



eTrueNorth Creates Largest Retail Pharmacy Network of CLIA-waived Laboratories for Point-of-Care Testing

The eLabNetwork® now includes 5,500+ retail pharmacies performing biometric wellness screenings, accepting vouchers for employee screenings and closing gaps in care

Fort Worth, February 5, 2019 – eTrueNorth, the premier, pharmacy-based clinical services network, has substantially grown its eLabNetwork to provide affordable and convenient access to wellness screenings across the country. With more than 5,500 participating retail pharmacies, eLabNetwork is composed of independent CLIA-Waived laboratories that offer common wellness screenings for chronic diseases such as diabetes and heart disease.

“In just two years, eTrueNorth has created the nation’s largest retail pharmacy network of CLIA-waived laboratories for point-of-care testing,” said Coral May, eTrueNorth’s President. “Not only does this provide greater access to high-quality fingerstick testing for lipids and glucose, it allows pharmacists to identify and close gaps in care. Our delivery system empowers local, trusted pharmacists to administer vaccines, gather biometric data and provide onsite basic counseling.”

The network of 5,500+ retail pharmacies currently encompasses a total of 11 retail pharmacy chains including the 5 listed below:

- **Winn-Dixie**
- **BI-LO**
- **Harveys**
- **Fresco y Más**
- **Walmart**

eTrueNorth provides the infrastructure for CLIA-waived laboratories to meet all their applicable federal, state and local regulations. Additionally, the company provides important documentation for medical professionals as they track compliance with quality-control efforts for CLIA-waived diagnostics devices.

“We are empowering pharmacists across the country to provide needed screenings, vaccines and basic counseling to individuals,” said May. “Our goal is to make it easier for individuals to have affordable and increased access to additional healthcare from the convenience of their local pharmacy.”

Increasing Participation in Workplace Wellness Programs

The nationwide network allows employers to offer convenient location options for employees to obtain screenings and participate in employee wellbeing programs. Retail pharmacies are open in the evening and on weekends increasing access to screening beyond the constraints of traditional working hours.

“For employees who miss onsite wellness screenings, work remotely or work shifts where onsite screenings are inconvenient, our Voucher Solution provides the infrastructure to increase participation by providing fast point-of-care testing to employees at their local pharmacies, as well as real-time transfer of data to wellness providers,” said May.

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Closing Gaps in Care

eTrueNorth is partnering with health plans to identify individuals who have not yet received evidence-based best practice screenings or vaccines.

“For example, an employee using the eLabNetwork Voucher Solution may arrive at a retail pharmacy for a lipid test. Using the eLabNetwork software, the pharmacists will be able to recognize gaps in care while the individual is waiting for their screening. Among other things, the pharmacist may be able to also recommend a flu shot,” said May. “The eLabNetwork software can connect health-related claims and wellness program offerings. Upon care delivery, results are documented and claims submitted for reimbursement. Activity results are securely transmitted to the health plan and the consumer’s physician.”

Removing Barriers for At-Risk Populations to Join Diabetes Prevention Programs (DPP)

Another objective of the eLabNetwork is to increase the number of eligible participants in CDC-approved Diabetes Prevention Programs (DPPs).

Congress authorized the CDC to establish the National Diabetes Prevention Program — a public-private partnership to offer evidence-based, low-cost interventions in communities across the United States to prevent type 2 diabetes. Research shows that structured lifestyle interventions can cut the risk of type 2 diabetes in half, according to the CDC.

In general, at-risk populations have access to a wide choice of DPP providers across the country. However, there is one major obstacle to entry. In order for eligible Medicare Advantage participants to qualify for participation in a DPP, an individual must have a blood test. While DPP providers encourage at-risk individuals to visit their primary care physician for a blood test that measures blood sugars, many eligible participants do not obtain testing.

The expanding network of eLabNetwork pharmacies make it easier for at-risk populations to have a fasting blood glucose test.

“With 95 percent of the US population living within 5 miles of a retail pharmacy, eTrueNorth envisions a future where consumers can access healthcare services,” said May. “This expanding list of retail pharmacies has the potential to make a significant impact on how healthcare is delivered.”

About eTrueNorth

eTrueNorth is an integrated, pharmacy-based, clinical services network which helps consumers fit healthcare into everyday life via the convenience and accessibility of retail pharmacy. Working with wellness vendors and Diabetes Prevention Programs, the eTrueNorth network provides screenings with immediate test results for the participant and real-time data transmission to the vendor. Health plans benefit by eTrueNorth engaging plan members at the pharmacy counter and addressing gaps in care ranging from diabetes measures such as HbA1c to hypertension control. eTrueNorth’s integrated network is a tangible example of healthcare organizations working together to find creative solutions that drive access, quality and affordability. To learn more, visit www.etrueorth.com or contact CV Abdallah at (315) 374-7792 or cv@etrueorth.com.