Maximizing Revenue for Independent Pharmacies
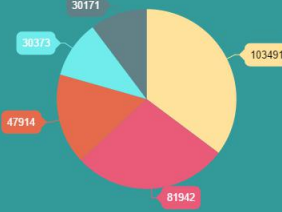
AmeriSource Bergen Challenge

Revenue Drivers

$429,916.85
$373,221.71
$347,379.75
$1,045,707.43
$255,826.13
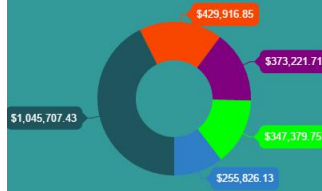
Over the past 6 months, Money orders & Western Union have generated the most revenue, followed by Misc. Home Health Care, Lottery, Other Cards and Cigarettes

Top Sellers

30171
30373
103491
47914
81942

More units of Other Cards were sold than any other segment, followed by Candy, Home Health Care, Throat & Cough Drops and Cigarettes

Throughout the year, independent pharmacies have struggled to maintain business over the weekends, with only 42 out of 1097 pharmacies making over 100 sales on Sundays.   That's less than 4%!

| | Jan | Feb | Mar | Apr | May | Jun |

Top Grossing Pharmacy

GNP #453 brought in more revenue than twice the 2nd highest grossing pharmacy. They did so with a unique product mix under utilized by the rest of its competitors.
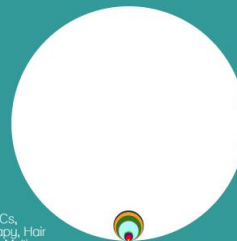
They sell more beer than all other independent pharmacies combined

They are the only pharmacy that sells liquor

They are 1 of only 2 pharmacies offering money order & Western Union services

They are the only top 10 grossing pharmacy that is not open Sundays

Liquor — 3160
Postage & Shipping — 4767
Money Orders & Western Union — 6746
Miscellaneous Beverages — 7654
Beer — 17771

Space Wasters

Several product categories have failed to justify their cost and placement in the pharmacy.   The bottom 10 product categories should not be carried.

The white circle represents sales revenue of an average product category, the colored circles represent the bottom 10 categories

These product categories account for less than 0.2% of total sales revenue.

These categories account for over 900 products!   This space would be much better allocated to more profitable products

The categories to be cut:
Sports & Recreation, Fragrances, Professional OTCs, Generic & Private Label Sundries, Alternative Therapy, Hair Accessories, Homeopathic Kits, Patient Skin Care, Multi-Cultural Beauty Care and Toys.