



Option Care Inc.  
10 Commerce Park North, Unit 4  
Bedford, New Hampshire 03110

May 4, 2016

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: Additional information included

Dear Ms. Jerry,

This letter has been prepared by Option Care, Inc. to announce our intention to provide infusion nursing services ancillary to our pharmacy services, within the following Vermont counties: Addison, Bennington, Caledonia, Chittenden, Essex, Franklin, Grand Isle, Lamoille, Orange, Orleans, Rutland, Washington, Windham, and Windsor, from our licensed home infusion pharmacy located at 10 Commerce Park North, Unit 4, Bedford, NH 03110 pursuant to GMCB's Certificate of Need rule, GMCB Rule 4.00. We request the determination whether a Certificate of Need is required.

Option Care is a leading provider of home and alternate treatment site infusion services. With a staff of more than 1,700 clinical experts – including specially trained infusion nurses, infusion pharmacists and registered dietitians – Option Care treats patients with a wide range of acute and chronic conditions. Comprehensive therapy management programs are offered for patients with nutrition disorders, bleeding disorders and heart failure, as well as those needing immunoglobulin (IG) therapy and anti-infective therapy. Option Care is able to provide services to 92% of the nation's population through more than 90 infusion pharmacies and 100 alternate treatment sites across the country. Our services include distribution and administration of infused and injectable medications, patient care coordination, clinical and compliance management, and reimbursement support. In addition to the pharmaceutical services, medical supplies, infusion pumps/equipment and nursing care to administer specific intravenous medications are provided. Option Care is accredited by ACHC, and URAC accreditation is in current process.

In the past two (2) years, Option Care has been unable to staff our home infusion patients with Bayada Home Health Care and VNA's of Vermont. The importance of nursing in the delivery of high-quality patient care in the home, as well as the comfort and convenience valued by patients, was a principal reason for this request; as we are finding there is a shortage of skilled infusion

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(603) 625-8880 [www.optioncare.com](http://www.optioncare.com)

registered nurses (RNs) associated with these home health agencies despite a growing demand for home infusion services. This has required Option Care to abnegate new referrals, which drives our patient population to an institutional setting where the risk of nosocomial infections are greatest and increases healthcare cost tremendously.

To elaborate further, Option Care will be providing pharmacy and nursing support to an array of infusion therapies in the patients' home utilizing registered nurse(s). On average, we receive three to six referrals per month from the University of Vermont Medical Center but this fluctuates. Lastly, there will be no operating costs associated with this request as all operations will take place from our Bedford, NH branch location. Year 1 goal is to hire one (1) registered nurse for State of Vermont based on the following:

- Patient starts: 1.5 / per month (average)
- Infusion duration: 5 hours / per month / per patient (average)
- Dose interval frequency: Every 4 weeks (average)

I thank you for considering our request.

Sincerely,

Janet Henry, RN  
Director of Nursing  
Option Care, Inc.  
10 Commerce Park North, Unit 4  
Bedford, New Hampshire 03110  
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cc: Andrea Roberts, MSN, NP, IgCN  
Option Care National Clinical Director, Immunoglobulin Division

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Option Care Director of Business Development, Immunoglobulin Division

Donna Ford, RN, BSN  
Option Care National Nurse Manager

