

Maximize rebates,
minimize hassle.

.ii ProfitGuard®



The ProfitGuard® Navigation Report

A purchasing optimization tool for smarter pharmaceutical buying.

Keep your current wholesaler.

There's no need to switch primary wholesalers to use the Navigation Report. Our technology can be applied to your current contract to help you get the most out of your pre-negotiated arrangement.

Stay in control of your contract.

Receive specific purchasing recommendations based on an optimal model of primary contract compliance, delivered straight to your email. Use them to guide your purchasing decisions—or don't. The final decision is always up to you.

Access your own secondary supplier.

When you sign up to receive the Navigation Report, you'll get access to PBA Health's VAWD-certified distribution center. Use it to optimize your purchasing mix and maximize your rebates.

Save time behind the counter.

How many hours a week do you spend searching for out-of-stock items and comparing prices? The Navigation Report takes the work out of shopping for inventory so you can focus on other parts of your business.

For more information or to get started with the Navigation Report, call us at 816-245-5700 ext. 5746.



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ProfitGuard improves the “buy side” of pharmacy business to make up for shrinking PBM reimbursements. Our mission is simple: get you a primary wholesaler contract that works hardest for your bottom line. We help manage and monitor your contract performance from day one to the day it expires.

The ProfitGuard team works with independent pharmacies as consultants, offering support and industry expertise while you take the wheel. How do we do it? Through a series of proven solutions, including expert contract negotiations, purchasing technology and recommendations, and access to your very own warehouse as a secondary supply source.

Consultation and Negotiations

Most GPOs offer only a single pre-negotiated contract, convincing each pharmacy that the contract will suit its individual needs. At ProfitGuard, we take a different approach.

We partner with you to negotiate a custom-fit primary

wholesaler contract. You decide which wholesalers you want to bid on your business and the specific conditions you want included in the contract. We recognize that each independent pharmacy is unique, and therefore its primary wholesaler agreement should be too.

At the end of the negotiation process, we’ll present a selection of contract options. With ProfitGuard, the decisions are always yours—so you choose the contract you want to sign.

Purchasing Recommendations and the Navigation Report

After securing a primary wholesaler contract you feel confident in, we’ll work to make sure you get the most out of that contract every single day. Each morning, ProfitGuard members receive the Navigation Report, a tool used to guide purchasing decisions. The report works like a GPS navigation system, telling you exactly what steps to take to reach your end destination: maximum rebates and increased profitability.



ProfitGuard aims to simplify the complexities of pharmaceutical purchasing so independent pharmacies can become more efficient and profitable.

The Navigation Report highlights the best purchasing opportunities between your primary wholesaler and the PBA Health warehouse. To use it, simply update your drug file based on the provided recommendations and go on with your day.

Quality Backup Supplier

ProfitGuard members have access to the PBA Health warehouse, a VAWD- and HDMA-certified distribution center offering a wide selection of brands, generics, OTCs, controls, refrigerated products, and more. The warehouse boasts a 99.9% accurate fill rate, so you know you’re getting the right products every time.

We encourage members to utilize the warehouse when their primary supplier is experiencing shortages and to optimize their purchasing mix. PBA Health warehouse purchase opportunities and recommendations are included in the Navigation Report discussed above.

Higher Rebates, Fewer Secondary Suppliers

To obtain higher rebates, pharmacies must purchase inventory strategically. Even a single purchase from an outside secondary supplier can disrupt compliance with your primary wholesaler contract and cause you to miss a higher rebate tier at the end of the month.

That’s why the ProfitGuard system uses just two

wholesalers. The Navigation Report identifies the path to optimal compliance using only your primary wholesaler and the PBA Health warehouse. It also eliminates time spent comparing prices between two, three, or more secondary suppliers.

ProfitGuard aims to simplify the complexities of pharmaceutical purchasing so independent pharmacies can become more efficient and profitable. When profits are in check, pharmacists can better fulfill their most important role—serving their patients and communities.

For more information about the ProfitGuard program or to become a member, call us at 816-245-5700 ext. 5746.



Looking to increase profits in your pharmacy?

Get a **FREE** primary wholesaler contract review
and learn how ProfitGuard® can improve your
profit margins by a guaranteed 2% - 6%.

 ProfitGuard®



*To get started, contact your
Territory Manager or call
816-245-5700 ext. 5746.*