IIS

THE INFUSION EDGE

Edition 3 | Q3 2026

The Infusion Edge is your quarterly inside track to the future of our industry, delivering actionable market intelligence and reimbursement policy updates. Each issue highlights member and partner achievements, exclusive partner-driven insights, and new opportunities to grow and lead the way forward—together.

MESSAGE FROM LEADERSHIP

A MESSAGE FROM LEADERSHIP

A Milestone Moment for IIS at NICA 2026

On July 9, Infinity Infusion Solutions welcomed 200 members, partners and industry colleagues to Nowhere Lounge at Fontainebleau Las Vegas for our **5th Annual Partner Appreciation Reception**. Held alongside the 2026 NICA Annual Conference, the evening celebrated the relationships that have fueled our growth and continue to strengthen independent infusion care. This year's theme, **"Defying the Odds. Defining the Future."** reflected both the IIS journey and our continued commitment to building what comes next for the infusion community.

The theme carries special meaning as IIS approaches **11 years in business this October**. What began in 2015 with a vision to create a better model for independent infusion has grown into a nationwide network serving more than **2,700 member infusion sites across all 50 states**. Five years into this annual tradition, the reception offered a chance to recognize those who have been part of that journey while celebrating the momentum carrying IIS into its next chapter.

The momentum continued at the 2026 NICA Annual Conference, held July 9–10 at Fontainebleau Las Vegas, where more than **1,300 attendees** gathered from across the infusion community. As a **NICA Diamond Industry Partner**, IIS was proud to welcome providers and new connections to **Booth 236**. Our team spent the conference sharing how IIS helps independent infusion providers and AICs navigate an increasingly complex marketplace through specialty drug and IVIG access, sustainable purchasing solutions, reimbursement guidance and business support. Just as importantly, NICA 2026 gave us the opportunity to listen and learn more about the evolving needs of providers as we continue working to keep patients at the heart of infusion care.

"Seeing 200 members and industry partners come together for our fifth annual reception was incredibly meaningful. The turnout speaks to the relationships we've **built over the years and the trust this community continues to place in IIS.** Katie and I never take that for granted, and it makes us even more excited about what's ahead."

Tamra Townsend
CEO & Co-Founder
Infinity Infusion Solutions

IIS INFINITY INFUSION SOLUTIONS

Forward Together
10 YEARS STRONG

NICA DIAMOND Industry Partner

IIS NEWS & NOTABLE UPDATES

A look at what's ahead

Upcoming conferences: Connect with the IIS team at these industry events.

- **AANEM** | 9/29 - 10/2 | Orlando, FL | Booth #905
- **IgNS**: 10/15 – 10/18 | Las Vegas, NV | Booth #420

Next Up: AANEM

When we launched Infinity Infusion Solutions over a decade ago, independent physician practices were at the center of our vision—and **neurology was one of our earliest areas of focus**.

At the time, relatively few independent neurology practices were providing infusion services in-office. But we believed there was an opportunity to change that. We saw the potential for neurologists to confidently offer therapies like IVIG within their own practices, giving patients greater access to care while allowing practices to build strong, sustainable infusion programs.
Today, it's incredibly rewarding to see how far the industry—and IIS—has come.

Today, neurology is one of the fastest-growing segments of our business, and we are proud to partner with neurology practices across the country. While many know IIS for our work with ambulatory infusion centers, **supporting independent physician practices has always been part of our DNA.**

As the neurology treatment landscape continues to evolve, so does our commitment to this community. New therapies and expanding treatment options are creating tremendous opportunities, but they also bring greater complexity. As a medical consultancy, our role is to help our members navigate that complexity through better purchasing, reimbursement support, patient access, operational resources, and strong manufacturer partnerships.
We are also continuing to expand our portfolio of neurology-focused therapies and partnerships so our members have the resources they need to build and optimize successful infusion programs.

That commitment is one of the reasons we're excited to attend the **AANEM Annual Meeting** this year. We look forward to connecting with physicians, practice leaders, and industry partners from across the neuromuscular community—and, most importantly, listening to the challenges and opportunities they see ahead.

That approach has been fundamental to IIS from the beginning: **listen to our members, understand what they need, and find ways to create meaningful value for their practices and their patients.** Neurology may be one of our fastest-growing areas today, but for Infinity Infusion Solutions, it isn't a new direction. **It's a continuation of where we started, and an important part of where we're going.**

We look forward to seeing many of you at AANEM!

— Infinity Infusion Solutions Leadership Team

Coming soon: Be on the lookout for the IIS network-wide launch of **CompassIQ™**, our proprietary member access portal, launching in the 1st half of 2026. It will empower members to track:

- Purchasing history and member benefits
- Contract status and current pricing
- Incentive programs and rebates

SAVE THE DATE🗓

IIS Town Hall #2 -- The Future of Buy-and-Bill: What Independent Infusion Providers Need to Know Now

Join IIS and IPA Executive Director Elliott Warren for a timely Town Hall on what upcoming Medicare drug-pricing changes could mean for buy-and-bill reimbursement, practice economics, and patient access.

As an IIS member, **you have exclusive access** to attend this Town Hall with our strategic partner IPA and hear directly about the policy developments that could affect your practice. We will break down what providers should know, why these proposed changes matter, and how the infusion community can engage before the rules are finalized.

Save the date and bring your questions for a robust discussion designed to give you practical insight you can take back to your practice.

Friday, October 30, 2026
3pm EST

A meeting invitation will be emailed soon from announcements@infinityinfusion.com.

INFUSION PROVIDERS ALLIANCE

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IIS MEMBER & PARTNER SPOTLIGHTS

Local Infusion

MEMBER PROVIDER SPOTLIGHT

Local Infusion

Local Infusion was founded in 2023 and has been an IIS member since its launch, with its founders' relationship with IIS extending back even further. Since then, Local Infusion has grown from approximately a dozen infusion centers to more than 70 locations nationwide, with continued expansion underway. Co-founded by Ashley Knapp, Local Infusion combines patient-centered clinical care with proprietary, AI-driven technology designed to accelerate access to specialty infusion therapy, simplify workflows and improve the experience for patients and care teams.

As Local Infusion has expanded into new markets, IIS has supported that growth through longstanding manufacturer relationships, reliable product access and opportunities to broaden the organization's therapy portfolio. IIS has also helped Local Infusion add therapies that were not previously available on its formulary while maintaining predictable contract terms and ASP-minus pricing during a period of significant growth. According to Knapp, those advantages have helped Local Infusion manage costs efficiently while continuing to increase patient volume. Just as importantly, IIS has helped secure manufacturer approvals and product allocation quickly enough for new centers to begin treating patients without unnecessary delays.

That support has had a direct impact on patient access. As additional IVIG...

"The value of the IIS relationship **extends well beyond pricing**. Dependable support from IIS has remained consistent even as Local Infusion has entered new states and opened new centers at a rapid pace. If you're scaling fast, **IIS's responsiveness and account management held up under pressure. That mattered more to us than any single price point."**

Ashley Knapp
Co-Founder and Chief Development Officer - Local Infusion

Read the full article

EXCLUSIVE INSIGHTS FROM OUR PARTNERS

INFUSION PROVIDERS ALLIANCE

COMPLIANCE CORNER WITH IPA

CMS CY 2027 Proposed Medicare Payment Rules: What Infusion Providers Should Know

CMS's proposed 2027 Medicare payment rules could have meaningful implications for independent, community-based infusion providers. Proposed reductions to physician-office drug administration payments, coupled with increasing reimbursement for comparable services in hospital outpatient departments, could further widen an already significant site-of-care payment gap.

IPA breaks down what providers should know, why these changes matter for patient access and the sustainability of community-based care, and how the infusion community can engage before the rules are finalized.

Have questions about the proposed Medicare changes coming from CMS? Join us at the **IIS Town Hall on Friday, October 30 at 3:00 p.m. ET** for a focused discussion with **Elliott Warren, Managing Director at IPA**, one of IIS's strategic partners.

Read more about CMS changes

PRODUCT & PARTNER SPOTLIGHT

5th Annual Partner Reception

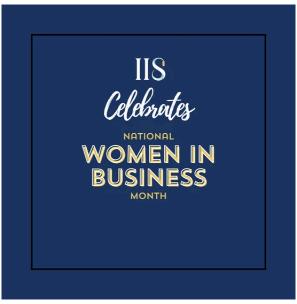
Thursday, July 9, 2026

Thank you to our members, partners, and community who joined us in Las Vegas to make our 5th Annual IIS Partner Appreciation Reception at Nowhere Lounge an unforgettable evening. We appreciate everyone who stood beside us for the first decade as we defied the odds, and we look forward to defining the future of infusion care with you!

📸Relive the evening by downloading and sharing your favorite photos from the reception and be sure to tag Infinity Infusion Solutions when you post.

Download event photos

OUR IMPACT IN THE COMMUNITY



OCTOBER

Join IIS in Celebrating National Women in Business Month

As a women-owned healthcare organization marking its 11th anniversary this October, IIS is proud to spotlight a select group of women AIC owners and providers across our member network who are moving the infusion industry forward. In honor of **National Women in Business Month,** we will share their stories, perspectives, and contributions throughout the **Women Leading Infusion Care** campaign.

In honor of the impact being made by these featured members and IIS's 11th anniversary milestone, IIS will make a charitable contribution to **Women in Medicine**, a 501(c)(3) nonprofit dedicated to educating, advancing and connecting women in healthcare. Through this contribution, IIS is extending the spirit of the campaign by investing in education, fellowship and opportunities that help women advance throughout their healthcare careers.

Join us this month and next in celebrating the **Women Leading Infusion Care** across the IIS network. Follow the campaign, learn more about their successes and help us support the advancement of women in healthcare through the **Women Leading Infusion Care Giving Initiative.**

Women Leading Infusion Care

Questions or topics you'd like to learn more about
in future newsletters?
Contact us at:
announcements@infinityinfusion.com.

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