



pharmacy marketplace



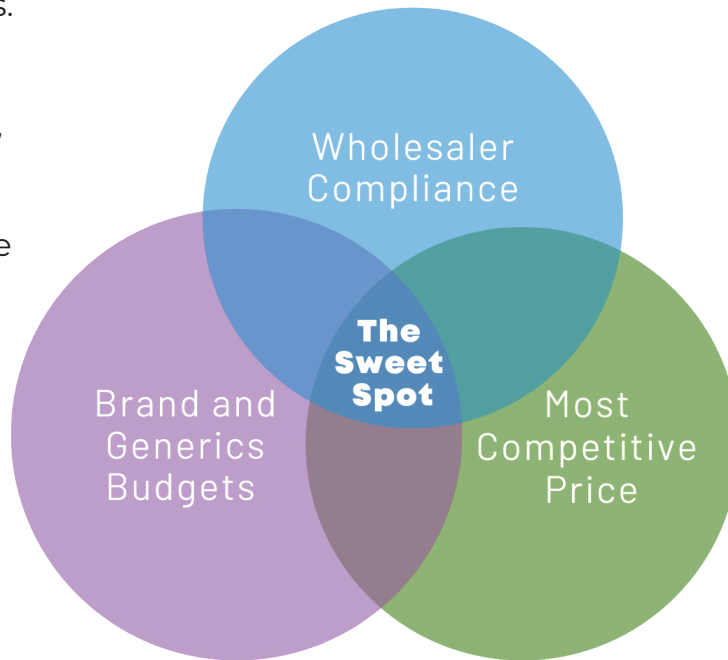
Compliance Counseling

Everyday, you and your team are working hard to service the needs of your patients. At your busiest times, it is impossible to consider your profitability. When you are juggling prescriptions, patients, and ordering, it is especially difficult to see the “forest for the trees.”

We are able to ensure your purchasing is compliant with your primary wholesaler agreement. We also make sure your purchases outside the window of your agreement are fully optimized for the quantities of medications you need to serve your patients.

As pharmacy owners ourselves, we experience the same challenges. After working to understand our own data points, we developed formulas to help ourselves get the critical numbers required to be successful. We developed Pharmacy Marketplace to meet the needs we were experiencing.

Once your store is getting the full benefit of Pharmacy Marketplace’s competitive pricing, real-time analytics, and compliance counseling, your store is in the best position to maximize your cost of goods.



Harnessing the data is only step one in the process. Our team of experts review your orders as they relate to your primary wholesaler agreement. We identify opportunities to maximize your primary wholesaler rebates and adjust your monthly orders. Our platform is simultaneously serving up the most competitive prices to help you make the most of your generics and non-oral solids purchases.

At last, we have a tool that allows pharmacies to gain the much needed perspective on your store. Our compliance counseling ensures we can see the full picture of your store. Our reactive A.I. module, we named Athena, helps us see both the forest **and** the trees. Now you have a “bird’s-eye view” of your profitability as well as the sweet spot target for every purchase you make, when you make it.

We have a **98% success ratio in helping stores achieve compliance. We save stores, on average, \$22K annually while saving ordering and analysis time.** Getting the most out of every dollar you spend has never been easier.

Why Comply?

We hear from pharmacy owners that “**playing the buying game**” is too **complicated** and they would love more guidance so they could get back to serving their customers and operating at the top of their license. The ratios and requirements seemed stacked against them and, at the end of the day, they don’t know what the best direction is for inventory management for their pharmacy.

Just as often, pharmacy owners think they are making the right decisions in the moment, not understanding at what point it will impact their rebate structures.

You can spend your time and energy being frustrated or you can take action to work smarter. **Impact your cost of goods by 1-2% just by operating within the constraints of your current wholesaler agreement with our compliance counseling services.**

Compliance Made Simple

Our Compliance Counseling includes hands-on coaching to help you and your team:

1. Simplify your primary wholesaler agreement.
2. Create the right buying habits that align with your store’s inventory needs and wholesaler/buying group agreement.
3. Shop secondary wholesalers to decrease cost of goods, without creating penalties from your primary wholesaler.

Don’t risk your compliance anymore.

Start here: www.pharmacymarketplace.com



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Compliance Checklist

Our counselors will look at the following compliance items:

- ✓ What your agreement looks like and if it is market competitive.
- ✓ Why a Primary wholesaler is necessary and how to make the relationship more collaborative.
- ✓ What the key ratios you are graded on and how to impact them.
- ✓ What class of drugs are being monitored within your agreement.
- ✓ What red flag drugs are on the market that might be best to turn away.
- ✓ How to positively impact cashflow for the upcoming DIR shift.
- ✓ How to utilize technology to decrease the manual ordering and human error.

Our counselors will not:

- ✗ Automatically take the easy route and tell you to find a new wholesaler.
- ✗ Try and persuade you to take steps that won’t benefit your store economically in the long run.
- ✗ Leave you without an implementable game plan that staff can take to begin to move the needle.

Member Store Results

Compliance Counseling
Before and After

Primary Wholesaler
Agreement Compliance

BEFORE

AFTER

