

340B Optimization for State Programs

Unlock sustainable 340B revenue while strengthening compliance

Our approach enhances 340B program compliance and governance while capturing ongoing revenue opportunities. Our comprehensive, data-driven approach identifies and corrects revenue capture gaps, strengthens governance and controls, standardizes processes and documentation, and enables more timely, reliable performance insights. Together, these capabilities give agencies clearer visibility into performance, reduce administrative workload, and demonstrate proactive fiscal stewardship to federal partners.

Common challenges for leaders include:

- Under-realized 340B program income due to complex funding and dispensing models
- Variability in eligibility workflows and contract pharmacy governance across partners
- Resource-intensive reconciliation, auditing, and HRSA reporting processes
- Limited end-to-end visibility into financial and operational performance across vendors
- Heightened compliance risk in an evolving HRSA oversight environment Services Administration (HRSA) oversight

Generate measurable 340B revenue gains while strengthening compliance, reducing administrative burden, and protecting access to care.

Our approach

Our Guidehouse experts help state leaders optimize and sustain 340B programs through a comprehensive, data driven approach that moves beyond assessment to execution. It is focused on three core pillars:



Revenue generation and financial optimization



Streamlined processes and stronger governance



Operational efficiency and program visibility

Why Guidehouse?

- Deep 340B and public-sector program experience
- Proven experience supporting ADAP, Medicaid, and health systems
- HRSA-aligned compliance and monitoring frameworks
- Proprietary tools and tech-enabled solutions
- Demonstrated ability to work across agencies, providers, and pharmacies

Core solutions

Our core solutions span the full 340B lifecycle, from assessment through ongoing optimization:



Accelerated
revenue cycle
assessment



Formulary
management



Contract
pharmacy
oversight



Insurance
utilization



Financial
modeling

Our experience and impact

Our experts have supported multiple states in increasing annual 340B program income through practical, implementation focused solutions.

Guidehouse is a 22-time KLAS #1 award winner in multiple segments and has been named Best in KLAS for 13 consecutive years.

Backed by proven success in modernizing and innovating healthcare services, finances, and operations, we deliver a comprehensive approach to solving challenges.



About Guidehouse

Guidehouse is a global AI-led professional services firm delivering advisory, technology, and managed services to the commercial and government sectors. With an integrated business technology approach, Guidehouse drives efficiency and resilience in the healthcare, financial services, energy, infrastructure, and national security markets. [guidehouse.com](https://www.guidehouse.com)

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