

Auto-Rx-Net Pricing Service



At A Glance:

Functionality:

- Updates Price Schedules Automatically
- Database of 2,100 Brand and Generic Drugs
- Target Specific Zip Codes
- Works Exclusively with Pharmserv®

Benefits:

- Increase Profitability
- Improve Efficiency
- Advance Manageability

Too often pharmacists are forced to establish their drug pricing on little more than questionable speculation. Norm Talkowski from Berkeley Hills Pharmacy in Pittsburgh, Pennsylvania said, "We had no way of knowing if there was an issue with a price until the customer brought it up, if they ever did. Now, I am confident that my pricing is up-to-date and competitive with the pharmacy down the street."

Through an alliance with Rx-Net, Inc.™, McKesson Pharmacy Systems offers an automatic price consulting service exclusively for Pharmserv customers. Auto-Rx-Net™ automatically creates price schedules for the top 2,100 brand and generic items in your Pharmserv system using market data that is specific to your area. Significantly improve profitability with the ability to price competitively and expand your margins via Auto-Rx-Net's frequent updates and accurate industry data.

Pharmserv
Point-of-Sale
Long-term Care
Signature Capture
Pharmacy Workflow
Chain Management
Interactive Voice Response
Supply Management
Business Services
Auto-Rx Pricing

MCKESSON

Empowering Healthcare

About MPS

With a wide array of solutions that **provide superior performance, functionality, and world-class support**, our complete portfolio can aid the entire pharmacy. Depending on individual business needs, a pharmacy management system along with its underlying platform can be chosen that will best address key drivers. Our cutting-edge technology solves the needs of community, chain, hospital, clinic, and long-term care pharmacies in all 50 states.

Benefits

Increase Profitability

Kevin Blessing from Sauk City Pharmacy said it best: "Our pharmacy has discovered that pricing competitively is the key to making money. Since the implementation of Auto-Rx-Net, our pharmacy has experienced a 2% gross margin increase on generic drugs and 5% gross margin increase on brand drugs."

- Reduce customer price shopping and maintain customer relationship
- Receive higher reimbursement levels from third parties as a result of the accurate Usual and Customary (U&C) values

Improve Efficiency

Gregory Rockers from Wichita Clinic in Wichita, KS said "When it comes to managing a pharmacy there are always too many things to do. Because Auto-Rx-Net maintains pricing for you, I can now spend my time on growing other areas of the business."

- Eliminate the need to manually update price schedules
- Free pharmacy staff to handle other priorities

Advance Manageability

Terry Roark from Roark's HealthMart Pharmacy in Oneida, TN has experimented with pricing items against different types of competitors - chains, mass merchants and independents. "Auto-Rx-Net has allowed me to select the pricing combination that best fits my customer base."

- Eliminate price variances between multiple locations reducing customer frustrations
- Customize pricing to fit your individual competitive mix

An average* independent store filling 59,432 scripts with \$3.5M in annual sales would have a gross margin of 22.1%. Incremental increases in gross margin could yield:

Gross Margin % Increase	Gross Margin Gain Per Year	Profit Gain Per Script
0.25%	\$8,950	\$0.15
0.50%	\$17,900	\$0.30
1.00%	\$35,800	\$0.60
2.00%	\$71,600	\$1.20

* According to 2005 NCPA - Pfizer Digest

McKesson Pharmacy Systems

30881 Schoolcraft Road
Livonia, MI 48150

To schedule a private demonstration or find out more information about McKesson Pharmacy Systems complete portfolio of product and service solutions, please contact us via the method of your choice:

Email: mps.info@mckesson.com

Internet: <http://ss.aboutmps.info>

Phone: 1.800.293.5197