Walters Rx Strategy

Capabilities Summary

Reimbursement and access strategy for oncology, specialty, and 340B.

ROBERT WALTERS, PharmD, MBA · APEXUS ADVANCED 340B CERTIFIED

PRACTICE AREAS

340B compliance and optimization

- Covered entity and grantee program review
- HRSA audit readiness and mock audit
- Contract pharmacy and TPA oversight
- Split-billing, mixed use, duplicate discount

Oncology patient access

- Patient assistance, copay, foundation navigation
- Benefits investigation and prior authorization design
- Hub and access-vendor evaluation
- Time-to-therapy, abandonment, denial analytics

Specialty pharmacy access

- Limited-distribution and payer network access
- Referral-to-fill capture improvement
- URAC and ACHC accreditation roadmap
- 340B-enabled contract pharmacy design

Formulary and P&T strategy

- Formulary process and class review design
- P&T structure and evidence standards
- Biosimilar and therapeutic interchange
- Dossier and evidence package review

Medical affairs advisory

- Provider-side reimbursement and coverage education
- Oncology pathway and protocol review
- Scientific exchange and peer-level education
- Voice of the customer on access barriers

Operations and interim leadership

- Interim director coverage and turnaround
- Drug diversion program design and response
- USP 797/800 compliance recovery
- DSCSA and wholesaler conversion support

BACKGROUND

Fifteen years leading pharmacy operations inside a New Jersey health system, most recently as Senior Director of Pharmacy and Oncology Infusion: acute care, the cancer center, infusion, and emergency department pharmacy across a multi-site system. Roughly a hundred people, a nine-figure drug-spend portfolio, and one of the larger 340B programs in the region. That work came with the full regulatory weight: 340B audits, wholesaler conversions, DEA inspections with zero findings, and New Jersey Board of Pharmacy surveys with no deficiencies cited.

WHO I WORK WITH

- Health systems and hospital pharmacy leadership
- Cancer centers and infusion services
- Specialty pharmacies, health-system and independent
- Manufacturers: medical affairs, field, reimbursement
- Access, hub, and copay technology partners

ENGAGEMENT STRUCTURES

- Discovery call, 30 minutes, no charge
- Fixed-scope program review or assessment
- Monthly strategic advisory retainer
- Interim leadership or project lead coverage
- Fixed scope and fixed fee, papered before work begins

CREDENTIALS

PharmD, Rutgers University · MBA, Southern New Hampshire University · Apexus Advanced 340B (ACE), active
ASHP Revenue Cycle Management · Lean Six Sigma Green Belt · NJ Pharmacist License #28RI03375700, active

HOW IT STARTS

A 30-minute discovery call, no charge. A written scope with deliverables, timeline, and a fixed fee inside two business days. Then short findings, a prioritized fix list with a named owner against each item, and a working session with your team.

Walters Rx Strategy · Greater Philadelphia

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