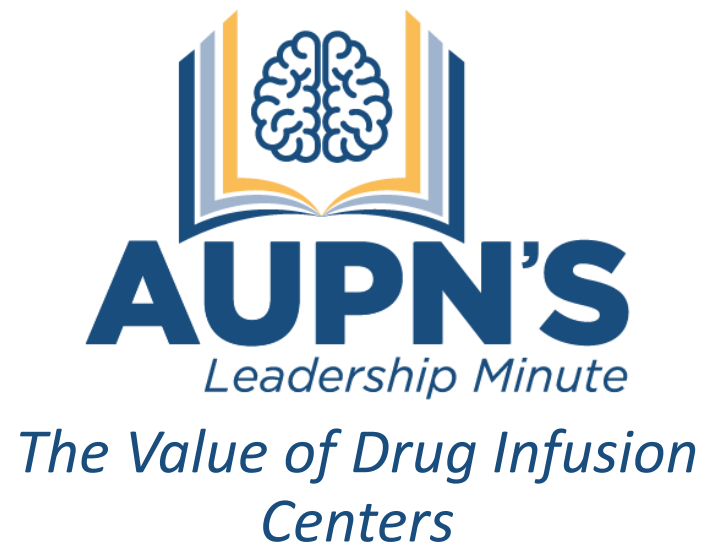




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Overall Advantages of Infusion Clinics

- Enhancing patient care
- Improving business operations, including potentially revenue depending on the financial framework of the institution
- Providing a competitive advantage with respect to other area practices

Benefits of an Infusion Clinic to Patient Care

- **Timely access to Specialized Treatments:** Allows administration of biologics, monoclonal antibodies, iron infusions, IV antibiotics, and other specialty medications that require supervised infusion.
- **Reduced Hospitalization:** Helps prevent unnecessary hospital admissions for IV therapy.
- **Improved Patient Compliance:** Patients receive treatment in a familiar setting, improving adherence to prescribed therapies.
- **Comprehensive, Coordinated Care:** Integration with the practice ensures better monitoring and coordination of treatments.

Neurological Disorders Requiring an Infusion Clinic

- **Multiple Sclerosis (MS)** – IV immunotherapies like anti-CD20s (ocrelizumab and ublituximab), natalizumab, alemtuzumab, and IV steroids for MS relapses
- **Neuromyelitis Optica (NMO)** – rituximab, ecalizumab, satralizumab, inebilizumab.
- **Autoimmune Neurological Disorders** – Infusion-based immunotherapies such as steroids, IVIG, and biologics for conditions like autoimmune encephalitis.
- **Myasthenia Gravis (MG)** – intravenous immunoglobulin (IVIG) and anticomplements (eculizumab; ravilizumab, efgartigimod alpha)
- **Chronic Inflammatory Demyelinating Polyneuropathy (CIDP)** – IVIG and other immunomodulating treatments.
- **Migraines & Refractory Headaches** – IV therapies such as dihydroergotamine, magnesium sulfate, and antiemetics for acute relief.
- **Alzheimer's & Cognitive Disorders** – monoclonal antibody treatments, e.g., lecanemab and aducanumab.

Academic Departments of Neurology

- 73% of Departments of Neurology operate at or below break even
- 83% of departments are under moderate to severe financial pressure
- 17% of departments are experiencing severe difficulties
- 80% of departments are seeing increasing numbers of patients
- 1/3 are spending more time in care and less in research and teaching
- Only 15% generate a profit from patient care
 - 1/3 lose nearly \$40/patient per visit to general neurology

Potential Financial Benefits

- **New Revenue Stream** – Billing for infusion services increases practice profitability.
- **Higher Reimbursement Rates** – Many neurological infusions are high-reimbursement procedures covered by insurance.
- **Reduced Treatment Costs for Patients** – If the infusions are performed in a non-hospital-based setting, they are less expensive than those performed at hospital-based centers. Oftentimes, insurance companies insist that patients not utilize hospital-based sites because of the additional expense incurred and, as a result, patients end up going to infusion centers that are not affiliated with the institution.

Operational Considerations

- **Space & Facility Requirements**

- **Location:** Can be within your current clinic or a dedicated area for infusion therapy.
- **Layout:** Needs enough room for infusion chairs, IV poles, patient monitoring, and staff movement.
- **Comfortable Infusion Chairs:** Patients may be seated for hours—recliners with adjustable settings improve comfort.
- **Privacy Partitions:** Some patients prefer private or semi-private areas.
- **Emergency Preparedness:** Stock emergency medications (e.g., epinephrine, antihistamines) in case of adverse reactions.
- **Refrigeration & Storage:** Many neurological infusion medications require temperature-controlled storage.

- **Staffing Requirements**

- **Infusion-trained RNs or Nurse Practitioners (NPs):** For IV insertion, monitoring, and patient care.
- **Neurologist Oversight:** To review orders, manage reactions, and ensure treatment protocols are followed.
- **Billing & Coding Specialist:** Ensures proper reimbursement for IV therapies.
- **Pharmacist or Pharmacy Liaison:** If compounding or handling specialty meds in-house.

- **Equipment & Supplies**

- **IV infusion pumps** (automated pumps for precise dosing)
- **Vital sign monitors** (BP, pulse oximeters, thermometers)
- **Emergency crash cart** (for anaphylaxis or adverse reactions)
- **Sterile IV kits, catheters, and tubing**
- **Refrigeration for biologics and specialty meds**
- **Patient entertainment** (WiFi, TVs, or tablets to improve experience)



Dale Carnegie

“Knowledge isn’t power until it is applied.”



***The Association of University
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