3PL—What is it?

- 3PL represents “Three Product Lines”
- Clinic → Drug → Research
- All 3PLs are complex and strategies are different for each
- 3PL organization is simple—Any bookkeeper can manage

3PL—Clinic/Professional Fees

- Impacted by "Visits" or how much activity each physician produces
- Impacted by complexity of patient mix (Oncology/Uveitis)
- Coding accuracy
3PL—Drug/Treatments

- Impacted by “Distribution Agreement”
- Payor Contracted rates (Commercial v. Medicare)
- Payor mandated step therapies
- Specialty Rx “Brown Bagging”
- ASP fluctuations
- Physician treatment plans/choice
- Drug mfr discounts and dynamics

3PL—Research

- Participation in trials
- Sponsor budgets
- Success in recruiting for trials
- New patient volume
- Operational capacity

3PL—Traditional P&L
3PL—After Re-Organization

3PL—Expense Allocations

- Start somewhere—Meant to be directional
- See below image of allocations:

The End