

MULTIPLE LOCATIONS PHARMACY CONFERENCE

Fort Myers Florida

FEB. 28 – MARCH 3, 2018

FINAL PROGRAM GUIDE

*Continuing education, networking,
exhibitors, and much more...*

www.ncpanet.org/multiplelocations



Special Thanks

The National Community Pharmacists Association expresses its gratitude to the following sponsors for their support of the NCPA 2018 Multiple Locations Pharmacy Conference:



**COMPLIANT
PHARMACY ALLIANCE
COOPERATIVE**



**Conference Badges, Lanyard, Notebooks,
Pens, Water Bottles**

General Support



General Support



**Conference Bags, Coffee Cup Sleeves,
Convention Program Guide, Implementation Planner Guides**



General Support



General Support



The National Community Pharmacists Association is accredited by the Accreditation Council for Pharmacy Education (ACPE) as a provider of continuing pharmacy education. NCPA's 2018 Multiple Locations Conference offers participants up to 12.0 contact hours (1.2 CEUs) of continuing pharmacy education credit.

Program Schedule

Wednesday, February 28, 2018

9:45 a.m. – 4 p.m.

NCPA PAC/LDF Golf Outing Raptor Bay Golf Club

12 – 6 p.m.

Registration Conference Foyer

6:30 – 8:30 p.m.

Welcome Reception Cypress Courtyard

Thursday, March 1, 2018

7 a.m. – 12 p.m.

Registration Conference Foyer

7 – 8 a.m.

Revenue-Building Business Breakfast (Non-CE)

Calusa Foyer

Join your peers for a fast-paced breakfast focused on pharmacy revenue opportunities. Get acquainted with new opportunities to diversify your business and partners to help you thrive in today's marketplace.

8 – 10 a.m.

Collaborating With Primary Care in Health Care 3.0

Calusa Ballroom ABC

0207-0000-18-020-L04-P

0207-0000-18-020-L04-T

2.0 contact hours (0.2 CEUs)

Activity Type: Application-Based

Health care is broken for employers, patients, pharmacists, and physicians. With declining reimbursements and pressure to meet metrics, the interests of pharmacists and prescribers have never been more aligned. Concierge medicine practices and a new, broader, more affordable model for primary care called Direct Primary Care is developing, where patients pay on a subscription or retainer model for their care. Through Direct Primary Care and other innovative business models, pioneering pharmacies have an unprecedented opportunity to combine medication access and expertise as a valuable addition to a primary care practice, improving patient outcomes and practice profits through collaboration. We will start at the 10,000-foot level and take this session down to the dollars and cents of the opportunity, relationship, and growth potential, with resources for implementation.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Identify and discuss innovative, sustainable pharmacy models for team-based care.
2. Discuss practice modifications and investment requirements to launch new practice models.
3. Create preliminary return on investment projections and assess add-on opportunities.

Speakers: David Pope, PharmD, CDE, Chief of Innovation, Creative Pharmacist, Evans, Ga.; Amina Abubakar, PharmD, AAHIVP, Rx Clinic Pharmacy, Charlotte, N.C.; Charlie Barnes, III, RPh, Chairman, Barnes Healthcare Services, Valdosta, Ga.

10 a.m. – 12 p.m.

The Growing Opportunity in Functional Medicine: A Business Case

Calusa Ballroom ABC

0207-0000-18-021-L04-P

0207-0000-18-021-L04-T

2.0 contact hours (0.2 CEUs)

Activity Type: Application-Based

Driven by a Baby Boomer population that refuses to accept aging, combined with an avid multi-generational interest in prevention and wellness, functional medicine is a growing model for care to prevent illness and help patients reverse their chronic conditions. Pharmacists currently have a limited presence in this space, but their knowledge, relationships, product availability, systems for patient management, and training in counseling are key practice tools that the pharmacy can leverage to reinforce and redefine its importance to its community. This is a fascinating and growing opportunity to expand care to current patients and attract a new patient population. Who better than the community pharmacy to be the go-to source for highly motivated patients wishing to take control of their own health?

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the scope of the functional medicine market and its composition of health care professions as potential partners for pharmacy.
2. Identify target patient populations and outline marketing strategies and themes for expansion into functional medicine.
3. Outline incorporation of an appointment-based model for functional medicine into pharmacy workflow and discuss add-on revenue opportunities.

Speakers: Kathy Campbell, PharmD, Medicap Pharmacy, Owasso, Okla.; Beverly Schaefer, RPh, Kattermans Sand Point Pharmacy, Seattle, Wash.

12– 12:30 p.m.

Student Business Plan Competition Presentation

Calusa Ballroom ABC

Hear the winning pitch from the 1st place winners of the 2017 Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition, the University of Arkansas for Medical Sciences College of Pharmacy. Heading into its 15th year, the competition is the first national competition of its kind in the pharmacy profession, with the goal of motivating students to create a business model for buying an existing pharmacy, establishing a junior partnership, or developing a new pharmacy.

12:30 – 1:30 p.m.

Buffet Lunch

Calusa Foyer

Sponsored by Live Oak Bank

1:30 – 2:30 p.m.

Shoot the Breeze™ Session (Pharmacy owners/managers only)

Sanibel

1:30 – 2:30 p.m.

Shoot the Breeze Session (Exhibitors only)

Calusa Ballroom ABC

2:30 – 5:30 p.m.

Jet Boat Dolphin Tour (meet in hotel lobby at 2:15 p.m.)

6 – 7 p.m.

Exhibitor Showcase Reception

Calusa Ballroom E - H

Friday, March 2, 2018

7 a.m. – 12 p.m.

Registration

Conference Foyer

7 – 8 a.m.

Revenue-Building Business Breakfast (Non-CE)

Calusa Foyer

See description for Thursday, March 1.

8 – 9:30 a.m.

Understanding Amazon's Challenge and Meeting It Head On

Calusa Ballroom ABC

0207-0000-18-022-L04-P

0207-0000-18-022-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Amazon is credited for destroying various retail businesses, and there is a lot of speculation that it has its sights set on the pharmacy market. With a value approaching half a trillion dollars and more than 300,000 employees worldwide, Amazon will likely continue to disrupt markets where it thinks it can improve the status quo and generate revenue for itself. Want to avoid being added to the list of Amazon's 'casualties'? How can your business leverage technology and patient-centered care to meet Amazon's challenge and prove your value to your patients, the health care team, and every stakeholder in the health care ecosystem? We'll lay out Amazon's motivations and identify ways you can beat the competition with solutions to perceived problems.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Assess the available market intelligence on Amazon and its potential as a competitor to community pharmacy.
2. Discuss capitalizing on the competitive advantages inherent in the community pharmacy model.
3. Outline an outward-facing marketing strategy for the independent store to compete with big market players.

Speakers: Randy McDonough, PharmD, Towncrest Pharmacy, Iowa City, Iowa; Karen Sulprizio, the Professional Image, Venice, Fla.

9:30 – 11:15 a.m.

Technology of the Future: Changing Health Care Today

Calusa Ballroom ABC

0207-0000-18-023-L04-P

0207-0000-18-023-L04-T

1.75 contact hours (0.175 CEUs)

Activity Type: Application-Based

Virtual reality, augmented reality, artificial intelligence, personal tracking devices, robots, IBM Watson-like data analytics programs, block chain, and more ... the technology that will likely dominate the future of the pharmacy market is either here already or coming quickly. How can you use this technology to the benefit of your patients and your business? This session temporarily ignores issues like cost and instead asks, what if? We'll introduce

you to a variety of potential ideas that are on the horizon during this session. Maybe one will strike you as a fit and you'll have the chance to make it the next big thing in your business.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Identify and evaluate developing technology with the potential to impact community pharmacy.
2. Discuss incorporation challenges and advantages of new and promising technologies into pharmacy workflow.

Speakers: Michael Levy, Chief Executive Officer, Co-Founder, Bluedoor, Chapel Hill, N.C.; Jon Easter, RPh, Director, Center of Medication Optimization through Practice and Policy (CMOPP), UNC Eshelman School of Pharmacy, Chapel Hill, N.C.

11:15 a.m. – 12 p.m.

Targeting Major Outcomes, Reducing Total

Cost of Care – Transitions of Care:

A Developing Story for Community Pharmacy

Calusa Ballroom ABC

0207-0000-18-024-L04-P

0207-0000-18-024-L04-T

0.75 contact hours (0.075 CEUs)

Activity Type: Knowledge-Based

The Hospital Readmissions Reduction Program started penalizing hospitals based on readmission rates in 2015. There was a statistically significant drop in readmissions for targeted disease states, but nationwide averages for all-cause readmissions have stayed essentially unchanged, and within the targets of the programs, progress is very slow. Community pharmacies are well positioned to partner with local hospitals and health systems to offer continuing care to patients after they are discharged. Multi-location pharmacies are particularly well set up as they can capture more patients with their wider geographic footprint. This program will highlight stories of pharmacies that have teamed with hospitals, their challenges and successes, best practices you can take away, and potential.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the opportunities for collaboration with hospitals and long-term care facilities provided by readmission penalties.
2. Discuss differing models of collaboration being practiced between facilities and community pharmacies and their potential fit in your business model.
3. Outline program components, investment, and ramp-up times.

Speakers: David Pope, PharmD, CDE, Chief of Innovation, Creative Pharmacist, Evans, Ga., Tripp Logan, PharmD, L and S Pharmacy, Charleston, Mo.

12 – 1 p.m.

Buffet Lunch

Calusa Foyer

12:30 – 4 p.m.

Partners in Success Exhibits

Calusa Ballroom E-H

Take advantage of an opportunity to participate in one-on-one discussions with some of your most valuable industry contacts. This is a perfect time for multiple location pharmacy owners to meet with the companies whose cutting-edge products, technology, and services will keep you at the forefront of the industry.

5 – 6 p.m.

LDF Fundraiser Reception
Great Egret/Calusa Terrace

Evening

Dine on your own

Saturday, March 3, 2018

7 a.m. – 12 p.m.

Registration
Conference Foyer

7 – 8 a.m.

Revenue-Building Business Breakfast (Non-CE)
Calusa Foyer

See description for Thursday, March 1.

8 – 9:30 a.m.

NCPA Update and Issue Briefing
Calusa Ballroom ABC

0207-0000-18-025-L04-P

0207-0000-18-025-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

The power of an association is in its members. This session is to wrap up, brief, brainstorm, and share thoughts on what the association is doing to represent your interests. We want to hear your concerns and answer your questions. Come prepared to hear more about NCPA's 2018 legislative strategy for community pharmacy, what lies ahead for the re-engineering of pharmacy practice, and the issues that will be presenting opportunities and challenges in the months and years to come.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss current legislative priorities that affect your independent community pharmacy practice.
2. Review legislative and regulatory actions NCPA is pursuing concerning community pharmacy and their status.
3. List and discuss three current initiatives NCPA is involved in to improve the community pharmacy marketplace.

Speaker: B. Douglas Hoey, CEO, National Community Pharmacists Association, Alexandria, Va.

9:30 – 11 a.m.

From "To-Do" to "Done": Empowering Staff to Get Revenue-Producing Initiatives Off the Ground

Calusa Ballroom ABC

0207-0000-18-026-L04-P

0207-0000-18-026-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Ask some of the most successful pharmacy owners the secret of their success, and an overwhelming number of them will give the credit to their great staff. Successful practices need a flexible workforce — and leadership team — ready to adapt to new business ideas and roll out new programs. This program will share a method to convert your multi-pharmacy team to an empowered workforce that can implement new initiatives to drive success and profits. You invest a lot of money to find good ideas, and this program delivers tools to turn those ideas into returns. If you are sick of staring at that ever-lengthening to-do list, come get inspired and learn how you can best use your company's staff to finish those projects and build your revenue.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss common barriers to implementing new programs and goals in your pharmacy operation.
2. Outline effective methods of organizing tasks, involving the multi-pharmacy team, and developing a reporting structure to accomplish project goals.
3. Discuss staff member involvement and store owner/manager responsibilities and accountability tools for achieve goals.

Speaker: Hashim Zaibak, PharmD, Hayat Pharmacy, Milwaukee, Wis.

11 a.m. – 12 p.m.

Trends, Issues and Forecast for the U.S. Pharmacy Market

Calusa Ballroom ABC

0207-0000-18-027-L04-P

0207-0000-18-027-L04-T

1.0 contact hours (0.1 CEUs)

Activity Type: Knowledge-Based

Spending on prescription medicines in the U.S. is forecasted to increase 4.7 percent by 2021, and with market focus on headlines and legislative agendas to address the rising cost of prescriptions and overall health care, political pressure on the players in the health care system is inevitable. This program will share comprehensive data and context on generics, biosimilars, patient population trends, and what's coming down the pipeline to guide your strategy in positioning your business for success.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss pharmaceutical pipelines and what they project for spending in the next 3-5 years.
2. Discuss patient population and prescribing trends.

Speaker: Doug Long, Vice President, IQVIA, Ponte Vedra Beach, Fla.

Front-End Overhaul: One-on-One Sessions

A limited number of 30-minute sessions are available during the conference to focus on your store with NCPA Innovation Center Senior Director of Store Operations and Marketing Gabe Trahan. Whether you want advice on re-design, niches, merchandising, or marketing, Gabe will look over your pictures, floor plans, and drawings, or answer your questions. The focus is exclusively on your business. To sign up for a session (first come, first served), check with Sue Hagler or Gabe Trahan on-site.

12 – 1 p.m.

Buffet Lunch

Calusa Foyer

1 – 2 p.m.

Shoot the Breeze Session

Blue Heron

2:30 – 5:45 p.m.

Guided Segway Tour of Olde Naples (meet in hotel lobby at 2:15 p.m.)

7 – 9:30 p.m.

Closing Night Reception/Dinner

Calusa Ballroom

Sunday, March 4, 2018

Depart



15% OFF

FOR NEW PHARMACY
ACCOUNTS ON
OPENING ORDERS

CONTACT INFO

ROCKTAPE.COM

408.912.ROCK (7625)

SAM@ROCKTAPE.COM



Women in Pharmacy — Own It

Moving forward together changes the future for all



McKesson's *Women in Pharmacy — Own It* program provides resources designed for women to excel in independent pharmacy. We are creating a community of women helping other women grow and exceed expectations.

Key areas of focus include:



Mentorship

Share the keys to your success and learn from peers



Leadership

Develop and fine-tune the skills you need to succeed and inspire others



Ownership

Learn how to begin, manage and expand your own business



Work/Life Balance

Prioritize your goals, expectations and responsibilities

“

We're excited to offer a program that will further women in their pharmacy careers and make incredible things happen together.”

— TAMMY McDONALD
VP RXOWNERSHIP
NORTHEAST REGION, MCKESSON

“We're going to grow and expand our knowledge from one another. Lift up the people around you. If women help one another, and if we help students today, we're going to change the direction of independent ownership and help more people become owners.”

”

— PAM MARQUESS
MARQUESS GROUP

You'll discover:

- Networking events and workshops
- Mentoring opportunities
- Practical tips and resources
- Success stories

Learn more at:

womeninrx.com



Join the conversation with us on Twitter @rxownership

Join us and see what's possible.

Women in Pharmacy — Own It is part of McKesson's RxOwnership® program, your complete, confidential, no-fee resource for buying, starting or selling a pharmacy. We help make your pharmacy ownership decisions easier.

TWITTER, TWEET, RETWEET and the Twitter logo are trademarks of Twitter, Inc. or its affiliates.

© 2017 McKesson Corporation. All rights reserved. RTL-149233-10-17



THE LARGEST INDEPENDENTLY OWNED PSAO IN THE U.S.



EPICRX.COM | 800-876-EPIC (3742)

EPIC PHARMACY NETWORK CONTRACTS WITH THESE 2018 MEDICARE PART D PLANS

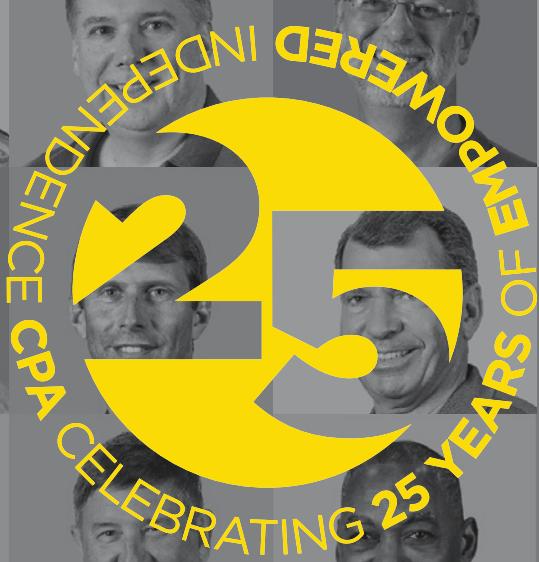
AARP MedicareRx Plans
Aetna Standard - Saver, First Health, Premier
BlueCross BlueShield of South Carolina
(CVS/caremark Preferred Provider)
Cigna-HealthSpring (Preferred Provider)
DST Pharmacy Solutions (formerly Argus)
EnvisionRxPlus (Preferred Provider)

Express Scripts Medicare Value
and Choice (Preferred Provider)
Express Scripts Saver Plan
Gateway Health (Preferred Provider)
Humana Enhanced, Preferred Rx,
and Walmart Rx Plans*
Magellan Rx (Preferred Provider)
MedImpact

OptumRx (LCE Network-Preferred Provider)
Prime Therapeutics
(Preferred Provider in some regions)
SilverScript Choice (Preferred Provider)
SilverScript Plus (Preferred Provider)
Symphonix Value Rx
WellCare (Preferred Provider)
And More



Pharmacy network participation subject to change. All product and company names are trademarks™ or registered® trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them. EPIC Pharmacy Network (EPN) does not endorse any specific plan based upon financial or any other interests. Access to EPN is available through EPIC Pharmacies membership. *Participation may vary at store level.



**LET CPA®
ADVOCATE FOR YOU.**

888.434.0308 | compliantrx.com



**COMPLIANT
PHARMACY ALLIANCE
COOPERATIVE**



PHARMACIST
FORWARD FOR
25 YEARS



Member Owned + 100% Transparent

For over 20 years, member-owned CPA® has shown a commitment to transparency by providing detailed accounting of all rebates and expenses, by watching every basis point and by pursuing every opportunity to improve the bottom line of all members.

Leveraged Buying Power

With 1,600+ members and over \$6 billion in annual wholesale purchases of brands and generics, CPA offers real buying and rebate power. All prospective members get an opportunity analysis to ensure a CPA relationship is beneficial.

Dedicated Support Team

We have your back. A dedicated support team of industry specialists proactively works on your behalf to resolve issues, save you time, and ultimately, make your business more successful. We work for you and we will always make your best interest "the" priority.

Data + Analytical Services

CPA's industry experts continually research trends, turning information and insights into business opportunities. Expect consistent, timely and actionable data reports customized for your pharmacy. Receive support that empowers you to do business more effectively and efficiently.

WE'RE JUST GETTING STARTED.

call **888.434.0308** visit **complianrx.com**
email **sales@complianrx.com**



**COMPLIANT
PHARMACY ALLIANCE
COOPERATIVE**

Trusted. Tested. RxOwnership® is here when you're ready to grow.

Our experienced team has helped more than 4,000 pharmacy owners meet their goals since 2008. Whether you are buying, starting or selling a pharmacy, you can trust our expert advisors with confidential conversations, financing options, guides to succession planning, and access to ownership opportunities regardless of wholesaler affiliation — all with no broker or other fees.

We partner with current and prospective pharmacy owners, pharmacy associations, buying groups, and pharmacy schools to help independent pharmacies continue to succeed and grow.

Visit [RxOwnership.com](#) or call 800.266.6781.

 Join the conversation with us on Twitter @rxownership

Call your regional RxOwnership advisor today!

National

Chris Cellia, R.Ph.
National Vice President
508.579.3230
christopher.cellia@mckesson.com

Northeast Region

Tammy McDonald
Vice President
856.425.4392
tammy.mcdonald@mckesson.com

West Region

Cory Miller
Regional Manager
619.807.9257
cory.miller2@mckesson.com

South Region

Jim Springer
Vice President
863.616.2948
jim.springer@mckesson.com

North Central Region

Kim Diemand
Vice President
612.819.9326
kim.diemand@mckesson.com

Nick Secrest
Regional Manager
630.618.6944
nicolas.secrest@mckesson.com



Pharmacy Management Solutions

LabPharm provides comprehensive, turn-key management solutions for pharmacies Nationally. We utilize our industry-leading technology, National Sales Network and years of experience in the pharmacy space to increase revenue for our clients while improving patient care.

Supply Prescription Volume

- Extensive National Network of 1200+ distributors with 20,000+ physician relationships
- Boost prescription volume, build your patient base, and increase revenue



Management Services

- **Customer Service Team** manages marketers and all aspects of the business, so the pharmacy can do what they do best. Fill Prescriptions!
- **Audit Team** assures prescriptions have all information necessary to fill
- **Payroll and Commissions** to sales teams and marketers
- **Dedicated PharmD's** on our team to assist in any clinical questions from your pharmacists or physicians
- **New Products** with great margins and better patient outcomes researched and added weekly to the prescription pad
- **Compliance Department** that assists in keeping up with the evolving PBM contracts and healthcare regulations
- **National Pharmacy Network** that can be utilized to fill prescriptions in states or contracts which you are lacking
- **Software Platform** assures that you receive only prescriptions you can process (State/PBM contracts)

Custom Analytics Portal

- Logins for each of your sales representatives to easily track their efforts
- 20 Pages of Analytics and Charts to give you granular details including Profits, Cost of Goods, Refill %'s, Payor mix, Geographic locations, etc.
- Monitor insurance coverage changes on medications
- Identify physician prescribing habits and educate them on products for better patient outcomes

Patient Adherence Program

- Patients with zero refills remaining are contacted as appropriate to determine if the medication worked for them and if they need a new prescription written
- The team works to get the new prescription written by the physician and submitted to your pharmacy
- 30% increase in Refills monthly

Rx Denial Program

- A third party billing company with the ability to get 30% of Denials/Prior Authorizations approved for patients that wouldn't have otherwise received prescriptions
- Increases the % of patients that receive medications which in turn increases profits

Save \$\$\$ on Meds

- We've combined the buying power of our 200+ pharmacies and leveraged our manufacturer relationships to get the best pricing and terms in the country

BUYING POWER



200+ PHARMACIES



Insurance Verification Software

- Runs ALL NDC's/Manufacturers for each medication as opposed to the average pharmacy running 1 NDC for each manufacturer (Ex. Lidocaine 5% checks 19 NDC's/Manufacturers)
- Results in 30% more patients receiving medication!
- More patients receive meds, more profit to the pharmacy, more profit to your distributors
- Save valuable time on running multiple medications, you will know exactly what NDC/Manufacturer is covered and at what quantity
- Increased compliance and decreased liability.
- Protect your contracts!
- Great tool to set your pharmacy apart with your current distributors and to help attract new ones

Get Started! Schedule a Call with our Principal/PharmD Now!
www.Calendly.com/LabPharm



WE CAME TOGETHER TO MAKE YOU BETTER.

To continue delivering on our promise of supporting community pharmacy, we evolved to advance your future. H. D. Smith and AmerisourceBergen are now united in helping ensure your continued success toward a better, brighter and more profitable future.

hdsmith.com

H.D.
SMITH

AmerisourceBergen®



A Network Of
Independently Owned
Pharmacies



We Deliver Solutions for a Healthier Bottom Line

PUT THE POWER OF A NETWORK BEHIND YOU
800-965-EPIC | EPICRX.COM

EPIC Pharmacies, Inc. provides more than 1,500 independent member pharmacies across the U.S. with the **group buying power and managed care solutions** essential to delivering quality patient care.

Membership offers:

- Group volume purchasing power
- Aggressive wholesaler pricing programs
- Successful rebate program - \$60.8 million returned to members in 2016
- EPIC Pharmacy Network, Inc. (EPN) membership fee included at no cost – access to third-party contracts
- Clinical services tools, including expert assistance from our in-house pharmacist and access to custom PrescribeWellness offerings and EQuIPP™
- **RxREGULATOR™** – free third-party claims reconciliation program and automated reimbursements below cost system
- **PHARM CAP®** – Web-based solution for pharmacy regulatory and compliance management

You've known Mr. Jones for years...

BUT...
do you
know
his other
pharmacist?



Today, over 15% of Americans use more than five prescription medications, sold by more than one pharmacy.

MediSCRIPTSM Prescription Drug Conflict Warning Service links unrelated pharmacies with a patient's prescription drug transaction history. Our goal is to help avoid the potential of drug-drug and drug-condition health risks.



If your pharmacy is already servicing
a senior community...

Or, your community is beginning an age
transformation...

Our service is designed especially for you.

Let us show you how.

Proud to be a corporate participant at the NCPA Multiple Locations Pharmacy Conference

Copyright 2018 MediSite, Inc. MediSCRIPTSM is a service mark of MediSite, Inc. U.S. & Canada Patent Pending

MCKESSON

Workflow Software to Drive Better Patient and Business Health

Looking for a way to improve efficiency, increase profitability, and simplify the management of clinical programs? How about a solution that helps reduce your DIR Fees?

McKesson Pharmacy Systems offers solutions designed to optimize your operations, giving you more time to spend on important tasks like patient care. Fully integrated with the latest Adherence, Med Sync, and Clinical Programs, our workflow software is proven to provide time savings, reduced costs, and increased profits; positioning you for success.

You have questions...

We have answers.

Find out more at:

McKesson.com/mps

Visit our
booth to see
how we can
help you!

How Can I...
Make Technology Work
For Me?

ANSWERED BY
McKesson
since 1833

- ✓ Improve Efficiency
- ✓ Increase Profits
- ✓ Advance Patient Care

McKesson Pharmacy Systems

www.mckesson.com/mps

1.866.682.8942



WIN BIG

VMC Pharmacy Program



MARGIN %



PROFIT \$



COSTS

What do our members have to say about us?

TOOLS TO HELP YOUR PHARMACY SUCCEED

- Millions of dollars in rebates returned to members annually
- Competitive Generic Program
- Leveraged Collective Buying Power
- Dedicated Support Staff
- Preferred Vendor Discounts

The VMC Pharmacy Program has been a great success for our company. Along with the decreased cost of goods and increased rebates, the program has partnered with many companies to offer discounted services, which we have taken advantage of. We appreciate the increased reporting and data sharing from VMC which allows us to identify areas where we excel and address areas that warrant improvement.

David McGehee, RPh.
Pharmacy Director, Reasor's
Tulsa, OK

VMC knows what's important to pharmacy; High Sales and gross profit with low overhead. Reports sent out on a regular basis have helped us manage our returns, out of dates and rebates.

Shannon Pruett, RPh.
Pharmacy Director, Pruett's Food
Broken Bow, OK

913-319-8539

VMC_Pharmacy@awginc.com

www.awginc.com/vmc7.html

Contact us today to find out how we can help YOU!

Exhibitors

Alliance for Patient Medication Safety | Tara Modisett

804-422-6311 | tara@naspa.us

The APMS PSO helps you get a handle on your pharmacy's workflows and risks, and allows you to discover opportunities for improvement in a legally protected environment. Zero in on weak spots with corrective training and/or new process steps to improve patient safety.

AmerisourceBergen | Andy Porto

610-727-2490 | aporto@amerisourcebergen.com

Good Neighbor Pharmacy provides independent pharmacies with everything they need to leverage their independence and stand out as a one-of-a-kind health care destination for personalized care. We combine deep industry knowledge, proven insights, and the scale of 4,600 pharmacies to simplify their business operations, amplify their identities, and protect their independence.

Ananda Hemp | Chuck Schneider

954-449-5060 | chuck.schneider@anandahemp.com

Ananda Hemp uniquely controls the process from seed to pharmacy to manufacture and distribute quality, legally compliant American hemp-derived products available exclusively through independent pharmacies.

Anda, Inc. | Tom Shannon

954-217-4398 | paulina.rugg@andanet.com

Anda provides reliable distribution for a broad portfolio of products including generic, brand, and specialty pharmaceuticals; vaccines; OTCs/vitamins; injectables; medical/surgical supplies; and pet medications. Place orders online up to 9:30 p.m. at www.andanet.com for next day delivery, including Saturdays, or call a dedicated Anda representative at 800-331-2632.

Annie Oakley Natural Perfumery | Renee Gabet

260-894-7219 | renee@annieoakley.com

Made in the USA at our perfumery: fine natural fragrances for the family, electric remedies, and pure essential oils to mend, soothe, and purify, and all-natural bulletproof veil.

Arbor Pharmaceuticals, LLC | David Joffe

404-418-5305 | wendy.yong@arborpharma.com

Arbor Pharmaceuticals is a pharmaceutical company currently focused on the cardiovascular, neuroscience, and pediatric markets. Arbor currently markets anti-hypertensive products as well as products for restless leg syndrome, heart failure, ADHA, acute otitis media with tympanostomy tubes, and head lice.

Auburn Pharmaceutical | Lisa Rossi

800-222-5609 ext. 225 | lrossi@auburnpharm.com

A full-line generic wholesaler, Auburn is the largest independently owned pharmaceutical distributor in the country. VAWD-accredited and all products are purchased direct from 80+ manufacturers.

Blue Flower Wellness | Gazelle Hashemian

877-603-5693 ext. 1 | gazelle@blueflowerwellness.com

Blue Flower Wellness offers skin care, aromatherapy, personal care products, accessories, and jewelry.

BluPax Pharma | Mike Johnson

732-902-6760 | mikej@blupaxpharma.com

Blu Pax Pharma is a generic pharmaceutical distributor.

Cardinal Health | Chris Wendel

805-944-2044 | chris.wendel@cardinalhealth.com

Headquartered in Dublin, Ohio, Cardinal Health, Inc. is a \$108 billion health care service company that improves the cost-effectiveness of health care. Visit cardinalhealth.com for more information.

Centor Prescription | Alan Krinsky

678-920-8719 | alan.krinsky@centorrx.com

Centor is a leading global consumer packaging company. Centor Prescription products have superior quality, and we are the preferred prescription packaging manufacturer by robotic automation companies.

Computer-Rx | Scott Meadows

800-647-5288 | lynseyford@computer-rx.net

Computer-Rx provides pharmacy management software and services, combining intuitive software features and dedicated customer service. We partner with community pharmacies to improve patient health.

CoverMyMeds | Michael Bukach

614-300-1599 | mbukach@covermymeds.com

CoverMyMeds automates the prior authorization process, saving providers and pharmacists countless hours on the phone and faxing their patients' health plans. More than 62,000 pharmacies use CoverMyMeds.

CPESN® USA | Kevin Sloan

864-921-3375 | ksloan@cpesn.com

Join a clinically integrated network of local CPESN networks comprised of community-based pharmacies processing strong relationships with the patient's care team and providing enhanced services for complex patients.

Creative Pharmacist | David Pope

706-432-2388 | david@creativepharmacist.com

Co-founded by a community pharmacist and a technology expert, Creative Pharmacist, developer of the STRAND® intervention platform and CPTV, is the U.S. market leader in helping pharmacists launch clinical services within their community. They support community pharmacists across the country in engaging patients with chronic disease through STRAND, a wide-reaching intervention, documentation, and education platform capable of developing the new Pharmacist eCare plan.

Designer Greetings | Lisa Madsen

732-662-6727 | lisa.madsen@designergreetings.com

Designer Greetings produces more than 22,000 designs and is one of the most extensive and award-winning card lines in the United States.

Digital Pharmacist Inc. | Susan Barrett

917-975-6119 | sbarrett@digitalpharmacist.com

Digital Pharmacist Inc. is a rapidly growing digital health company that offers an omni-channel patient engagement platform that serves over 6,000 pharmacies and hospital brands.

Doctor Easy Medical Products | Marcia Garcia**904-502-3071 | mgarcia@doctor-easy.com**

Makers of Wax Rx Ear Wash System, a professional-grade ear wash system bridging the gap between current OTC solutions and the need for professional ear wax removal.

Eos Business Surveillance Solutions | Gina Michael**810-433-3308 | gina@nowyoucansee.com**

Eos's passion is to deliver a surveillance camera solution that helps our customers better manage, protect, and grow their businesses.

EPIC Pharmacies, Inc. | Mary Ann Varland**800-965-3742 ext. 229 | mvarland@epicrx.com**

EPIC Pharmacies is a true co-op of community pharmacies dedicated to personal, quality service and competitive prices. By providing its members with group buying power, provider networks, and managed care solutions essential to delivering quality patient care, EPIC Pharmacies is committed to helping independent pharmacies thrive in today's chain-saturated marketplace.

EZC Pak, PPC Group | Tyler Bare**310-749-8730 | contact@ppcgv.com**

EZC Pak is an award-winning, physician-formulated immune support pack composed of organic Echinacea, zinc, and vitamin C targeting the overuse of antibiotics in colds and flu.

Fagron, Inc. | Andrew Martin**651-389-0888 | andrew.martin@fagron.us**

Fagron is a compounding pharmaceutical supplier, specializing in proprietary bases, APIS, excipients, compounding equipment and supplies, ACPE-accredited education, technical support, and more.

First Financial Bank | Larry Alexander**832-244-9656 | lalexander@ffb1.com**

First Financial Bank is a full-service lender offering financial solutions to help you meet a wide range of business needs: acquisition, equipment, financing, expansion and remodeling, refinancing, and start-up loans.

Florajen Probiotics | Erica Bernes**570-294-4347 | ebernes@clarionbrands.com**

Florajen Probiotics are formulated with proven safe and effective strains, delivering the right cultures at the right cell count.

Genetco | Grant Butler**954-679-5905 | g_butler@genetcoinc.com**

Genetco specializes in supplying generic pharmaceuticals to retail, chain, long-term care, and specialty pharmacies.

GeriMed | John Schutte**800-456-4374 | jschutte@gerimedgso.com**

GeriMed is a leading, independently owned LTC pharmacy group purchasing organization and reimbursement network with an emphasis on service from experts in long-term care.

H. D. Smith | Jennifer Phillips**217-747-8154 | jennifer.phillips@hdsmith.com**

H. D. Smith is the largest independent, national wholesaler, providing a complete line of health care products and services to specialty and retail pharmacies and long-term care facilities.

Hallmark | Camille Coady**816-274-3501 | camille.coady@hallmark.com**

Add a Hallmark Gold Crown department to your specialty store. Hallmark, the leader in the greeting card industry, is ready to bring additional sales to your specialty store through a broad range of greetings, gift wrap, and emotionally relevant gift products.

HealthSource Distributors | Marc Loeb**410-653-1113 | mloeb@healthsourcedist.com**

Utilizing our years of industry experience, we're the premier distributor of value priced brand and generic Rx. At HealthSource, we currently service thousands of retail pharmacies, LTCs, regional and national chains. Our unique inventory is maintained in our state-of-the-art distribution facility and delivered overnight at no additional cost, providing a hassle-free shopping experience.

Ideal Protein of America | Dr. Thomas Barus**866-314-4447 | tradeshows@idealprotein.com**

Ideal Protein is a health and wellness company providing health care professionals an outcomes-driven, turn-key solution to address various chronic conditions through a weight management program. The medically developed protocol is consistent with evidence-based guidelines to help patients achieve safe weight loss and maintain outcomes long term.

Independent Pharmacy Cooperative | Jake Lewis**608-834-4815 | amy.murphy@ipcrs.com**

IPC, the nation's largest independent pharmacy group purchasing organization, provides access to all products, services and solutions, to ensure the competitive success of our members.

KloudScript | Brian N. Cunningham, M.D.**634-470-0466 | brian@kloudscript.net**

KloudScript enables pharmacies to fill specialty medication prescriptions for patients. We have pharmacy customers that are making as much as \$1 million per month in specialty meds revenue.

LabPharm LLC | Dr. Brandon Hendrickson**602-369-5668 | drhendrickson@labpharmllc.com**

LabPharm is a medical management and distribution organization offering solutions in pharmacy management, hospital administrative services, and compliant medical ancillary services.

Live Oak Bank | Jimmy Neil**910-212-4951 | jimmy.neil@liveoakbank.com**

Live Oak Bank specializes in financing pharmacies nationwide. When you're ready to refinance, buy or sell your pharmacy, or need working capital, contact our experts at liveoakbank.com/pharmacy.

McKesson | Chris Cella**508-579-3230 | christopher.cell@mckesson.com**

Buying, selling, or starting a pharmacy? We are here to help you achieve your business goals. We encourage you to visit www.rxownership.com or call 800-266-6781.

McKesson Pharmacy Technology & Services**| Kathy Prokopovich****412-474-1025 | kathy.prokopovich@mckesson.com**

McKesson Pharmacy Technology and Services provides solutions that enable better care and better results through operational workflow, clinical programs, 340B program management, and inventory optimization.

Medicare's Limited Income NET Program | Kell Dixon**800-783-1307 | linetoutreach@humana.com**

LINET is a CMS demonstration program that provides temporary prescription coverage for Medicare beneficiaries who are low-income (LIS eligible) and have no other prescription coverage.

Medtel Communications | Greg Deringer**941-753-5000 | gderinger@medtelcom.com**

Medtel has provided communication platforms worldwide for 40+ years. We specialize in cloud and premise-based systems for pharmacies, including IVR integration and specialty pharmacy support.

Merck | Phillip B. Lowery**484-744-3577 | phillip.lowery@merck.com**

Merck is committed to making a difference in the lives of people globally through our innovative medicines, vaccines, and animal health products. We are committed to being the premier, research-intensive biopharmaceutical company and are dedicated to providing leading innovations and solutions for today and the future.

Micro Merchant Systems | Ketan Mehta**516-384-3770 | ketan@micromerchantsystems.com**

Micro Merchant Systems develops pharmacy software solutions, helping pharmacies fill prescriptions swiftly, securely, and profitably while meeting the challenges of today's pharmacy market.

Omnicell, Inc | Tammy Barham**919-882-4977 | tammy.barham@omnicell.com**

No matter what your adherence needs, only Omnicell provides a full suite of scalable medication adherence solutions to meet business goals and improve patient outcomes.

Orthozone, Inc. | Tom Traver**763-786-0654 | tom@orthozone.com**

Come see our CoolXChange instant cold wrap and Thermoskin orthopedic supports. Thermoskin products are ideal for common conditions such as arthritis, diabetes and plantar fasciitis. We offer premium retail packaging to spur customer interest and sales.

PCCA | Bill Letendre**800-331-2498 | blet@pccarx.com**

PCCA helps pharmacists create personalized medicine that makes a difference in patients' lives. PCCA is the complete resource for the independent compounding pharmacist, providing the highest-quality products, education, and support.

PD-Rx Pharmaceuticals, Inc. | Shawn Stewart**954-815-6479 | sstewart@pdrx.com**

PD-Rx Pharmaceuticals is celebrating 30 years as a licensed manufacturer and VAWD-accredited wholesaler/distributor of select brands, generics, specialty, injectables, vaccines, OTCs, and medical and surgical supplies.

Pfizer | David Searle**917-536-0632 | david.w.searle@pfizer.com**

At Pfizer, we apply science and our global resources to bring therapies to people that extend and significantly improve their lives.

Pharmacists Mutual | Laurie Harms**515-295-2461 | laurie.harms@phmic.com**

Pharmacists Mutual is a nationally recognized leader in providing insurance products and risk management solutions for pharmacists, dentists, and associated businesses and professionals.

PioneerRx | Mark Nelson**800-850-5111 | sales@pioneerrx.com**

PioneerRx delivers weekly, cutting-edge improvements that are designed to provide speed, simplicity, consistency, and flexibility to help pharmacies make more money and have more fun.

PRS Pharmacy Services | Harry Lattanzio**800-338-3688 | harryl@prsrx.com**

PRS is the trusted, go-to pharmacy consulting and services company for pharmacy owners seeking to improve profitability, stay compliant, or to value, sell, or transfer a pharmacy.

QS/1 | Eddie Huff**864-253-8600 ext. 7433 | ehuff@qs1.com**

QS/1 provides and supports the industry's premier pharmacy management systems for independent retail, chain, long-term care, and outpatient pharmacies, including HME software.

Real Value Products | Fred Battah**855-681-7201 | fred@realvalueproducts.com**

Real Value Products is the proud authorized distributor of record for over 150 generic drug manufacturers.

RelayHealth | Jessica Weiss**813-388-0557 | jessica.weiss@relayhealth.com**

RelayHealth Pharmacy Solutions programs are designed to help protect margins and optimize third-party reimbursements with pre- and post-editing and AWP resubmission services; drive better patient outcomes and improve patient adherence with patient medication safety programs and eVoucherRx™ prescription copay savings; improve operational efficiency with an automated prior authorization resubmission process; and mitigate audit risk by monitoring for common third-party audit triggers.

RockTape, Inc. | MJ Adamcik**385-290-8726 | mj@rocktape.com**

We help athletes of every level go stronger, longer with the best kinesiology tape, cutting-edge education, and fitness support products.

RxSafe LLC | William Holmes**619-540-1010 | wholmes@rxsafe.com**

RxSafe's automated, secure storage and retrieval systems enable retail pharmacies to go beyond vial-filling robots. Experience workflow optimization, accuracy & speed, space savings, and real-time inventory tracking with real ROI. RxSafe is the only secured and monitored pharmacy robotic inventory management system on the market. Real perpetual inventory data drives our new RxCloud Analytics™ powered by Datarithm.

RxSystems, Inc. | Derek Jensen**636-925-0001 | dmjensen@rxsystems.com**

Family-owned manufacturer of Rx labels, bags, vials, and pill cards, plus distributor of the EYECON pill counter. Visit us to review star ratings and adherence tools.

ScriptPro | Sara Birkhead**913-403-5209 | sbirkhead@scriptpro.com**

ScriptPro provides a comprehensive, integrated platform of robotics-enabled systems to optimize retail and ambulatory pharmacy operations, promoting safe and effective medication use and adherence.

ServRx, Inc. | Breck Rice**480-646-4931 | breck@servrx.com**

We utilize the most sophisticated IT systems for electronic workers' compensation prescription claims processing, allowing community pharmacies to benefit from real-time adjudication and immediate payment confirmations. ServRx is a leader in the industry, providing a simplified solution for the overwhelming amount of work that is involved with managing and processing workers' comp Rxs.

SIGVARIS, INC. | Brandi Wright**678-545-8441 | brandi.wright@sigvaris.com**

SIGVARIS is a global leader in compression therapy. With the acquisition of BiaCare in 2016, SIGVARIS now offers an advanced line of compression products designed to treat lymphedema, lipedema, and chronic venous insufficiency, making SIGVARIS a worldwide go-to brand for patients with veno-lymphatic diseases and disorders. Our product line includes a complete line of both custom and ready-to-wear garments.

Smith Drug Company | DeWayne Benson**800-572-1216 | hrichter@smithdrug.com**

Founded in 1944, Smith Drug Company is a Spartanburg, S.C.-based pharmaceutical distributor and a division of J M Smith Corporation. Smith Drug Company provides many services and solutions to our customer base, but it is the flexibility of meeting our customers' needs that separates us from the competition. Imagine doing business with an independent that cares about you. Your customers do. So can you.

Surescripts | Kirby Anzueto**571-290-6857 | kirby.anzueto@surescripts.com**

Our purpose is to serve the nation with the single most trusted and capable health information network. Since 2001, Surescripts has led the movement to turn health data into actionable intelligence to increase patient safety, lower costs, and ensure quality care. Visit us at www.surescripts.com and follow us at [@surescripts](https://twitter.com/surescripts).

TCGRx | Duane Chudy**262-279-5307 | info@tcgrx.com**

TCGRx is a pharmacy innovator for long-term care, hospitals, and retail markets with solutions for automation, inventory management, storage, and workflow to fit every budget.

Thrifty White Affiliated Pharmacy | Scot Rewerts**763-463-4483 | srewerts@thriftywhite.com**

Thrifty White Affiliated Pharmacy Program provides support and leverage to independently owned and operated pharmacy organizations by providing access to nationally negotiated contracts for goods and services.

Valu Merchandisers Company | Bob Pessel**913-319-8550 | bob.pessel@awginc.com**

Valu Merchandisers Company is a provider of a pharmacy group purchasing program and services.

Vaxserve | Bridgette Short**570-496-6726 | bridgette.short@vaxserve.com**

Vaxserve is a specialty distributor of vaccines focused on providing innovative business and immunization solutions designed to help our customers achieve their clinical, financial, and operational goals.

VAYA Pharma | Joan Sullivan**410-292-0020 | joans@vayapharma.com**

At VAYA Pharma, we are committed to improving quality of life and delivering products that exemplify our key values. VAYA Pharma focuses on developing innovations for the clinical dietary management of disorders that are specifically associated with lipid imbalances. Our products deliver a nutritional-based solution that are familiar to the human body and clinically proven to be safe and effective with virtually no side effects.

Whaley's Baby | Becki Collier**573-632-2021 | becki@whaleysrx.com**

Our turn-key program assists independent pharmacies in attracting a younger demographic to their stores through maternity and breastfeeding products, programs, and services.





REGISTER NOW

Take the fight for pharmacy choice and PBM transparency to Capitol Hill this spring by being an advocate for your business and your patients. Your in-person meeting makes a powerful statement to lawmakers. Our updated program includes CE sessions on DIR fees, changes to Medicaid, and more. Protect your business today — join us in April.

www.ncpanet.org/pharmacistsummit
or 1-800-544-7447



TRY BEFORE YOU BUY
MANY VENDORS OFFER FREE SAMPLES!

Discover Unique & Popular *Front-end* Products

ONE WEBSITE IS ALL YOU NEED!

Stand out from the competition and attract new customers by selling distinctive items at your community pharmacy. Front-end Marketplace provides an avenue for you to order and purchase these items directly from the supplier, many at special discounts we obtained just for you. **New products added regularly!**

WWW.FRONTENDMARKETPLACE.COM

NCPA®
NATIONAL COMMUNITY
PHARMACISTS ASSOCIATION

Thank You

FOR ATTENDING NCPA'S 2018 MULTIPLE LOCATIONS PHARMACY CONFERENCE

Mark your calendars for these must-attend events:

NCPA 2018 CONGRESSIONAL PHARMACY SUMMIT

April 11 – 12, 2018 | Hilton Alexandria Old Town, Alexandria, Va.

NCPA 2018 ANNUAL CONVENTION

Oct. 6 – 9, 2018 | Hynes Convention Center, Boston

2018 Program Guide sponsored by

NCPA 2019 MULTIPLE LOCATIONS CONFERENCE

Feb. 27 – March 2, 2019 | Clearwater, Fla.

WWW.NCPANET.ORG



A DIVISION OF J M SMITH CORPORATION