

LifeSci Advantage Program

The Overview



Company Confidential
2019 version 1.0.1





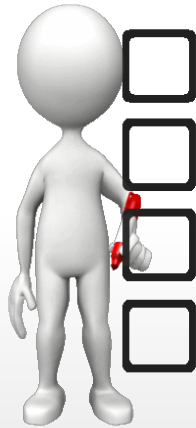
Mission of the LifeSci Advantage Program

The LifeSci Advantage Program is a comprehensive, multifaceted program working with providers and pharmacies to ensure the best possible therapeutic options for patients. This program works within the limitations of the patient's insurance coverage and strict adherence to both compliance and regulatory environments.

“Our focus is the patient. Our efforts minimize and simplify the time and processes necessary to get patients the medications needed.”

John Listello, Managing Partner & C.S.O.

OBJECTIVES



- The Problems**
- The Needs**
- The Requirements**
- The Solutions**



Acronyms

PA	Prior Authorization	PBM	Pharmacy Benefits Management Group
COGS	Cost of Goods Sold	CMS	Center for Medicaid & Medicare Services
OIG	Office of Inspector General	PHI	Protected Health Information
FDA	Food & Drug Administration	HIPAA	Health Insurance Portability and Accountability Act of 1996
DEA	Drug Enforcement Agency	STARK	Physician Self-Referral Statute
DOJ	Department of Justice	AKS	Anti-Kickback Statute
FBI	Federal Bureau of Investigations	ADR	Adverse Drug Reaction
IRS	Internal Revenue Service	RTeBD	Realtime electronic Benefits Determination
LSAP	LifeSci Advantage Program	eBD	electronic Benefits Determination
LST	LifeSci Therapeutics	Pt	Patient
IH	Immersion Health	CBD	Cannabidiol
BoP	Board of Pharmacy	SIG	Latin, signetur, or "let it be labeled."
Rx	Prescription	A.A.	Affected Area
DIR	Direct & Indirect Remuneration	D2D	Drug to Drug
GER	Generic Equivalency Rate	FWA	Fraud, Waste, and Abuse
CB	Claw Back		
CO	Carve-Out		



The Problems of the Patient

- Limited medication coverage.
- High costs, copays, deductibles, and co-insurance amounts.
- Prescription availability and waiting time.
- Incomplete review of medications for ADRs and B2B interactions.
- Understanding their prescription treatment.
- Communicating with the pharmacy.



The Problems of the Providers

- What is on patient's formulary?
- What is it going to cost my patient?
- How long before my patient can start treatment?
- What are the compliance implications?
- What is the status of the prescription?
- What are the alternative medications?
- What can be done for patients who can't afford the medications?
- Too much time spent on calls with the pharmacy.
- Too many PAs for non-life, limb, or tissue saving medications.
- Patient adherence to therapeutic program.





The Problems of the Pharmacy

- Too many PAs not being completed.
- Too much time spent on prescriptions not covered by the PBMs.
- Too much time spent back and forth with providers over prescriptions.
- Continuously shrinking margins.
- Audits, GERs, DIRs, CBs, etc.
- High COGS
- Contractual compliance with PBMs
- Difficult to get in touch with patients for prescriptions.
- Affordability of medications to patients.





The Needs of the Patient

- Low or no out-of-pocket costs.
- Simple acquisition solutions (shipping, delivery, pickup).
- No unnecessary delays in starting medications.
- Safety.
- Alternative solutions when insurance coverage is not an option.
- Efficacy!



The Needs of the Providers

- Simple & Quick determination of coverage/benefits.
- Reduction in the number of necessary PAs.
- Increase in 1st time prescription success.
- Best practices to prevent patient complaints and issues.
- Increase patient medication/treatment adherence.
- Accurate and up to date patient EMR.
- Zero legal and compliance issues.



The Needs of the Pharmacy

- eScript form from providers.
- Accurate patient data.
- Predetermination of “on-formulary” medications.
- Follow through on PA requests.
- Communication with patients.
- Compliance with PBM contracts.
- Compliance with federal and state regulatory bodies.
- Lower COGS.
- Inventory control and accurate forecasting.
- Financial risk mitigation.
- Balanced Rx portfolio.



Requirements of the Providers

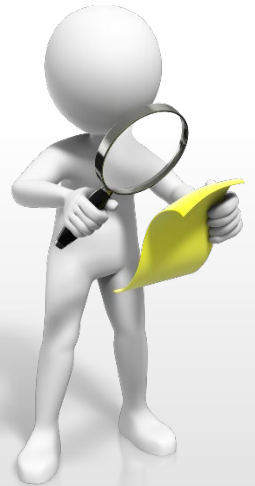
- 100% Compliance with federal and state regulatory bodies.
- 100% Secure PHI
- 100% Knowledge of patient Rx status.
- 100% Patient 1st approach to patient care.
- No increase in practice administrative activities.
- No increase in practice expenses.





Requirements of the Pharmacy

- 100% Compliance with federal and state regulatory bodies
- Shared financial risk.
- Communication with patients.
- Access to prescribing physicians.





Requirements of the PBMs

- Ratio of in-state to out-of-state Rx.
- Ratio of Commercial:Federal:State insured patients.
- Collection of patient financial responsibility.
- 100% compliance with pharmacy:PBM contracts.
- Prior Authorizations.
- Appropriate prescription SIGs and amounts relative to disease state and/or affected areas.
- Use of low cost alternatives.



Requirements of the Government





Who is the “Government”?

- CMS: Regulators of Medicaid and Medicare programs.
- OIG: HIPAA, FWA, STARK, AKS, CO, Opinions on law.
- DEA: Illegal drug use and distribution. Controlled substances monitoring.
- FDA: Indicated use, ADR reporting, prescription drug testing.
- FBI: Investigation, enforcement, and apprehension.
- DOJ: Civil & monetary penalties, FWA, prosecution.
- IRS: Tax, payroll, and related employment law.
- State BoP: State regulations on top of federal regulations.
- State Legislatives: State laws, which can be less than federal laws (ex. CBD & Marijuana)



Requirements of the Government

- Compliance with all state and federal laws.
- Compliance with all CMS guidance and directives.
- Compliance with all employment laws.



The LSAP: Solutions!



The LSAP Solution: Providers

- Simple in EMR solutions resulting in on-formulary e-Prescription.
- Pre-checked for D2D interactions and ADR e-Prescriptions.
- Reduced number of PAs.
- Option to contract LST for ePA assistance.
- Up to date patient Rx data in EMR.*
- Assistance in EMR patient notes.
- 100% compliance with federal and state regulatory bodies.
- Assistance in identifying alternative medications.
- Notification of patient non-adherence and/or refusal of prescribed medications.



The LSAP Solution: Pharmacy

- Formulary “pre-checked” electronic prescriptions.
- Accurate and appropriately prescribed medications.
- PAs are followed through on upon request to provider.
- Increased patient communication and authorization of prescriptions.
- Assistance in monitoring pharmacy PBM contract compliance.
- Assistance in ensuring pharmacy compliance with state and federal regulatory bodies.
- Assistance in acquiring best wholesale purchasing agreements.
- Shared financial risks related to DIR, GER, CB, as prescription filling requirements.
- Partnered with a 100% compliant direct employment only organization.





The LSAP Solution: Patient

- Reduced costs.
- Patient assistance programs where applicable.
- Reduced time between office visit and medication delivery.
- Safety; pharmacy and provider check for D2D interactions and looks for possible ADRs.
- Alternative Cash options for many medications when cannot afford the prescribed medication.
- Pharmacy will check in with patient to ensure patient is using the medication correctly, with no ADRs, and with efficacy.
- Pharmacy works with provider to provide safe and efficacious medications for the patient.



The LSAP Solution: Government

100% Compliance with Zero tolerance.

- No kick-backs.
- HIPAA privacy & security compliant.
- FWA monitoring assistance.
- Anti-phishing policies.
- Controlled facilities access and monitoring.
- 3rd party handling of payroll, HR, and IRS-related activities.
- Limited provider representation with no patient representation.
- Breach investigation and reporting procedures.
- Reporting of all state and federal compliance violations.
- Healthcare law-specific legal team.
- No Carve-Outs or insurance targeting.





Feel free to contact us.

Questions? Need More Information?



Pharmacy or Providers:

John Listello
john@lifescitherapeutics.com
636-578-6573

- OR -

Todd Wright
todd@lifescidiagnostics.com
314-706-4227

Employees:

Jamie Listello
jamie@lifescitherapeutics.com
618-610-5613