

PMC Pharmacy bottles \$26K annually thanks to ERA Group

ERA's team of industry-specific professionals is second to none and provided our team with an exceptional analysis that was easy to understand while providing a clear path forward to help us achieve our objectives. Their professionalism and persistent follow-up with our vendors throughout the negotiation process allowed the timely execution of new agreements that met our desired time frame. I highly recommend ERA and the team that assisted our business. 🗨️

BRIAN DUNLEAVY, PRESIDENT OF PMC PHARMACY



We see opportunities where you never thought possible.

Total savings:

\$26,000

The client

PMC Pharmacy is a leading medication management company serving Pennsylvania, New Jersey, and Delaware.

The challenge

The client contacted ERA Group to find a new wholesale supplier with less restrictive terms, lower costs, and increased transparency. The pharmacy's incumbent supplier restricted the supply of controlled drugs PMC could purchase—cutting the pharmacy's volume by a third. Since the pharmacy serves clients of long-term care facilities, home health agencies, assisted living facilities, group homes, hospice organizations, and more, ample inventory is crucial to their business and the care of the patients at these facilities.

The solution

ERA negotiated with the incumbent and new supplier to achieve the most favorable terms. The specialists tailored the solution to the pharmacy's needs, and the client ultimately chose a new supplier.

The result

The transition resulted in \$26K in savings annually and volume increases. The client reports recapturing previously lost revenue and is on course to continue a growing business.



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