

**AIDS
2020**

23RD INTERNATIONAL AIDS CONFERENCE

VIRTUAL

6 - 10 JULY 2020

Bringing PrEP closer to home: Why is now the time for differentiated PrEP?

AVAC, PATH, International AIDS Society (IAS)



The Kelley-Ross Clinic's One-Step PrEP Program

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Background of PrEP programmes supported by Kelley-Ross Clinic

“One-Step PrEP®” – A community pharmacy-based PrEP clinic

- Seattle, WA, USA
- Managed by pharmacist
 - Personnel: 1 pharmacist FTE, 1 technician FTE
- Washington state law allows pharmacist to order labs and prescribe medication based off a protocol called a collaborated drug therapy agreement (CDTA) RCW 18.64.011 (23)
- CDTA developed as outlined by CDC PrEP Guidelines
- Medical Director: Peter Shalit, MD
- Revenue: Pharmacist recognized as providers (SB 5557)
 - Requires insurers to reimburse pharmacist for clinical services
- March 2015 to present

Approach to reaching key populations with PrEP

Bringing PrEP to where the patients are.



“One of our most powerful tools for HIV prevention remains largely on pharmacy shelves. PrEP can be a potent prescription that strengthens prevention options for people who are at high risk for HIV infection.”

– **Jonathan Mermin, MD, MPH,**
Director of CDC’s National Center for HIV/AIDS,
Viral Hepatitis, STD, and TB Prevention



U.S. Department of
Health and Human Services
Centers for Disease
Control and Prevention

Approach to reaching key populations with PrEP

Bringing PrEP to the patient.

- > 60,000 community pharmacies in the US
- Over 95% of patients live within 5 miles of a community pharmacy
- Pharmacies have longer hours and are open evenings and weekends
- Pharmacists are experts in adherence counseling
- Pharmacists can improve vaccinations rates
- Walk-in accessibility is in line with HIV testing guidelines to offer testing in walk-in centers to increase testing

Building blocks of One-Step PrEP

Pre COVID-19

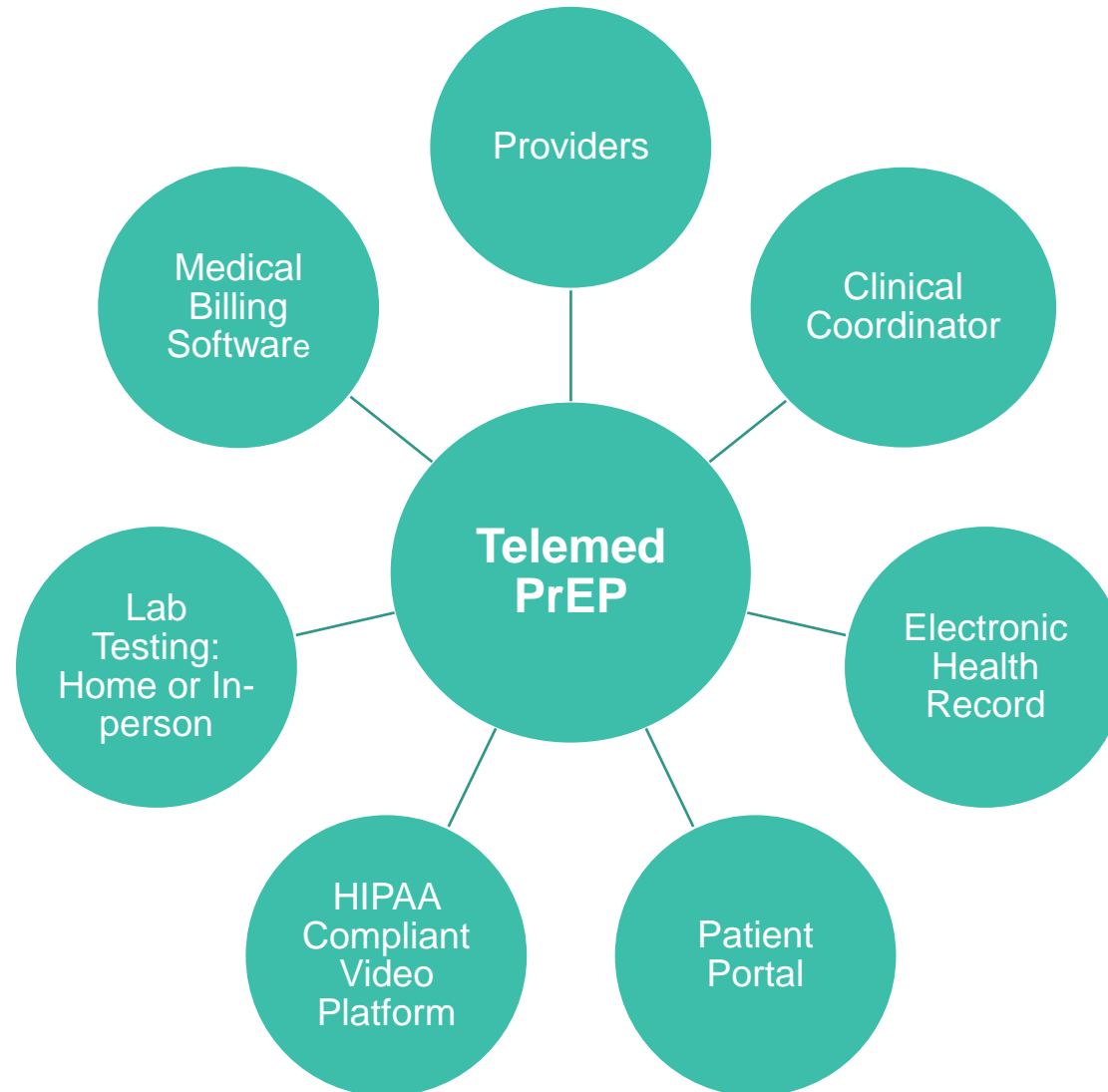
	PrEP Screening, initiation and early follow-up (0-3 months)			PrEP continuation (+3 months)	
	Screening	PrEP initiation visit	Initial follow-up	PrEP refill	Routine clinical follow-up
WHEN <i>Service frequency</i>	Patient requested	Patient requested	1 month	Every 3 months	Every 3 months
WHERE <i>Service location</i>	Pharmacy	Pharmacy	Pharmacy	Pharmacy	Pharmacy
WHO <i>Service provider</i>	Pharmacist	Pharmacist	Pharmacist	Pharmacist	Pharmacist
WHAT <i>Service package</i>	Coordination of care	<ul style="list-style-type: none"> - All labs - Patient risk assessment - Patient assistance - Risk reduction counseling 	<ul style="list-style-type: none"> - HIV testing - Adherence monitoring - SE assessment 	<ul style="list-style-type: none"> - All monitoring labs - HIV risk assessment - Risk reduction counseling - Adherence counseling 	<ul style="list-style-type: none"> - All monitoring labs - HIV risk assessment - Risk reduction counseling - Adherence counseling

Program results

- Initial appointment: 45-60 minutes
- Follow-up appointment: 15-30 minutes
- Services: PrEP, PEP, STI screening and treatment, and immunizations
- Pharmacist performs all rapid testing and collects all other blood work
 - Phlebotomy licensed
- Patient STI self-collection: swabs and urine samples
- Billing and drug assistance programs:
 - 98% pay \$0 for all labs, services, and medication
- Same-day start: 74%
- Drop-out rate: 19% lost to follow up
- 80% of patients do not identify having a primary care provider

Adaptations in light of COVID-19

One-Step TelePrEP®



Adaptations in light of COVID-19

One-Step TelePrEP® - Lab Testing

In-person

- In-office patient self collection: urine, rectal, and throat specimens
- Provider-collected blood specimens
- Convenience of appointment, medication, and labs in one location
- Only available in clinic

Home test kit

- Patient self-collection of all specimens
- Dry blood spots for blood specimens
- Convenience of home
- Turnaround time: 3-5 days
- Patients must be ok with fingerstick

Hybrid: Home and in-person

- At-home patient self collection of urine, rectal, and throat specimens
- Lab service center collection of blood specimens
- Multiple lab locations; walk-ins available
- Good option for people who do not like fingerstick

Building blocks of One-Step PrEP

Post COVID-19

	PrEP Screening, initiation and early follow-up (0-3 months)			PrEP continuation (+3 months)	
	Screening	PrEP initiation visit	Initial follow-up	PrEP refill	Routine clinical follow-up
WHEN <i>Service frequency</i>	Patient requested	Patient requested	1 month	Every 3 months	Every 3 months
WHERE <i>Service location</i>	Virtual visit; Home labs	Virtual visit; Home labs	Virtual visit; Home labs	Virtual visit; Home labs	Virtual visit; Home labs
WHO <i>Service provider</i>	Pharmacist	Pharmacist	Pharmacist	Pharmacist	Pharmacist
WHAT <i>Service package</i>	Coordination of care	<ul style="list-style-type: none"> - All labs - Patient risk assessment - Patient assistance - Risk reduction counseling 	<ul style="list-style-type: none"> - HIV testing - Adherence monitoring - SE assessment 	<ul style="list-style-type: none"> - All monitoring labs - HIV risk assessment - Risk reduction counseling - Adherence counseling 	<ul style="list-style-type: none"> - All monitoring labs - HIV risk assessment - Risk reduction counseling - Adherence counseling

Key learnings and challenges

- Allows pharmacist to work at the top of their license
- Pharmacists enjoy the work
- Revenue is based on pharmacist billing as a provider. This requires provider status for pharmacist
- Additional revenue stream for the pharmacy outside of standard medication reimbursement
- Pharmacist can be trained and licensed in phlebotomy
- Patient self-collected STI labs are just as effective as provider collected
- Marketing services are critical to success

Where to from here?

<https://one-step-prep.com>



PrEP TELE PrEP

ONE-STEP

to Peace of Mind

GET STARTED

The advertisement features a smiling man with a beard, glasses, and a flat cap, wearing a plaid shirt. The background is a solid blue color. In the top left corner, there are two circular icons: one with 'PrEP' and another with 'TELE PrEP'. The main text 'ONE-STEP' is in large white letters, with 'to Peace of Mind' in smaller white and pink letters below it. A pink button with the text 'GET STARTED' is located in the bottom right corner of the image area.

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Thank You