



New England Life Care  
600 Southborough Drive  
South Portland, Maine 04106

June 18, 2020

Donna Jerry  
Senior Health Policy Analyst  
Green Mountain Care Board  
89 Main Street, Third Floor, City Center  
Montpelier, Vermont 05620

RE: Letter of intent to provide nursing services

Dear Ms. Jerry,

This letter has been prepared by New England Life Care to announce our intention to provide infusion nursing services ancillary to our pharmacy services within all counties of Vermont, from our licensed home infusion pharmacies located in Maine, New Hampshire and Massachusetts. From these locations, NELC is also licensed to dispense and ship pharmaceuticals to Vermont residents. I am writing to request a jurisdictional determination to perform nursing services specific to infusion therapy within the home setting.

New England Life Care (NELC) is a leading provider for Home Infusion Therapy services (HIT) in Northern New England servicing over 3,700 patients daily, 24/7, 365 days a year. We are organized as a 501 (e) Cooperative Hospital Services Organization (CHSO) affiliated with over 55 member hospitals in Vermont, New Hampshire, Maine and Massachusetts as their home infusions provider of choice. We have pharmacies in New Hampshire, Maine and Massachusetts employing clinical staff that are specially trained nurses, pharmacists and certified nutrition support dietitians allowing us to treat patients in the home for a wide range of acute and chronic conditions. NELC has been accredited with the Joint Commission since 1993.

NELC was created in 1987 by 13 not-for-profit hospitals to ensure the long-term existence of a home infusion/ specialty pharmacy provider that reflected the member's mission and commitment to excellence. We assure a safe, timely transition of care from hospital/ED or physician office to home while continually striving to improve population health management and reduce readmissions and unnecessary admissions/ED visits through active collaboration with the Member hospital and clinical staff. We assure development and implementation of patient, physician and member centric care models while developing "best practice" protocols and programs through an open and transparent exchange of information and outcome data.

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780 Dedham Street • Suite 300 • Canton • Massachusetts • 02021



NELC's 501(e) allows and promotes a highly aligned working relationship between a Member & NELC honoring patient and physician choice. Member hospitals are directly involved in oversight of NELC either in their role as Members (Trustees) or through Board representation (Directors). As a not-for-profit, NELC accepts all patients regardless of their ability to pay. Earnings are used to fund charitable care to ensure a timely transition along the continuum of care.

New England Life Care clinicians teach patients how to manage lifesaving and life-sustaining nutritional, anti-infective, chemotherapy and pain management treatments while monitoring their advanced home care to ensure the best possible outcomes. We employ Registered Nurses to provide these high-tech infusion services within the patients home. The length of a typical visit will vary due to the therapy being administered. We deliver specialty pharmacy medications and home infusion therapy supplies when and where you need them while working closely with your medical and insurance providers for smooth, stress-free care management service.

Home infusion is a clinically appropriate treatment option for patients of all ages, pediatric to geriatric, with a wide range of acute and chronic conditions, ranging from bacterial infections to more complex conditions such as late-stage heart failure, nutrition support, and immune deficiencies. Home infusion affords patients independence and improved quality of life with delivery in the comfort of the patient's home at a time that best fits his or her needs. In addition, home infusion can provide improved safety, better outcomes, and cost-effectiveness. NELC does not provide any diagnostic testing or therapeutic services such as, Physical therapy, Occupational therapy, Speech therapy or Home Health Aids.

Due to the shortage of skilled infusion nurses with the VNA's in Vermont, patients referred to NELC have either had their hospital discharges delayed or required the patients to drive to an acute care setting for infusions on a daily, weekly or monthly basis. Many patients appropriate for home infusion therapy for chronic conditions must drive to receive their infusions at the hospital due to the lack of specialized skilled nurses that you routinely find only with home infusion therapy companies.

Annual operating expenses of staff, equipment and therapy estimated projections below. These numbers are based on one Per Diem RN 0.25 FTE seeing two patients per month year one, four patients per month year two, eight patients per month year three. NELC does not expect capital expenses as there is not a plan to have a physical office presence.

<b>Project &amp; Operating Costs</b>	<b>Year One</b>	<b>Year Two</b>	<b>Year Three</b>
Staffing & Operation expenses	\$7,180	\$11,545	\$24,760
Drug, Supplies and Shipping	\$5,426	\$10,853	\$23,700
<b>Total Project Cost</b>	<b>\$12,606</b>	<b>\$22,398</b>	<b>\$48,460</b>

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In closing, thank you for considering our request for a jurisdictional determination to perform nursing services specific to infusion therapy within the home setting. We eagerly await your reply.

Sincerely,

A handwritten signature in black ink, appearing to read "Janet M. Henry". The signature is fluid and cursive, with a long, sweeping tail on the final letter.

Janet M. Henry, RN, CRNI  
Clinical Nurse Manager  
New England Life Care  
41 Terrill Park Dr  
Concord, NH 03110  
603-406-4324

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