



Positive Change and Making a Difference **When it Matters Most**

Founded in 1990 as ASCNYC, now known as 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 life.

The Alliance for Positive Change is there to help its clients every step of the way including; connecting clients to quality medical care, finding them affordable housing, and providing support throughout the process of getting tested all the way through recovery and self-sufficiency. Grounded in a harm reduction philosophy, The Alliance for Positive Change's innovative peer education, access to healthcare, and full-spectrum harm reduction services promote empowerment, stability, and connection to community, serving over 6,000 New Yorkers each year at its six community centers across Manhattan and the Bronx.

The TCE Team July 2016

Alliance team members from our TCE program — helping formerly incarcerated New Yorkers get a second chance.

Photo: David Nager/ASCNYC

Opportunity

Positive Change is what The Alliance for Positive Change is all about — it's their mission, mantra, obsession, passion, and goal. However, the ability to support programs that help New York City's most vulnerable individuals takes more than dedication, compassion and people power. It takes

resources — both human and financial. It is estimated that the monthly cost of treating HIV and other chronic conditions is extremely high, ranging from \$2,000 to \$5,000 per individual. Over 1 million Americans live with HIV, and it is estimated that half of those individuals do not receive regular healthcare.¹ When untreated, the cost of caring for these individuals increases dramatically, posing an even greater burden on the healthcare system, due to delays in treatment, declining health status and more costly medical care. As a strategy to alleviate the high cost of treatment, The Alliance for Positive Change looked to the 340B Drug Program to support and expand its programs in a rapidly changing health care delivery system.

♦♦ 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



Job Fair
June 2016
Annual Summer Job Fair
at the Alliance.
Photo: David Nager/ASCNYC

After a rough start in the 340B Program due to problems with a previous 340B vendor, The Alliance for Positive Change looked for a partner they could trust — an organization that genuinely cared about their clients and shared their passion to promote positive change, self-respect, personal responsibility and connection to community. The Alliance for Positive Change sought a collaborative relationship, so that together their efforts would make a difference in the lives of New Yorkers in need.

Solution

In December 2014, starting slowly with just 50 clients, Wellpartner began working with The Alliance for Positive Change to implement the program which 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 program start-up. The Alliance for Positive Change's Pharmacy Access Center program today has grown to include more than 200 clients with a goal to reach 250 by end of 2016 and 500 by 2017. Funds from 340B savings has helped to support new The Alliance for Positive Change programs and sustain the core mission that keeps the organization viable.

♦♦ I was diagnosed with HIV in 1988, and I've seen for myself the effect of taking your medications regularly. I help people understand how important it is to go to the doctor, stick to your meds, and take care of yourself. I provide information on how to handle side effects, talk to your doctor, understand your medical results, and find a medical plan that works for you. Once that happens, it's a whole new ballgame. ♦♦

Patricia Woods, The Alliance for Positive Change, Peer Educator



Positive Life Workshop
August 2016
Alliance Staff and Peers
Photo: David Nager/ASCNYC

Another area of growth resulting from 340B savings is The Alliance for Positive Change's expansion of its Peer Training Institute and paid internship placements from their Peer Power Program. Peer Educators are the heart and soul of the organization. Peer Educators serve as role models, inspiring others to take charge of their health and their lives. The Peers are examples of what positive change really means, providing high-risk individuals and communities throughout New York with outreach and prevention education on HIV, substance abuse, and other chronic conditions. Peers educators motivate and encourage high-risk individuals to "stay on track".

♦♦ I have been HIV-positive since 1990, so I know how important consistently taking my medication is to my health. Previously, I experienced interruptions in receiving my medication, once for three weeks. Since The Alliance for Positive Change partnered with Wellpartner, I have had zero issues in receiving my medication and am living healthily. The service has been absolutely wonderful. ♦♦

Diane Stele, The Alliance for Positive Change, Pharmacy User

Results

It takes a strong administrator partner to build a successful 340B program, and The Alliance for Positive Change credits a large part of its success with 340B to its partnership with Wellpartner. Working together since August 2014, Wellpartner provides the means to optimize their 340B Program enabling the savings to be used for vital care and support services. The Alliance for Positive Change believes in paying it forward.

◆◆ Wellpartner is proud to be in partnership with The Alliance for Positive Change as their 340B Program Administrator. Through program optimization we have enabled them to realize vital savings that cover and expand costly services and programs for some of New York's most vulnerable individuals, and ensure their access to essential care. ◆◆

Jim Love, Wellpartner, CEO

Each year the organization sponsors over 150 trained Peer Educators to work in the community, giving them extensive on-the-job experience. More than 25% of The Alliance for Positive Change's full-time staff are former clients or Peers, proving the value of this program in helping to transform lives. One key measure of success for The Alliance for Positive Change is the number of program participants who have achieved viral suppression, growing from 54% virally suppressed at program enrollment to over 85% viral suppression today.

¹ CDC. (2014, June). The Affordable Care Act Helps People Living with HIV/AIDS. Retrieved from <http://www.cdc.gov/hiv/policies/aca.html>

Positive Life Workshop August 2016

Alliance team celebrates a recent training graduate of The Positive Life Workshop — promoting healthy living.
Photo: David Nager/ASCNYC



Wellpartner: Who We Are

Wellpartner is a leading provider of 340B Drug Pricing Program services. We also offer provider and patient centric specialty pharmacy services via our URAC accredited pharmacies. Our services are finely tuned toward optimizing our clients' programs through; industry leading compliance, the unique ability to unlock specialty prescriptions from exclusive networks, access to over 60,000 pharmacies, and easy to implement data interfaces. Our goals align with our clients', as we work together to stretch scarce Federal resources as far as possible, reaching more eligible patients and providing more comprehensive services. Today, hundreds of covered entities, ranging from large disproportionate share hospitals to small clinics, trust Wellpartner to optimize their 340B programs and serve their patients.

Wellpartner | When it matters most

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