



THIRDWAVE RX OVERVIEW

Thirdwave is a leading pharmacy cost management partner for health systems across the country. Thirdwave's compliant rebate programs and proprietary technology help reduce drug costs by hundreds of millions of dollars each year.

Why Thirdwave?

Thirdwave operates manufacturer- and GPO-approved rebate management service for health systems

- We achieved this status through transparency with manufacturers and our rebate GPO partner.
- Our health system customers have never experienced a clawback.

Inpatient rebates require NO changes to your P&T committee or processes

- Thirdwave provides a suggested formulary but does not require customers to change in-house formularies or adjust for P&T adherence.
- Expand services to all pharmacies in Q1 2025.

Thirdwave does not buy or sell data

- To claim a rebate, a limited number of fields are provided upstream to the manufacturer related to that manufacturer's specific drug. Data use is *contractually limited* to rebate services and never sold.

Thirdwave technology is best-in-class

- Our team of developers created a HIPPA compliant and SOC 2 Type II certified operating platform that ensures compliance, automated claim creation, quality assurance review systems, and one of the most secure data environments in the industry.

Thirdwave delivers results and is referenceable

- Thirdwave reliably and compliantly supports more than 80 health systems representing nearly 1 in every 4 eligible IDN beds in the country (references available). On average, Thirdwave delivers \$400-\$600 per bed per year.

The Challenge

One of the nation's largest health systems sought to design a pilot study to test and confirm the collectability of Post Administration Inpatient Drug Rebates. With over 60 acute care hospitals across more than a dozen states, the client wanted to take a conservative approach to ensure program validation and integrity.

Pilot Design

Thirdwave requested three months of data for evaluation from five of their hospitals, representing about 12.5% of the system.

Data Analysis

Using Thirdwave's data field list, the client was able to easily export data from their EMR and deliver the data set via sFTP. The data set requested contained no PHI, significantly reducing the risk of data sharing.

Data Precautions

Thirdwave mitigates 340b risk by requiring a patient status field to identify "Inpatient" vs "Outpatient" as well as a department associated with each administration. For 340b facilities, Thirdwave eliminates departments that may have mixed use of 340b purchased drugs, including Emergency Department and Observation.

To avoid potential discount duplication, Thirdwave also performs a Gross to Net Analysis. In this case, the client's top 20 drugs represented 93% of the rebate return. Using the shortened list, the client provided Thirdwave with commentary if any drugs were being purchased through DSH pricing or if direct-to-manufacturer agreements existed outside of the GPO.

Contracting

Thirdwave contractually addressed all concerns of the client by:

- Limiting data rights to rebate services only
- Protecting client against claw backs
- Indemnifying client

Implementation

Because the data file export from the client's EMR was written for the initial analysis, data implementation was completed within a single kick-off call. Once per month, all drug utilization from the prior month was exported via script and delivered securely to sFTP.

Result

After 5 months, Thirdwave delivered monthly payments in line with expectations. The client received an average of **\$52,000 per month** in its first 3 full payments generating an average of **\$508 per bed annualized**.

Executive leadership greenlit system-wide expansion after the first 3 payment periods.

The program is estimated to produce annualized value of over \$4M to the system with little to no administrative effort.



Contact Us

+1 888 487 8979
CONTACT@THIRDWAVERX.COM
THIRDWAVERX.COM