



## CASE STUDY

### From Walgreen's Pharmacist-In-Charge to Opening a THRIVING Independent Pharmacy next door

Sometimes, the best decisions are right in front of us. At least, that is what may have inspired Oak Ridge Pharmacy Owner, Saad Aqqad, to leave his position as Pharmacist-In-Charge at Walgreens and open his own pharmacy right next door.

The success of an independent pharmacy often hinges on becoming a good business manager on top of being a good pharmacist. Coming from the chain pharmacy and becoming an independent owner, Saad soon had to face the challenge of getting up to speed on effective inventory management and cost of goods management.

### CHALLENGE

- 01 Balancing finding deals with secondaries and maximizing primary rebates, all while controlling inventory.
- 02 Lack of transparency with where your compliance stands, and changes needed to reach next rebate tier.

### SOLUTION

- 01 Pharmacy Marketplace Membership, with Athena recommendations for drug purchases based on budgets.
- 02 Primary Wholesaler Agreement compliance review, counseling, and order adjustments.



# ABOUT OAK RIDGE PHARMACY

- Location: Oak Ridge, Tennessee
- Opened: July 2019
- Prescriptions: 200 daily
- Wholesaler: McKesson
- PMS: Pioneer



Oak Ridge Pharmacy Team

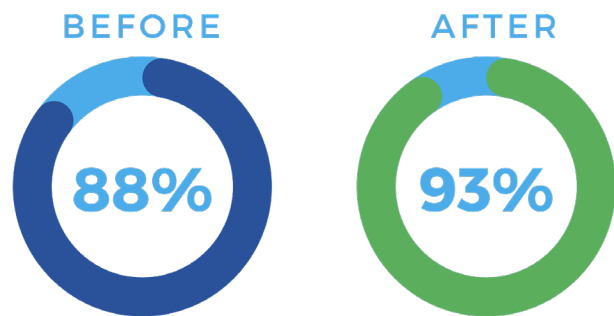
## RESULTS

**01** Increased Primary Wholesaler Rebate. 99% GPR predicted for next order month.

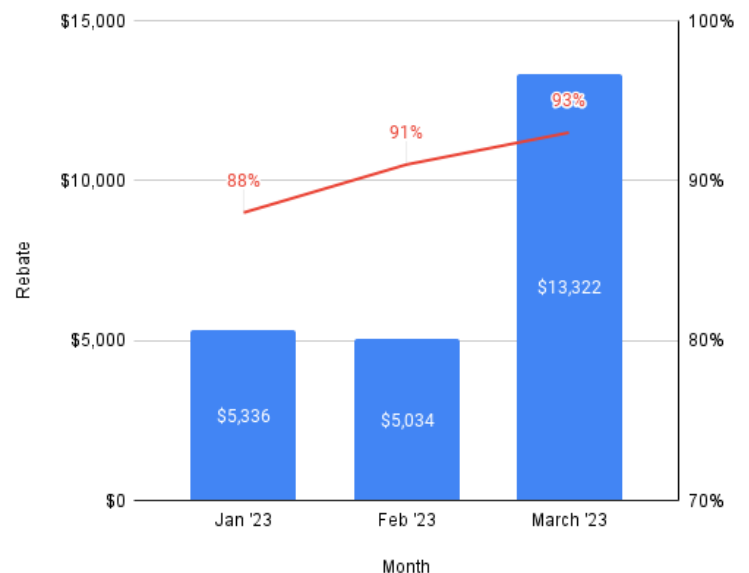
**02** One-stop secondary shopping. Inventory and ordering optimization, with non-oral solids filter.

**03** Secondary budget transparency. Strategically controlled secondary spend, and increased Primary Wholesaler spend.

**04** Aligning pharmacy team with one centralized shopping platform.



GPR  
Before and After Pharmacy Marketplace



Oak Ridge Pharmacy GPR Results

The best decision for pharmacies is right in front of you. Get similar results for your store when you join Pharmacy Marketplace. Visit <https://www.pharmacymarketplace.com>.

More on Oak Ridge Pharmacy: <https://www.oakridgerx.com>