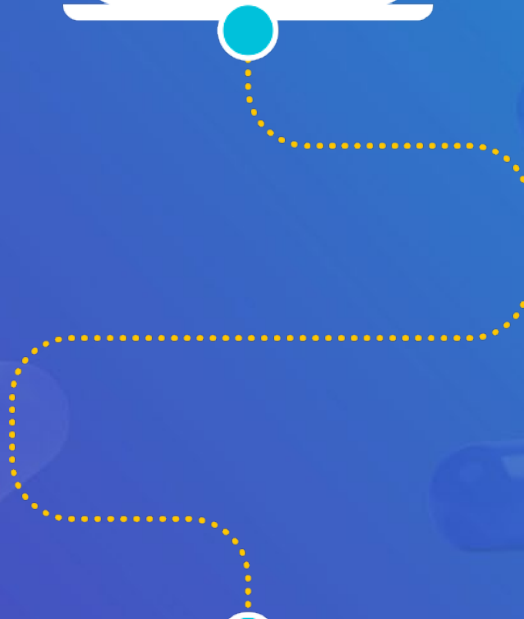
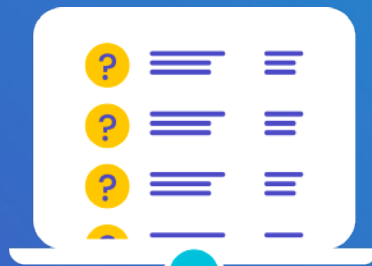
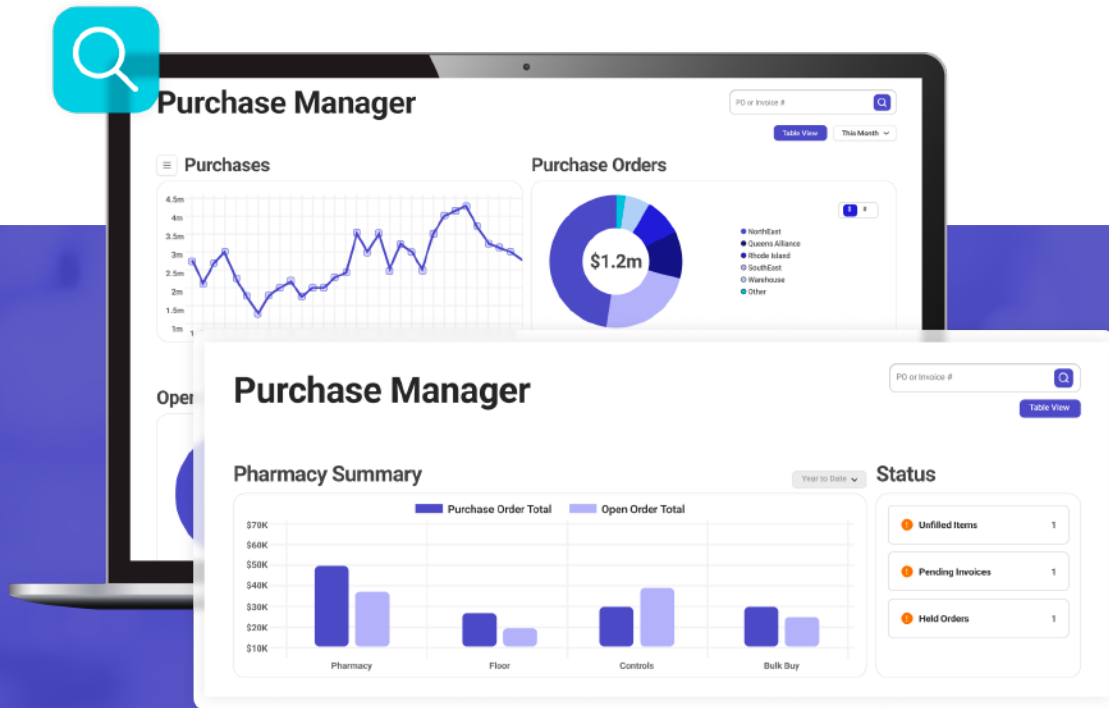


Buying Guide for

Pharmacy Purchasing, Inventory and Compliance Solutions





Why Pharmacy Purchasing Software Matters in Today's Pharmacy Climate

Pharmacies today face unprecedented challenges that make efficient purchasing, inventory management and compliance more critical than ever. Rising drug costs, ongoing staffing shortages, persistent drug shortages and increasingly complex DSCSA compliance requirements put immense pressure on pharmacy operations. Without the right tools in place, pharmacies risk overspending, inefficient processes and potential compliance violations.

Pharmacy purchasing software provides a comprehensive solution, allowing pharmacies to streamline procurement, optimize inventory and ensure compliance. However, not

all pharmacy purchasing software platforms are equal. To truly maximize cost savings, operational efficiency and compliance adherence, pharmacies must look for a solution that integrates purchasing, inventory and compliance into a single data-driven system.

Here's what to look for when selecting pharmacy purchasing software, pharmacy inventory management tools and pharmacy compliance software, including DSCSA compliance.



Pharmacy Purchasing Challenges and Solutions to Overcome Them

Challenge		Solution
Drug shortages leave pharmacies paying more for medications and scrambling to meet patient needs.	<ul style="list-style-type: none">• Supply chain disruptions due to overseas volatility and regulatory challenges• Fewer manufacturers produce fewer items• Q1 2023 was the highest peak since 2014	<p>Expand vendor portfolio (secondaries/tertiaries, GPOs, manufacturers, etc.)</p> <p>Use automation in pharmacy to quickly find comparables and alternates without compromising primary vendor compliance.</p>
Staffing shortages mean smaller pharmacy teams have to do more (even as patient needs grow more complex).	<ul style="list-style-type: none">• Increased burnout• Pharmacists and techs leaving the industry• Pharmacy school enrollment decreasing	<p>Automate manual tasks and streamline processes.</p> <p>Free staff from administrative tasks so they can get back to serving patients and other high-value work.</p>
Rising drug prices due to the Inflation Reduction Act lead to compressed margins on prescription drugs.	<ul style="list-style-type: none">• Manufacturers launch new drugs with higher prices to compensate• Commercial plans also adjust• PBMs change formulary due to lower margins	<p>Leverage pharmacy purchasing software to automatically assess the best purchasing option using multiple variables.</p> <p>Optimize primary vendor compliance alongside expanded vendor portfolio.</p>
DSCSA compliance now has more complicated requirements.	<ul style="list-style-type: none">• Package-level verification and electronic storage• Need to coordinate with trade partners• Risk audits, fines, suspension and legal sanctions	<p>Rely on automation in pharmacy to match relevant purchasing data at receiving.</p> <p>Facilitate prompt reporting and quarantine protocols.</p>

Choosing Pharmacy Purchasing Software

Selecting the right pharmacy purchasing software is a critical decision that impacts financial performance, compliance and operational efficiency. A well-chosen pharmacy purchasing software should simplify procurement, ensure compliance with vendor

agreements and provide visibility into purchasing trends. With so many options available, pharmacies must assess features that align with their specific needs, ensuring they invest in a solution that delivers long-term value.

Vendor and Price Comparison

Pharmacy purchasing is a complex and ever-changing landscape, with prices, contracts and availability fluctuating constantly. To stay competitive and maximize savings, pharmacies need a purchasing system that consolidates data from multiple vendors and provides a clear, real-time comparison of pricing and compliance impact. Without this capability, pharmacies risk overpaying for products, missing out on rebates or unintentionally violating purchasing agreements.

To consistently find the best purchasing options and save more, make sure your pharmacy purchasing software:

- Combines all sources into a single interface
 - Primary vendor
 - Secondary and tertiary vendors
 - Manufacturers
 - GPO and buying groups
 - 340B and WAC accounts
- Combines all sources into a single interface
- Enables purchase order submission for all sources through a single interface
- Finds the best purchasing option by automatically comparing multiple variables before you purchase
 - Price
 - COGS
 - Availability
 - Type
 - Quantity
 - Impact on compliance
 - Package size
 - Potential rebate
 - Cost to change
- Shows unit pricing for apples-to-apples comparison
- Uncovers hidden savings (e.g., buying outside the Top 200)



Many times, a drug shortage is no real issue for us. It's as simple as moving that product to another available vendor using this intuitive platform. The item may be on back order, but we don't feel that pressure."

- Chris Bayrd, Regional Purchaser at Guardian of Maine

Data-Driven Insights and Reporting

Understanding purchasing data is key to making informed strategic decisions that maximize cost savings and operational efficiency. A strong pharmacy purchasing software shouldn't only store purchasing data but also analyze and present it in a way that helps pharmacies identify trends, assess spending patterns and optimize procurement strategies.

A pharmacy purchasing software shouldn't only facilitate transactions but also provide meaningful data insights that drive better purchasing decisions, so make sure your solution empowers you with:

- **Real-time access to purchasing data:** A top-tier pharmacy purchasing software should ensure that purchasing data is updated in real time across all vendor sources, eliminating information silos and allowing for immediate decision-making.
- **Comprehensive dashboards:** The software should feature intuitive dashboards that highlight key purchasing metrics, cost trends and compliance insights. Pharmacies should be able to quickly assess their financial and operational health without digging through complex reports.
- **Configurable reports and custom analytics:** Beyond preset reports, pharmacies should have the ability to create custom analytics tailored to their specific purchasing strategies and compliance goals.
- **Advanced data visualizations:** A pharmacy purchasing software must go beyond raw data and provide clear, graphical representations of trends, expenditures and performance to support data-driven decision-making.



I have used SureCost at multiple business units for 20+ years. The amount of savings in both time and energy for our teams on a daily basis is immeasurable. SureCost's ability to provide 'vision' into what is truly available has helped us provide medications and solutions to our patients where we would not have been able to. Its ease of use—combined with the power of its flexibility, reporting, and clarity of savings opportunities—have made SureCost a must-have for us in all our daily processes. At this point, I can't imagine a day without its help."

- Mike Irk, Corporate Transition Manager at InnovativeRx/Young at Heart



Integrated Pharmacy Compliance Software

Staying compliant in a highly regulated industry requires more than manual tracking and reactive management. Pharmacies need an integrated system that ensures compliance with vendor agreements, GPO/buying group contracts and DSCSA regulations while proactively identifying potential risks before they become costly issues.

Compliance is about more than just following regulations. It's about ensuring accountability across your purchasing network. Your pharmacy purchasing software should include:

With Primary Vendor

- Compliance metrics (i.e., minimum purchase volume, source compliance ratio, generic spend, included/excluded items, time frame for reporting discrepancies)
- Rebate tiers plus recommendations to meet higher tiers
- Discrepancies in purchasing, pricing, etc.
- Potential impact on compliance if purchasing outside primary

From GPO

- Updated real-time GPO pricing on all products
- Compliance with the agreed-upon price (i.e., validate invoices at receiving)
- Automation in pharmacy to confirm GPO price at receiving
- Electronic "paper trail" to correct pricing issues with source

For DSCSA

- Data specifications and electronic storage standards per latest updates
 - Package-level T2 product-tracing data
 - EPCIS standard format
 - Retention of six years of data in electronic format
- Protocols to monitor and quarantine suspect items
 - Mandated procedures to check for suspicious packages
 - Ability to immediately quarantine suspicious packages
 - Capability to report suspect packages within 24 hours and respond to audit requests within 48 hours
- Built-in tools for pharmacy purchasing software that ensure and streamline DSCSA compliance
 - Automatic match between POs and received products
 - Instant alerts for potential issues plus data ready for reconciliation
 - Transfer oversight (between locations, within health systems, etc.)
 - Mobile capabilities (e.g., scan items using your portable device, capture data wherever teams receive products)

Within Teams

- Unified pharmacy purchasing system aligning staff with compliance and strategy
- Automated "guardrails" driving team members to selected items
- Tracking purchasing decisions and exceptions
- Tools for internal auditing of purchases





Our experience with SureCost has yielded a substantial multi-digit growth improvement in GCR (generic compliance ratio) with our primary vendor and overall savings with our secondary vendors. By embracing a net pricing approach facilitated by SureCost's automated purchasing process, we witnessed a shift from gut-driven to data-driven purchasing decisions. Conversations with stakeholders transformed from 'Why do we have X number of this on the shelf?' to 'Let's analyze the data.' Integrating SureCost was the best decision we've ever made in the last ten years that I've been with the organization."

- Mark Ey, Former VP of Operations at CARE Pharmacies Inc.

Enhanced Pharmacy Inventory Management

Effective inventory management is essential to maintaining optimal stock levels, reducing waste and ensuring medications are available when patients need them. A pharmacy purchasing software that integrates purchasing with inventory management allows pharmacies to make proactive, data-driven decisions, preventing overstocking and out-of-stocks.

A comprehensive pharmacy purchasing software should integrate inventory management, allowing pharmacies to make informed purchasing decisions based on real-time stock levels. Look for features such as:

Pharmacy Physical Inventory

- Conduct inventory via digital scan or file upload and count based on unit or package
- Manage inventory at corporate, regional, departmental and location levels
- Calculate value based on last acquired price or acquisition cost for each source
- Generate monthly, weekly or daily snapshots
- Track and confirm every step of inventory transfers

Pharmacy Perpetual Inventory

- View dynamic inventory reflecting real-time actual usage at any time
- Track entire product lifecycle from PO to dispense or return
- Set min/max values automatically based on usage and days-supply
- Choose from multiple flexible replenishment methods

Cycle Counts and Reporting

- Analyze variances and stale inventory between pharmacy locations or across health system
- Use cycle counts to focus on high-impact items
- Assess discrepancies against total inventory
- Identify shrinkage, potential theft or system issues



The team at SureCost is professional and brings significant value in regards to inventory management best practices. SureCost has increased our efficiencies in purchasing, which directly hits the bottom line. The data available and our analysis of this information gives us the ability to make smart decisions regarding inventory control."

- Steve Boulanger, R.Ph., President and CEO - Mercury Pharmacy Services



Integration Into Existing Systems

A pharmacy purchasing software solution shouldn't disrupt existing workflows but instead enhance and integrate with them. Ensuring seamless compatibility with pharmacy management systems, accounts payable and wholesaler platforms allows for streamlined operations and more accurate financial and inventory tracking.

Make sure any new solution seamlessly integrates with these systems and processes:

- Pharmacy management system
- Accounts payable (including invoice reconciliation)
- Receiving

Health system pharmacies need solutions that offer multipath support for their unique pharmacy purchasing workflows, integrating with providers such as:

- 340B splitters
- EMR systems
- Wholesaler and manufacturer platforms



Instead of looking at five different vendors' websites, your pharmacy management system and your inventory, with SureCost, you can see everything in one place."

- Gabriel Toribio, Central Purchasing Manager at PharMerica
[Read More on How SureCost has Helped PharMerica](#)

Solution Comparison

SureCost is an all-in-one software-as-a-service (SaaS) solution for pharmacy purchasing, pharmacy inventory management and pharmacy compliance. SureCost helps over 1,600 pharmacies across the country save, on average, 2% on their COGS annually while reducing time spent on purchasing by half and ensuring 100% primary vendor and GPO compliance.

Here's how SureCost's capabilities align with the above features. You can use this chart to compare SureCost with other providers you're considering.

Feature	SureCost	Provider 1	Provider 2
Integrates purchasing, inventory and multiple levels of compliance	✓	✗	✗
Unifies all catalogs and PO submissions into a single interface	✓	✗	✗
Optimizes purchasing across all catalogs through automation in pharmacy	✓	✗	✗
Ensures primary vendor assurance 100% of the time	✓	✗	✗
Confirms DSCSA compliance at receiving	✓	✗	✗
Provides enhanced pharmacy physical inventory and pharmacy perpetual inventory	✓	✗	✗
Offers pharmacy purchasing mobile capabilities	✓	✗	✗
Includes 340B integrations (for health systems)	✓	✗	✗
Integrates with A/P for invoice reconciliation	✓	✗	✗
Gives teams internal compliance guardrails	✓	✗	✗

Assessing Your Pharmacy's Needs

Is your pharmacy overpaying for products?

- ☐ Yes
- ☐ No
- ☐ Unsure

Is your pharmacy missing out on savings?

- ☐ Yes
- ☐ No
- ☐ Unsure

Do you worry you're not 100% compliant with all your vendor agreements?

- ☐ Yes
- ☐ No
- ☐ Unsure

Is your pharmacy losing time on purchasing (e.g., comparing catalogs, uploading POs, tracking rebates, finding alternates)?

- ☐ Yes
- ☐ No
- ☐ Unsure

Does your pharmacy ever have to scramble due to unexpected-out-of-stocks or other supply issues?

- ☐ Yes
- ☐ No
- ☐ Unsure

Are you or your staff losing time or feeling stressed due to inefficient processes or simply not having enough hours in the day?

- ☐ Yes
- ☐ No
- ☐ Unsure

If you answered “Yes” or “Unsure” to any of these questions, let’s talk.

Selecting the right pharmacy purchasing software is critical to maintaining financial sustainability, operational efficiency and regulatory compliance. The ideal pharmacy purchasing software should integrate seamlessly with inventory management and compliance tracking while providing advanced automation and insightful reporting.

SureCost is designed to meet these needs, helping pharmacies lower COGS, reduce time spent on purchasing and ensure compliance with vendor agreements and DSCSA regulations. If your pharmacy struggles with high drug costs, staff shortages or compliance challenges, now is the time to explore how SureCost can transform your purchasing strategy.

[Learn More in a Demo](#)