

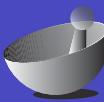


SureCost

CASE STUDY



The Prescription Center Streamlined Purchasing and Uncovered Savings with SureCost



Prescription Center

INDUSTRY

Independent Retail Pharmacy

HIGHLIGHTS

Located in Concord, NH

Number of locations: 2

Founded: 1951

Number of employees: 60

Challenges

- Difficult purchasing process
- Missed savings opportunities
- Lost time with customers

How SureCost Helped

- Combine all wholesaler catalogs under one solution
- Use analytics to quickly find the best prices
- Reduce time spent on purchasing by 75%

INTERVIEWED

Charles J. Fanaras, RPh
President and Owner

The Company

The Prescription Center

A family-owned independent retail pharmacy in the center of the community, The Prescription Center has served Concord, New Hampshire since 1950. Charlie Fanaras became president of the company in 1989, which now also manages a long-term care pharmacy and a second retail location located on the campus of Concord Hospital.

The Challenge

Simplify Purchasing and Always Find the Best Price

The Prescription Center's priority is serving customers. Searching for the right products at the best prices required time and attention this knowledgeable and dedicated team didn't have.

Staff had to navigate a complex purchasing ecosystem. Instead of spending time with customers, The Prescription Center staff were juggling multiple wholesalers, tracking each brand name and generic version, comparing specific prices for the same products—sometimes from the same wholesaler—and then uploading multiple orders across different catalogs.

"The ease of use of SureCost, along with the efficiency of having the [wholesaler] catalogs there, allowing us to upload one order and then split it out, were huge benefits."

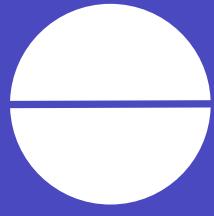
– Charles Fanaras

Navigating the jumble of wholesalers also meant missing out on potential savings. The pharmacy purchasing ecosystem is not designed for pricing transparency. The best price can easily get lost in the clutter of information.

A complicated and exhausting process was eating into The Prescription Center's time and profits. But they needed to solve these challenges without overhauling their own operations or figuring out an elaborate new system.

The solution had to work with The Prescription Center's primary vendor to sustain their business relationships while driving compliance with existing agreements. It would also need to integrate with The Prescription Center's existing workflows, their PIMS and other legacy systems. They were also eager to open up more options to work with and save through secondary vendors.

One-size-fits-all software wouldn't fit The Prescription Center. They needed a unified purchasing solution combining real-time data, intelligent automation, custom reporting and intuitive design.



How SureCost Helped

The Solution

SureCost is a unified purchasing and inventory software designed for pharmacies to harness insights from their entire vendor and wholesaler catalog. Built and managed by a team of industry experts, SureCost empowers pharmacies to make better purchasing decisions and optimize their workflows. Over 20,000 pharmacy professionals across the country use SureCost every day to save more, stay compliant and work smarter.

Smarter Purchasing

SureCost enables The Prescription Center to use a single purchasing solution for all vendors. Instead of staff manually comparing multiple prices across different wholesalers, SureCost's customizable automation uses continuously updated data and analytics to discover savings opportunities. In addition to purchasing all products from multiple vendors at once, with SureCost, The Prescription Center can now decide on different products or change the vendor for products before finalizing their single order—for example, in case a patient's needs suddenly change.

On top of lowering their cost of goods, the pharmacy can now confirm delivery of items at agreed-upon prices, track expenditures across different categories and vendors and reduce rogue spending. By automating selected decisions and streamlining workflows, SureCost helps The Prescription Center save time and increase team satisfaction.

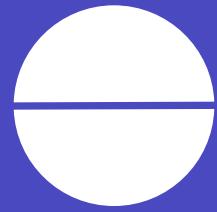
Insights from Custom Data

In a data-driven industry, understanding your pharmacy's purchasing, inventory and operations is crucial. With SureCost, The Prescription Center can analyze their combined data in one secure digital platform. SureCost supplies a range of customizable reports including rebate, contract and DSCSA. As The Prescription Center continues to grow and their needs change, Charles explains that "with one phone call" SureCost's team is there to create new reports.

Pharmacy System Integration

SureCost's seamless integration with The Prescription Center's PIMS allows them to fix percentage rebates based on individual agreements with each wholesaler and transfer that information directly into their systems. Charles explains that, "Importing actual acquisition cost into our PIMS, which generates financial reports, is a huge benefit!" The pharmacy can also update its true cost of goods and inventory as they're received.

“Keep in mind that you will save time, which is money, and make everyone more happy, productive and efficient.”



Benefits

The Prescription Center gets the best prices, which translates to customers saving on products they need and getting their trusted pharmacy professionals back on the floor.

Save More

As soon as SureCost goes live, it compares the best prices of products across a pharmacy's entire catalog. Due to this it doesn't matter whether a SureCost customer has been using SureCost for one month or one decade, the cost of goods savings are apparent immediately. Charles explains that, "It was an immediate savings, there's no other way to think about it. Between the time savings and finding the right product at the right price."

SureCost doesn't replace existing processes and systems but enhances them to free up your time and identify the best purchasing decisions. What those decisions are, however, is unique to your pharmacy – your COGs, your contracts, your departments and more. That's why the SureCost success team works with your pharmacy to create the best way to configure SureCost to ensure your pharmacy starts experiencing savings right away.

Stay Compliant

When a vendor isn't honoring the best contract price, SureCost identifies this discrepancy and calculates the potential savings opportunity. Charlie explains that "even if it's just one wholesaler, there are hundreds of generics available for the same product under different contracts. You could be ordering the same item but not getting the cheapest price. So the savings just from one wholesaler were immediate."

SureCost also tracks WAC discounts to ensure you're getting invoiced correctly. If an NDC is on two different contracts, SureCost ensures your GPO is honoring the best agreement. It's the only tool that offers this level of transparency.

Work Smarter

By Charles's estimate, The Prescription Center has reduced their time spent on purchasing by 75%. "My team would spend about two or three hours a day to do [purchasing with] all stores," notes Charles. "We started seeing ROI immediately with SureCost. The time savings alone were worth it."

SureCost is designed by pharmacy insiders, so it features an intuitive interface that's easy to learn—which all Prescription Center pharmacy managers now enjoy using regularly. Because The Prescription Center was already uploading orders to wholesalers digitally, implementation was especially easy for their staff. But Charlie advises all pharmacies to take advantage of SureCost.

"Keep in mind that you will save time, which is money, and make everyone more happy, productive and efficient."



Instead of juggling multiple catalogs and hours comparing prices, The Prescription Center can concentrate on customers, strategy and their bottom line.



[Book a Meeting](#)

Let's talk.

Book a 30-minute meeting with us and let's discuss how SureCost will help you save more, stay compliant and work smarter.