



**OPEN A PHARMACY**

**PHARMACY  
SERVICES  
BROCHURE**

**We Build.  
You Succeed!**



## **ABOUT US**

Thank you for your interest in our company. We stand alone in the pharmacy industry by offering a complete A to Z pharmacy startup service. Imagine an experienced team handling every aspect of the process to open your new pharmacy. Then imagine spending half of what it would cost to do it all yourself. We take all the uncertainties out of the equation and guide you through the whole process.

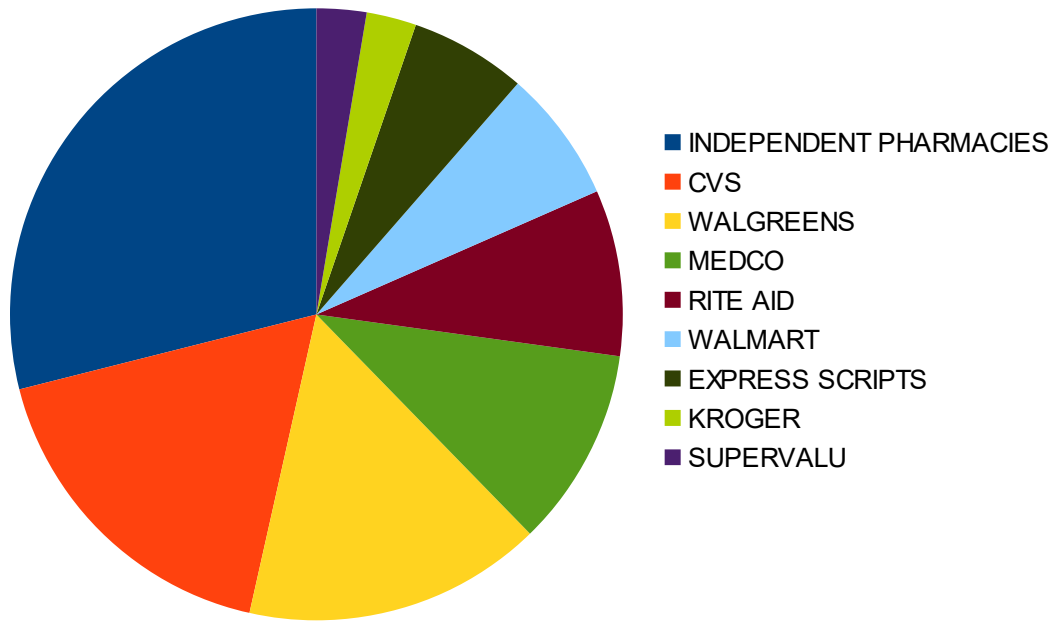
## **PHARMACY INDUSTRY**

Unlike other industries, the pharmacy industry is rapidly growing and will continue to expand for years to come. Not only do Americans take increasingly more medications every year, but our senior population is estimated to double by the year 2025. We are in a strong position as one of the best industries to invest in. Numerous studies have shown that the average profit of an independent pharmacy owner is nearly double the average salary of a pharmacist. Visit the following page to see the industry's profit trends in greater detail:

<http://www.drugchannels.net/2014/12/profits-up-again-for-independent.html>

Year after year, independent pharmacies not only survive, but are increasing their profit margins by taking advantage of the many specialties unique to their field. According to Figure 1 below, more than 33% of total prescription sales take place in independent pharmacies. It is a common misconception that, as independent businesses, we are scarce, but independent pharmacies are a financial force to be reckoned with on a national scale, and we are rapidly growing.

**FIGURE 1:**  
**Total Prescription Sales**



## **OUR SERVICES**

The following is a summary of the various services that we complete on your behalf. Please contact us for more detailed information and if you have further questions.

### **1. LOCATION, LOCATION, LOCATION**

The most critical decision for ensuring your success is choosing the right location for your business. This decision can be the difference between success and failure in any business. When choosing a location, many criteria must be met in order for us to move forward. We conduct a rough demographic analysis of the locations you've chosen to determine which ones have sufficient business potential. This first step is the most important, so we work hard to make sure you start strong.



## **2. LEASE SERVICES**

Once you've chosen a suitable location, we will advise you in negotiating a lease that works for you. Different businesses require different lease types. We understand what is important for you and your pharmacy, and we will do our best to protect your interests in every step of the negotiating process. Don't just sign a standard lease without knowing your rights as a tenant.

## **3. STAFF & EMPLOYEES**

Before any work can begin, we will have to start the application process with the state board of pharmacy. This requires that a licensed pharmacist sign your initial pharmacy application. If this is you, then there are no worries. If you are a non-pharmacist investor, or are presently a Pharmacist in Charge (PIC) at another pharmacy, then we can assist you in finding and hiring the required pharmacist to sign and start the application process.

## **4. PHARMACY LICENSES**

Once we have chosen a suitable location and a pharmacist, we can start the state board of pharmacy application process. We will make sure all applications are completed on your behalf and sent out. For clients interested in opening a mail-order pharmacy, we will do everything necessary to attain the out-of-state pharmacy licenses you will need for your patients across the entire United States.

## **5. DESIGN & CONSTRUCTION**

Once the initial paperwork is completed, you will be ready to begin construction on the premises. Our package includes design for a retail space (average 1200 square feet) that has clean and ready walls, floors, and ceiling, as well as proper lighting and a ready bathroom. Our construction estimate does not include additions, demolitions, or renovations of walls, floors, ceilings, electric lines/panels, existing plumbing, etc. We will build out the pharmacy department wall/window, counters, and install shelves, fixtures, sink, etc. There are many requirements from the state board of pharmacy that have to be completed in the construction process. We will take care of this long process and ensure that there are no errors in any part of your pharmacy construction process.





## **6. VIDEO SURVEILLANCE**

After completion of construction, all that's left are the final details. Our package includes an 8-camera video surveillance security system to protect your pharmacy. Using your phone or a computer, you will have the option to remotely access and view your pharmacy from anywhere through an internet connection.

## **7. PHARMACY INSPECTIONS**

After the construction is complete and your pharmacy application has been accepted, a state pharmacy inspector will make an appointment to inspect the pharmacy. If there is just one small mistake, they will fail you and delay the process. We will guide you through the inspections and make sure these mistakes do not happen so that the job gets done the first time.

## **8. SIGN & MARKETING MATERIALS**

We will help design exterior pharmacy signage, posters, business cards, and flyers. You will be ready on day one with all the necessary marketing materials to advertise your pharmacy.

## **9. 3RD PARTY CONTRACTS**

Other than the licenses, you will also need to contract with the 3<sup>rd</sup> party organizations that help cover your patients. There are many companies and securing some takes longer than others. We will manage and complete this whole process in the quickest time.

## **10. DRUG DISTRIBUTORS & INVENTORY**

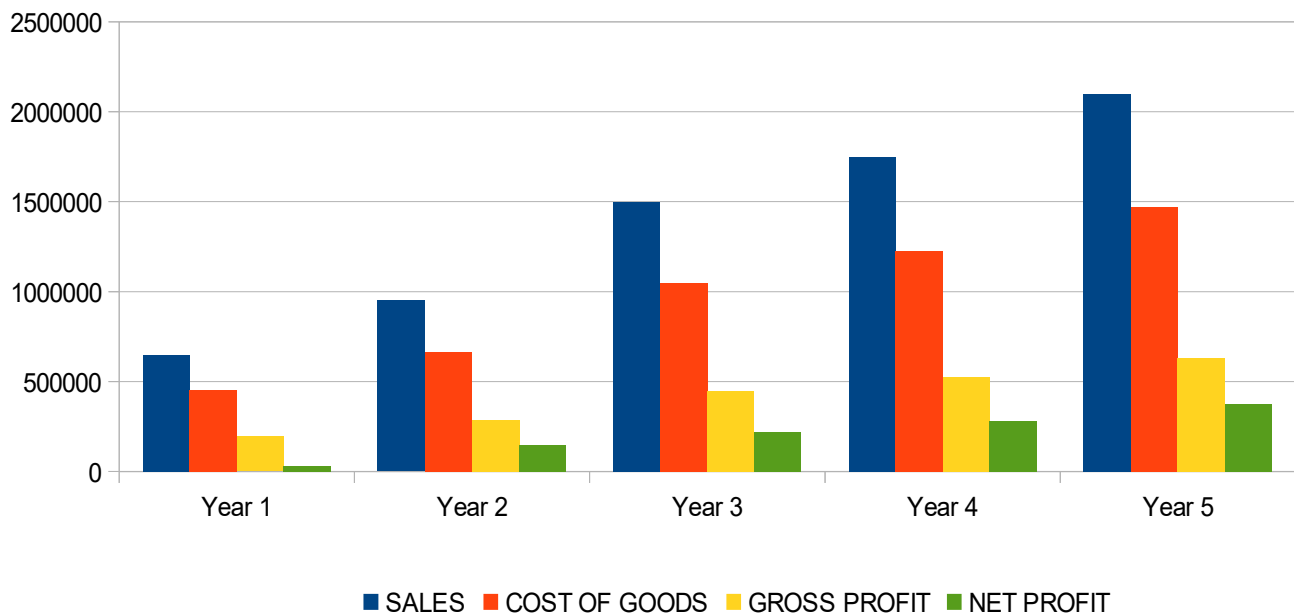
Which wholesalers should you buy from? How do you know how much to order? How much is too much or too little? We've dealt, in one way or another, with most of the industry's wholesalers. We know who you should work with and who you should avoid. Too much inventory is a waste of your resources, and too little is bad for business. We will help you in keeping a balance to make sure that you don't spend needlessly on your opening inventory while having enough to be ready on day one.

## 11. GRAND OPENING

Congratulations! You have made it this far and are now ready to start your future in your own pharmacy. We will properly train you and give you the right tools to succeed at your pharmacy. Nothing is more important for the success of your pharmacy than a good marketing plan. It is critical to contact local physicians, nurses, home health professionals, and your patients, and notify them of your services. It is imperative that you continue to market your pharmacy, not only during your first year, but on a consistent and permanent basis to make sure that you have constant growth.

The chart below gives a good idea of the pharmacy’s yearly projection. These figures are standard for a typical independent pharmacy, and if the pharmacy specializes, then their profits will be significantly higher than what is shown. Not only do sales grow steadily, but profit margins are much higher as well.

**FIGURE 2:**  
**5-Year Sales Forecast**





**FIGURE 3: PHARMACY PACKAGES**

<b>ITEMS &amp; SERVICES INCLUDED</b>	<b>PACKAGE 1</b>	<b>PACKAGE 2</b>	<b>PACKAGE 3</b>	<b>PACKAGE 4</b>
	<b>BASIC RETAIL PHARMACY</b>	<b>COMPLETE RETAIL PHARMACY</b>	<b>COMPOUNDING PHARMACY</b>	<b>MAIL-ORDER PHARMACY</b>
Location Services		✓	✓	✓
Lease Negotiations		✓	✓	✓
Pharmacy Design	✓	✓	✓	✓
Pharmacy Construction	✓	✓	✓	✓
Pharmacy Licensing	✓	✓	✓	✓
3 <sup>rd</sup> Party Contracting	✓	✓	✓	✓
Pharmacy Shelving	✓	✓	✓	✓
Front-End Shelving	✓	✓	✓	✓
Staff Training	✓	✓	✓	✓
Pharmacy Equipment	✓	✓	✓	✓
Surveillance System		✓	✓	✓
Pharmacy Software/Hardware	✓	✓	✓	✓
Exterior Signage	✓	✓	✓	✓
Marketing		✓	✓	✓
Consulting Services		6 months	6 months	6 months
Compounding Equipment			✓	✓
State Pharmacy Licenses	Licensed in Local State Only	Licensed in Local State Only	Licensed in Local State Only	Licensed in all 50 States
<b>TOTAL COST</b>	<b>\$99,999</b>	<b>\$125,000</b>	<b>\$175,000</b>	<b>\$325,000</b>

\* All 4 pharmacy packages include all construction (labor and material), shelving, fixtures, equipment, supplies, licenses, contracts, computer hardware, pharmacy software, printers, etc which are necessary to operate a pharmacy.



### **PACKAGE 1: BASIC RETAIL PHARMACY**

In this complete package, we will set up a complete pharmacy package including all licensing, contracting, training, and construction (labor and materials), equipment, fixtures, training, licensing, 3<sup>rd</sup> party contracts.

FINANCING AVAILABLE: We offer the following financing to our Clients as a helping hand to make your dream come true with less up front: If you pay us \$50,000, we will begin to completely set up your pharmacy location, followed by monthly payments of \$2,000 for 30 months.

### **PACKAGE 2: COMPLETE RETAIL PHARMACY**

In this package, we do all the work necessary to open a pharmacy for our clients, including all licensing, contracting, training, construction, plus some options not available in Package 1, such as Pharmacy location search, Lease negotiations, 6 months of free Consulting after you're open, Marketing your pharmacy to physicians/etc after you're open, video surveillance system, etc.

FINANCING AVAILABLE: We offer the following financing to our Clients as a helping hand to make your dream come true with less up front: If you pay us \$95,000, we will begin to completely set up your pharmacy location, followed by monthly payments of \$2,000 for 24 months.

### **PACKAGE 3: COMPOUNDING PHARMACY**

This is similar to Package 2, with the addition of Compounding Training, Equipment, and Construction of Compounding room. In the Compounding pharmacy package, we will provide all the equipment that will allow you to take advantage of many compounding services, as well as provide health and wellness services for patients who visit your pharmacy.

We provide on-site training by a professional compounding pharmacist who will teach you and your employees how to use all the equipment, how to implement various formulations for you to market to your customers, and how to work with 3<sup>rd</sup> parties to be able to bill for your compounding services.





FINANCING AVAILABLE: We offer the following financing to our Clients: If you pay us \$135,000, we will begin to completely set up your pharmacy location, followed by monthly payments of \$2,000 for 30 months.

**PACKAGE 4: MAIL-ORDER PHARMACY**

This is similar to the Compounding Pharmacy Package in all the contents and setup. The main advantage of this package is that, within the first year, we will acquire licensing for your pharmacy in most of the 50 states. With this, you will be able to ship medications to virtually anywhere in the US. The additional licenses require greater time to secure, but you will have access to a national market that will propel your business to the next level and allow you to stay ahead in all aspects of the industry.

What you have in your hands is just a brief overview of our services. In a nutshell, we complete and include everything you'll need to operate your pharmacy, except for your drug inventory. Just imagine the peace of mind of walking into your pharmacy and knowing that you're ready to operate with no deficiencies. From start to finish, we provide you your very own independent pharmacy. Take the first step and contact us today to get started on a profitable future in the pharmacy industry.

Thank you for your interest in our company. We look forward to doing business with you.

Hafiz Ebady

609-772-1314

openapharmacy@gmail.com

www.openapharmacy.com