

# Inventory

You may not be sure where to acquire medications/therapies for your infusion practice, or how to pay for them. In that event, there are a few options you can investigate.



Directly from the distributor, manufacturer, or wholesaler



From a specialty pharmacy or other pharmaceutical supplier



From a hospital pharmacy or other health system pharmacy

## How to pay:

You can sometimes negotiate infusion therapy pricing directly with pharmacy suppliers. However, some insurance companies use pharmacy benefit managers (PBMs) to set prices and reimbursement rates on behalf of their patients, which may play a role in the wholesale pricing or reimbursement rates you receive. Either way, once you have negotiated the cost of acquiring a specific therapy, enter this amount into your financial plan to calculate how it affects revenue. 📄



### Practice Pearl

**Does it make financial sense** to offer all available infusions? Depending on the cost, usage frequency, and reimbursement rates of specific therapies, not all available infusions will make sense to offer in-house. Before starting your infusion practice, invest the time required to calculate which therapies are cost effective and clinically necessary to offer your patients in terms of pricing, ease of acquisition, shelf-life/storage requirements, preparation requirements, and related staff time.

## Inventory Management



- ✔ Check the expiration date of your drugs in stock
- ✔ Rotate stock
- ✔ If a patient's drug comes premixed, try to ensure that the patient will show up for the infusion
- ✔ Some types of infusions are chemically volatile/dangerous, have a very short shelf life, or require sterile mixing sites/equipment (ie, "clean rooms/hoods"). These types of infusions may still be best handled at hospitals, so be sure to research which infusion types you might still refer out rather than keep in-house.