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# IHP Network, Inc. — The Alliance of Independent Long-Term Care Pharmacies

The only national alliance of independently owned and operated long-term care pharmacy providers.

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**Senior Executive VP:** Pam McDonald  
**Founded:** 2005  
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## Company Background

IHPN was launched in 2005 by five independently owned and operated long-term care pharmacy owners who believed that by combining purchasing volume they could achieve more competitive wholesaler pricing, discounts, and rebates. Today, IHPN's group volume driven wholesaler agreements result in lowered cost of goods, maximized rebates, and enhanced profitability to participating independent pharmacy members. Our knowledgeable and experienced staff provide a broad range of consulting services that solve costly pharmacy problems. Independently owned, IHPN prides itself on building long lasting trust based relationships. With a coast-to-coast reach IHPN has members in 28 states.

## Product Overview

IHPN is a committed alliance of independent long-term care pharmacy owners who leverage millions in wholesaler purchases to improve their buy side competitive edge. The survivability of independent "LTC" pharmacies, small business owners who put service above profits, is key to the future of a healthcare system faced with the needs of an aging population. Our members, entrepreneurs who face challenges that would bring large corporations to their knees, prosper by creating innovative solutions that improve patient care and lower costs. IHPN's staff is a group of talented professionals with years of pharmacy, GPO, and wholesaler experience. Independently owned, highly flexible, and customer focused, IHPN assists members by reacting quickly to market changes and finding solutions. Our wholesaler request for proposal (RFP) process, ongoing market research, annual negotiations, and continuous prime vendor agreement (PVA) management services keep our pharmacies "in the market" and profitable. This one of a kind solution is made possible by our committed pharmacy owners, vendor partners, and expert staff.

## Features & Options

Our team of experienced professionals works diligently to ensure members receive the most competitive wholesaler cost of goods, rebates, and discounts in the market. Unlike other group contracts, our services don't stop at the negotiation table! We maintain and monitor your account throughout the term of the contract providing resources, services, and support.

Leveraging purchasing volume gives pharmacies a competitive edge over their competition while providing flexibility and less worries about individual compliance. Under performing on an individual wholesaler contract can have a negative impact on projected savings in rebates and cost of goods.

## Testimonial

*"IHPN has been an outstanding partner and resource for our pharmacy, and their management and support of our drug wholesaler agreements and generic purchasing, have added significant value to our organization."*

Richard J. Whitesell, R.Ph., MBA  
 COO, Medipack Pharmacy

## Additional Services

- Improving Pharmacy Operations
- Effectively Marketing and Selling your Pharmacy Services
- New Pharmacy Start-Up Assistance
- Transitioning from Retail to Long-Term Care Pharmacy

## Ordering Information

We will provide a free analysis of your wholesaler agreement to identify savings. For more information, call (800) 212-5186 or email [info@ihpnetwork.com](mailto:info@ihpnetwork.com).