



Independent Pharmacy Alliance of America Inc.

CEO

John A. Giampolo

Corporate Director of Operations

Kathleen Fuller

Corporate Director of Pharmacy Services

Daniel S. Levine, R.Ph.

Cedar Brook Corporate Center
3 Cedar Brook Drive
Cranbury, N.J. 08512
(P) 800-575-2667 / (F) 609-395-1007
E-Mail: info@ipagroup.org
Web: ipa-rx.org
Twitter: @ipapharmacies.org

WHY JOIN IPA?

3100+ New Jersey, New York, Pennsylvania & Connecticut Independents can't be wrong!

RELIABILITY: IPA has been providing buying co-op services to independent retail pharmacies for 30 years. We now serve 3150+ independent community pharmacies in New Jersey, New York, Pennsylvania and Connecticut and has expanded into a Third Party advocate since 1999.

SUPPORT: IPA has 9 full-time staff people to serve the participating members by lowering their cost of goods, which in turn will increase their margins. Call us anytime, 9am to 5pm Monday through Friday and you will talk to a real person who can help you resolve problems and/or save money. You can also visit our website IPA-RX.ORG.

CO-OP SERVICES

- ◆ **WHOLESALER & FULL LINE:** IPA contracts with KINRAY and BURLINGTON DRUG as our primary wholesalers through which many generic and brand rebate contracts are accessible. This is in addition to each wholesalers' source program. This is only available to IPA members.
- ◆ **FULL LINE GENERICS:** IPA has contracts with ANDA, PRESCRIPTION SUPPLY INC., and IPC WAREHOUSE that offers reduced pricing and credits only for IPA members. IPA added ANDA, Prescription Supply, and IPC Warehouse to the contract portfolio to give members alternative competitive prices.
- ◆ **CO-OP CONTRACTS / SUPPLIERS:** IPA holds dozens of contracts which in many cases are with your current vendor and can immediately reduce your costs and save you money. When ordering, please tell them that you are an IPA member.

OTHER SERVICES

- ◆ **MEMBERSHIP FEE:** The IPA membership cost is a one-time Lifetime Membership Fee of only \$7.95 which is used to subsidize the production and mailing of the contract book to each new member. In addition, IPA does not require exclusivity. IPA encourages members to belong to more than one group. **YOUR BOTTOM LINE IS OUR ONLY CONCERN.**
- ◆ **REVENUE SHARING:** IPA returns compliance rebates, earned by each member's contract purchases through rebate credits on invoice directly to the member.
- ◆ **PROVIDER NETWORK:** IPA is affiliated with Third Party Station Provider Network (TPS). TPS is an independent network owned by Pharmacy First. They negotiate and participate in virtually all third party plans on your behalf.

ADVOCACY

- ◆ **GOVERNMENT / PUBLIC AFFAIRS:** IPA employs a full-time lobbyist to address New Jersey as well as Federal legislation working closely with NCPA affecting independent community pharmacy. IPA also interacts with NY state's Medicaid and Senior Programs plus each State's Board of Pharmacy.
- ◆ **THIRD PARTY SUPPORT:** IPA provides its members with **full time** third party support staff who represent them to payors to resolve payment problems, audit problems, accreditation, and generic pricing issues.
- ◆ **CONTINUING EDUCATION:** IPA is approved by **ACPE** to accredit and provide pharmacy education activities. These continuing education programs are currently offered to IPA members **FREE of charge.**

An independent owner has absolutely no risk and everything to gain by joining IPA. IPA does not interfere with any existing group or buying co-op membership... it complements them.

PS: Each new member will immediately receive additional discounts from existing contracts. Ask any other IPA member about us or visit our website at www.ipa-rx.org or call **John Giampolo or Kathy Fuller at 800-575-2667.**

IF YOU WISH TO JOIN, please fill out the application and return it to IPA. An IPA contract book will be sent to your pharmacy. This will be the best \$7.95 you ever spent!