

SUCCESS STORY: *Pharmacy Savings*

"This pricing activity could have easily taken months. The Intesource solution resulted in such a significant time savings that even if we didn't save a dime it was worth going through the process."

*- Executive Director of Pharmacy
Leading Drug Store Chain*



The Challenge:

- Aggressive discounts on generic drugs offered by the world's largest retailer
- A procurement process that was labor-intensive, time consuming, and cumbersome
- Incorporate e-sourcing into the buying process while keeping pricing discrete to retain incentives and rebates from a third party distributor

The Solution:

- Maintained current distributor relationship and incentives
- Uncovered potential additional incentives
- Optimized the buying process and created a procurement history
- Identified a means to determine vendor sources and product availability

e-Sourcing technology along with proven best practices allowed the pharmacy group to complete the entire price collection process online - including thousands of drugs and dozens of suppliers. With the ability to quickly determine vendor sources and product availability the buying group now plans to use e-sourcing to get regular pricing updates.

With more than 3.6 Million prescription drugs filled in the U.S. in 2008, the competition for customers is fiercer than ever. At the close of the e-auction the hosts saw a substantial 38% reduction from current cost and savings of over \$10 Million. They didn't just match their competitor's discount program - they beat it.

Click here to learn more about Intesource.

Savings
38%

ROI
30:1

Department & Category Savings:

Generic Drugs 38%
Vials 56%
PL Thermometer 29%
Dietary Supplements 39%
PL Analgesics 38%
PL Aspirin 21%
Labels 45%
Computer Equip. 30%
Printing Items 20%

Intesource

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