

# Case Study — Wellpartner and 340B Drug Program Expand Reach of Community Based Organization

---

Founded in 1990 as ASCNYC, The Alliance for Positive Change is a community-based organization helping New Yorkers living with HIV and other chronic illnesses make lasting positive changes in their lives.

The organization serves more than 6,000 people each year at its six community centers through its peer education program, by providing access to health care, and helping them find affordable housing, on their path to recovery and self-sufficiency.

---

*We were looking for a 340B partner with expertise and a commitment to underserved New Yorkers. As our ally, Wellpartner has proven to care deeply about our clients and the treatment they receive. Their expert guidance helped us avoid some of the pitfalls of an unsuccessful program, and their dedication has allowed us to expand pharmacy access to more individuals living with HIV/AIDS in ways we weren't able to before. We are grateful to have Wellpartner as a partner and for the ongoing success of our program.*

**Sharen Duke**  
The Alliance for Positive Change  
Executive Director/CEO

## The Challenge

Treating HIV and other chronic conditions is expensive – \$1,800 to \$4,500 per person annually. More than 60 percent of Americans with HIV do not receive regular healthcare and about 63 percent have at least one gap in care. This can lead to poorer outcomes, such as increased hospitalization and a higher mortality rate, as well as a dramatic increase in overall cost of care. To help better manage costs, and support and expand its program, The Alliance for Positive Change turned to the 340B Drug Program.



**\$1,800 to \$4,500**  
cost of treatment  
per person annually

## The Solution

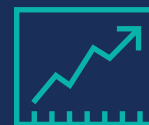
Wellpartner began working with the organization in December 2014 to implement their Pharmacy Access Center program. Program implementation included contract pharmacy services, qualifying patients, negotiating with wholesalers for drug deliveries, and providing short term financing to alleviate some of the day to day financial burdens of starting up. Starting with 50 clients, the program has grown to include more than 5,100 clients across five sites with another 17,100 people reached through peer education and community outreach initiatives.



**5,100+ clients**

## Results

Wellpartner provided The Alliance for Positive Change the means to optimize their 340B Program, generating savings that could be used for vital care and support services. Funds from 340B savings have helped support the organization's other programs including expansion of the Peer Training Institute, and paid internship placements through their Peer Power Program. Peer Educators provide outreach and education about HIV, substance abuse and other chronic conditions to high-risk individuals and communities throughout New York, and motivate them to stay on track. Today, more than 85 percent of the organization's clients have viral suppression, up from 54 percent at program enrollment, and it sponsors more than 150 trained Peer Educators to work in the community.



**>85% of clients**  
have viral suppression  
up from 54% at  
program enrollment

Visit [www.wellpartner.com](http://www.wellpartner.com) or email [yourteam@wellpartner.com](mailto:yourteam@wellpartner.com) for more information.