Monday, October 16, 2017

3:45 – 5:15 pm

Gaylord Palms Resort & Convention Center

**Implementation Planner**

Prepare for Impact! DIR Estimation and Mitigation Strategies for Your Pharmacy

Lari Harding, Vice President, Product Marketing, Inmar

Chris Smith, Director, Pharmacy Business Intelligence, Inmar

**Pharmacist and Pharmacy Technician Learning Objectives:**

Upon completion of this activity, participants will be able to:

1. Define how DIR fees are assessed, the current range of clawbacks, industry benchmarks, and mitigation strategies.
2. Execute accounting best practices for predicting DIR and managing cash flow.
3. Evaluate DIR technology tools and service solutions from PSAOs, Central Pay, and Reconciliation providers.

**Slides and resources to share with your team can be found at** [www.ncpanet.org/convention](http://www.ncpanet.org/convention)

**Disclosures:**

Lari Harding is the Vice President of Product Marketing with Inmar. The conflict of interest was resolved by peer review of the slide content.

Chris Smith is the Director of Pharmacy Business Intelligence with Inmar. The conflict of interest was resolved by peer review of the slide content.

NCPA’s education staff declares no conflicts of interest or financial interest in any product or service mentioned in this program, including grants, employment, gifts, stock holdings, and honoraria.

**What do you want to walk away with from this session?**

**Notes:**

**Take-Away Points:**

**Questions that I have:**

**Speaker Bios:**

**Lari Harding** is Inmar’s Vice President of Product Marketing. She collaborates closely with clients, technologists, data scientists, strategists, and promotion/healthcare/supply chain experts to help make Inmar clients more successful. She is responsible for marketing strategy and execution across all of Inmar’s business lines. Lari brings 28 years of Inmar experience with leadership roles in promotions, healthcare and supply chain, and is responsible for the commercialization of products for Inmar’s clients including chain and independent pharmacies, health systems, long term care facilities, and specialty pharmacies. Lari has spent 15 years of her career developing financial solutions for pharmacies which have been implemented by over 20,000 pharmacies.

Lari has a Bachelor of Science degree in Business Administration from the University of North Carolina – Chapel Hill, and holds four patents.

**Chris Smith** joined Inmar in February of 2015 as the Director of Pharmacy Business Intelligence. Chris brings his years of retail pharmacy experience to his work in helping drive Inmar’s pharmacy business strategies and solution development. Prior to joining Inmar, he was Pharmacy Services Manager for SpartanNash and worked in pharmacy supervision for Walgreen’s. Chris is a licensed pharmacist, has a BS in Pharmacy from Drake University and is a former Executive Board Member of the Michigan Pharmacists Association.