PBAHealth®

A Trusted Partner During a Time of Change

If your pharmacy has been affected by the recent JM Smith changes, you're probably hearing from countless wholesalers and buying groups—each promising to be the right solution. We understand the pressure you're under to make the best decision for your business, your staff, and your patients.

At PBA Health, we're here to help you navigate your options with confidence.

Here's how we can help

Immediate support when you need it.

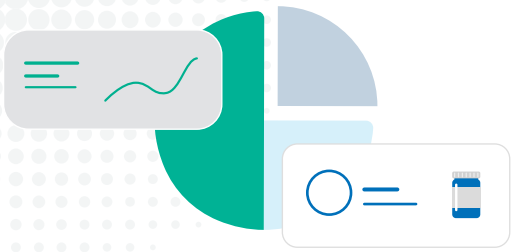
We can quickly connect you with one of our established ProfitGuard primary wholesaler agreements through multiple national wholesalers, giving you a reliable short-term solution while you evaluate your long-term strategy.

Guidance focused on what's best for your pharmacy.

We'll work with you to identify the purchasing solution that best fits your pharmacy's unique buying patterns—even if that solution isn't with PBA Health. Our goal is to help you make the right decision.

Technology that maximizes every purchase.

You'll gain access to the complete ProfitGuard purchasing optimization platform, including our proprietary purchasing technology and our full-line member warehouse. Together, these tools help optimize daily purchasing, improve contract performance, reduce costs, and save valuable time.



Whether you need an immediate solution or simply want an experienced partner to help evaluate your options, we're here to help.

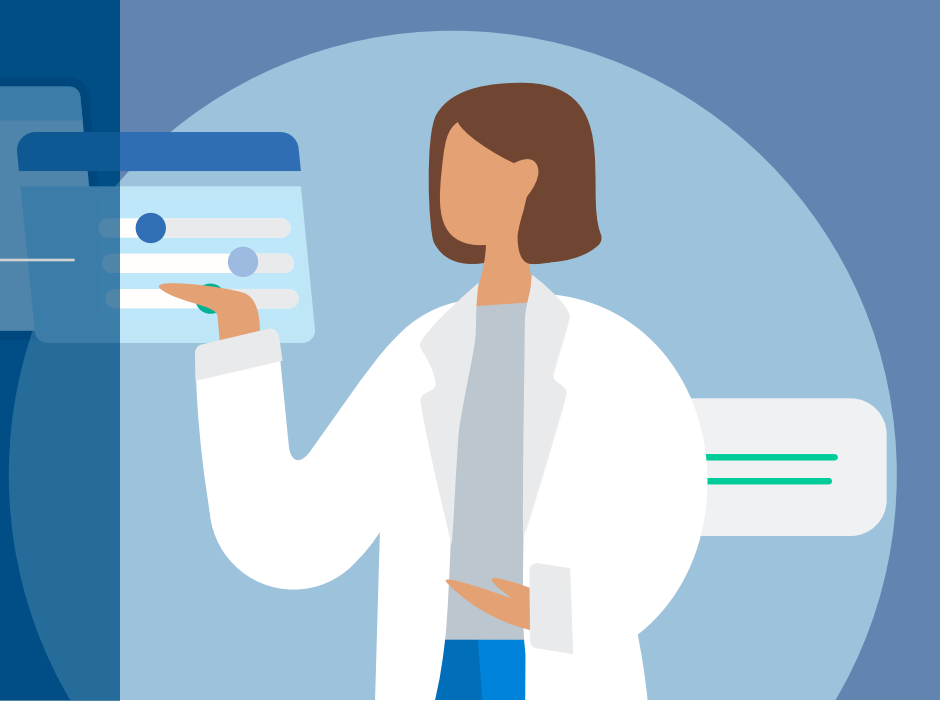
Learn how PBA Health and ProfitGuard can strengthen your purchasing performance—today and well into the future.

Call David at: 201.960.6841
Email us: customerservice@pbahealth.com

ProfitGuard®

ProfitGuard®

Purchase to profit



A smarter way to buy

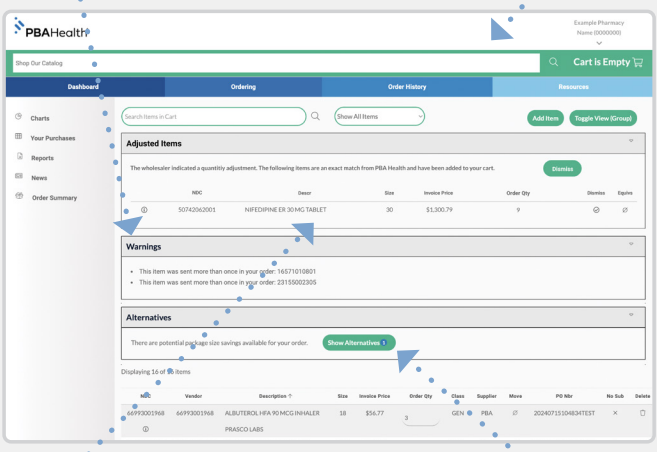
ProfitGuard, from PBA Health, is a software platform and custom purchasing service designed specifically for independent community pharmacies. You'll pay the lowest overall cost of goods while earning the highest rebates possible.

How? ProfitGuard leverages your purchasing power by combining best-for-your-business primary wholesaler contract, best-in-class technology and best-in-market consulting services. Together, ProfitGuard manages your GCR in real time, balancing strategic buying from our secondary warehouse with contract compliance. An easy-to-read dashboard tracks your spending and rebates.

You take care of your patients. Let ProfitGuard take care of your profit.

Easily manage shorts and outages

At-a-glance readability



Exact matches suggested

Alternatives listed clearly

Better contract

To move your pharmacy forward, we learn where you are. Our experts conduct an extensive review of your business, analyzing data, examining trends and identifying opportunities. We help you determine whether to negotiate with multiple wholesalers or join an existing purchasing group.

We work at your direction to get you the most advantageous contract suited for your specific business.

Strategic purchasing

Armed with your data and our proprietary, cloud-based technology, ProfitGuard optimizes your purchasing in real-time with one click—including package sizes, dosing amounts, preferred manufacturers and more. We highlight the best options between your primary wholesaler and our full-line PBA Health backup warehouse, factoring in price, availability, contract compliance and rebate potential. You choose whether to accept or decline the recommendations.

No need to comparison shop.

Superior consultation

As business partners, we collaborate with you during ongoing evaluations, reviewing volume trends and performance comparisons. But we dig even deeper into details, like profit margins, cash flow, supply chain problems, computer systems, staffing concerns and other pain points. We expect you to tell us what we can do better. Together, we can help you take advantage of opportunities and solve minor problems before they become major.

We're as invested in your success as you are.

ProfitGuard®

Get more with ProfitGuard

Smarter secondary

Carefully balancing your primary wholesaler purchasing with PBA Health's full-line secondary is a key component of your successful purchasing strategy. Our warehouse offers brand, generics, controls, refrigerated items and a private-label line of OTCs to help you manage shortages and get the best prices. The warehouse is also staffed by a dedicated team who delivers a 99.9% accurate order fill rate.

You get the right product at the right price at the right time.

Smarter purchasing

Since ProfitGuard handles your primary wholesaler contract, we anticipate every last exception, exclusion or other unwelcome surprise. All the details of your purchasing—both primary and secondary—are combined under one umbrella. In other words, your purchasing is managed "inside one platform." So, you don't have to worry about GCR compliance, invoice pricing or other complications.

The better your data, the better your rebates.

Smarter service

Sounding board. Trusted advisor. Industry expert. Friendly neighbor. ProfitGuard pros work right alongside you well beyond contract negotiation. We're always available to answer questions, troubleshoot problems or address compliance issues.

Absolutely independent

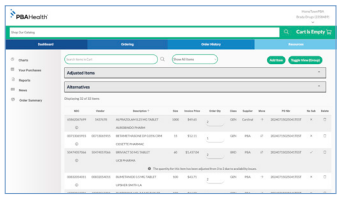
PBA Health has been—and always will remain—independent.

Without ProfitGuard

(45 MINUTES)

With ProfitGuard

(15 MINUTES)



Here, there, everywhere
Too much work for too little payoff. Purchasing without ProfitGuard is costly and time consuming.

One and done
With ProfitGuard, you get the right price on the right product at the right time. We guarantee better profits.

Get started

Ready to improve your profits?
Contact a Business Improvement Specialist by calling 800.333.8097 or emailing customercare@pbahealth.com.

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