



## What is BlazeLink?

BlazeLink is the only AI agent purpose-built to solve contract management and 340B reimbursement challenges for rural healthcare providers and health systems. Co-developed by The Garage and Cibolo Health, BlazeLink is designed for organizations with thin margins and limited staff. It ingests payer contracts, calculates expected reimbursements, and flags discrepancies—streamlining financial operations to drive revenue integrity and regulatory compliance. For 340B, BlazeLink automates drug capture, simplifies audit readiness, and ensures compliance—empowering rural providers to protect revenue and meet regulatory standards.

## Why it Matters

### CONTRACT COMPLIANCE

#### Financial Risk:

- Revenue Lost to Denials and Compliance Gaps (avg. 12% denial rate)
- \$3M-\$8M lost annually by Rural Providers

#### Blaze Link Advantage:

- Automates contract tracking
- Flags underpayments
- Accelerates reimbursement cycles
- Enhances compliance and audit readiness

### 340B COMPLIANCE

#### Financial Risk:

- Lost Revenue from Unclaimed Scripts
- \$500K-\$2M annually at small facilities and FQHCs
- \$3-\$10M annually at Mid-sized Hospitals
- Per Script Value: \$100-\$300 margin per 340B-eligible prescription

#### Blaze Link Advantage:

- Identifies unclaimed scripts
- Maximizes 340B capture
- Medications purchased 20%-50% below standard pricing and improved pharmacy margins
- Drives margin improvement for outpatient programs

### ROI HIGHLIGHTS

For an average \$500M health system, denial rates typically reach 12%, resulting in \$60M denied revenue each year. Of this, 63% (\$38M) is considered preventable—presenting a \$30-\$60M opportunity for operational recovery through BlazeLink.

## What are the benefits?

Benefit	Payer Contract Compliance	340B Compliance
Financial Optimization	Ensures accurate reimbursement and flags underpayments.	Maximizes drug savings by capturing all eligible 340B transactions
Administrative Efficiency	Automates tracking of contract terms, payments, and variances	Automates eligibility checks, inventory management, and reporting
Regulatory Compliance	Helps maintain compliance with payer and billing regulations	Ensures HRSA and manufacturer compliance to avoid audit risks
Audit Readiness	Provides documentation to support payer dispute resolution and audits	Maintains clean audit trails for HRSA reviews
Negotiation Leverage	Equips members with data to help support the renegotiation of payer contracts	Supports data-driven oversight of contract pharmacies and vendor performance
Improved Cash Flow	Reduces delayed payments and aged receivables	Enables sustained reinvestment in patient care through consistent 340B savings
Sustainability for Rural Care	Protects revenue tied to payer agreements—critical in low volume settings	Helps fund essential services (e.g., mobile units, behavioral health) often missing in rural areas

### Built for Rural Providers

Dual-purpose, cost-effective solution that enables users to have audit-ready tools available for contract transparency. BlazeLink delivers measurable ROI through recovered revenue, reduced denials, and improved operational efficiency.