- Order Confirmation Setup
- QA Review & Acceptance

Transfer to Account Executive + SentryOne Help Team

Go Live
- Training
- Warranty Checks

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If you'd like more information about Sentinel please email sales@craneware.com