



**INDEPENDENT
PHARMACY
COOPERATIVE**

YOUR

PURCHASING STRATEGY CLEARLY DEFINED.

If you are like most independent pharmacy owners, you are constantly navigating the challenge of managing your Cost of Goods, your drug costs. For over 40 years the pharmacy owners we work with have told us this is their #1 challenge, and IPC is here with a solution for you.

The IPC Purchasing Strategy is exclusively available to IPC members. It combines education, one-on-one consultations, and technology to give you the visibility and transparency to create an effective purchasing strategy for your unique store and patient base.



Dedicated Business Advisor will guide you through:

- 1** Understand your supply agreement with an Agreement Analysis.
- 2** Confirm your Brand and Generic Costs Per Item.
- 3** Gain access to the Right Tools to Optimize Your Purchasing.
- 4** Develop Your Strategy with Your Team.

“With IPC, I was able to work with you to understand my contract and I was able to essentially double my rebates through your guys’ help.”

Andrew Blake, Silver State

www.ipcrx.com



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PHARMACY PRESCRIPTIONS

UNDERSTANDING THE IMPACT



Understanding where you are buying from and staying compliant are important components to your purchasing strategy. The *IPC Warehouse* serves over 7,000 pharmacies nationwide as an important element of their purchasing strategy including:

- Access to Brands and Generics
- Easy Ordering
- Competitive Pricing
- Free Shipping with Low Minimum Orders



*“A lot of times we look at the **IPC Warehouse** to see if the prices are a lot better and a lot of times they are, even with brands. The benefit to having **IPC** and buying brands is that you can always shift your brand ratio to **IPC**, and it doesn’t count against you. On top of that, they have always paid close attention to me as well because we’re brand heavy, so **IPC** has been helping me understand a lot of the pricings with McKesson a lot better, understanding **DIR** fees, and just helping me overall with the business.”*

– Jenny Dang, One Pharmacy, Fountain Valley, CA

*“**IPC** has done a tremendous job for me as a business owner, a pharmacy owner. The competitive pricing I receive from the **IPC Warehouse** really helps me stay in the game against the big boys.”*

– Bilal Salim, Holland Discount Pharmacy, Holland, OH



**Schedule a call with your Regional Director to
design your purchasing strategy.**



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