

Independent Pharmacy Returns Program

Receive returns value quicker

The traditional process of returning un-merchantable product through a third-party processor places a significant burden on your pharmacy staff.

While the upfront submission and mailing of the products is fairly straightforward, the reconciliation of the credits to the original submission is extremely labor intensive. Pharmaceutical manufacturers can take up to 24 months to process the return and refund your unsalable merchandise. Cardinal Health is in a unique position to make the process easier.

We have preferred partner relationships with **Inmar®** and **Pharma Logistics®** to get you value quicker on your returns.

After receiving the estimated returnable value, the processor multiplies the amount by the discount percentage that we are willing to pay to assume responsibility for the open receivable (80 percent for Inmar® and for Pharma Logistics®). We then remit that amount in the form of a credit to your store(s). This benchmark rate is based on the historical performance of Inmar®/Pharma Logistics® and our relationships with pharmaceutical manufacturers. The credit is typically

paid within 60 days of the returnable value assessment by the third-party processor.

By selling your receivable to Cardinal Health, you can greatly reduce that your staff spends reconciling credits and returns to Inmar®/Pharma Logistics®. Creating this efficiency allows you and your staff more time with patients, assisting at the front-end and ensuring that you are optimizing your time.

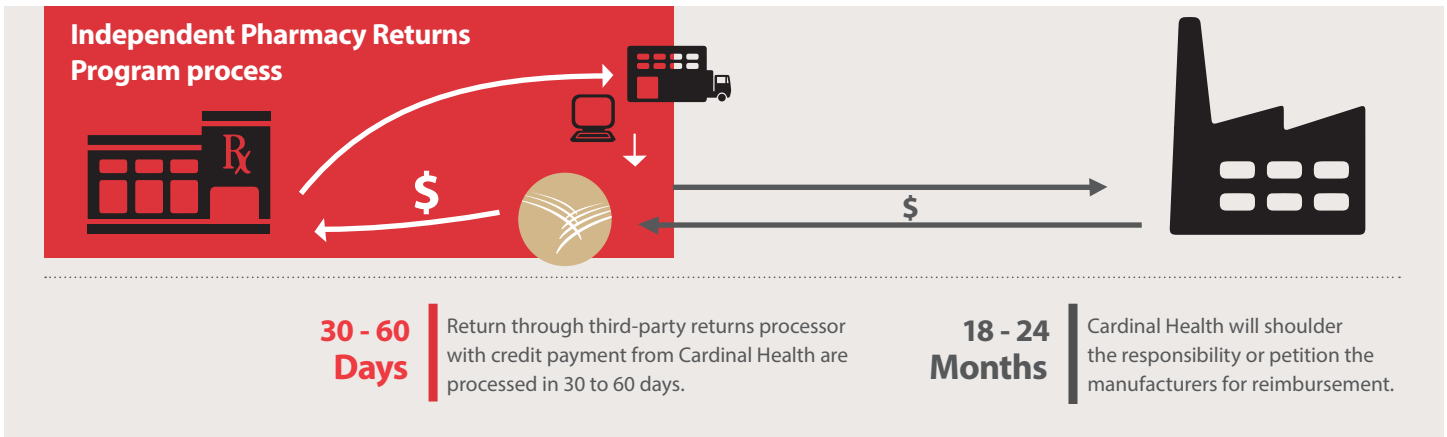
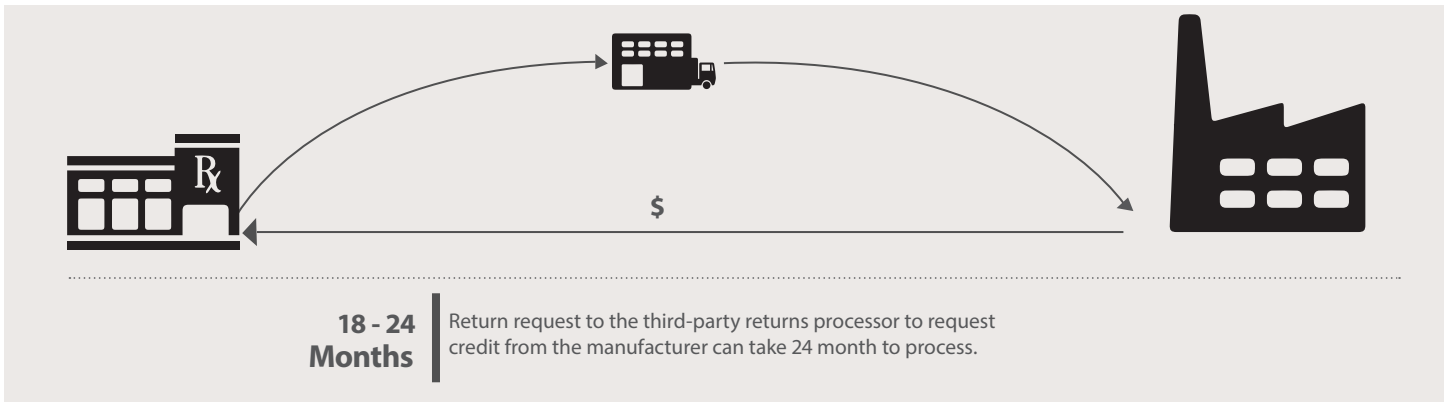
Benefits for your pharmacy

- Quick injection of cash to your bottom line
- Elimination of manual reconciliation of voluminous credits against your third-party return submissions
- Immediate awareness of cash-flow impact and comfort in knowing when the money will be on account

Our Independent
Pharmacy Returns Program
process can get you reimbursed in

**less than
60 days**

versus 24 months from
the manufacturer.



Our process

1. The pharmacy submits the returns claim to Inmar®/Pharma Logistics® and receives information on what products are eligible for return, along with the information needed to ship the returnable product to the processor.
2. Pharmacy personnel package the un-merchantable product for shipment to Inmar/Pharma Logistics.
3. The pharmacy ships the unsalable product to Inmar®/Pharma Logistics®.
4. Inmar®/Pharma Logistics® processor receives the product and catalogs it.
5. Inmar®/Pharma Logistics® provides the pharmacy and Cardinal Health with information on the total return value along with the individual item details.
6. Within 60 days of the returnable value assessment from the third-party processor, Cardinal Health will issue a credit of 80 percent of the estimated returnable value to your Cardinal Health account for Inmar. Pharma Logistics will issue a check to the pharmacy for 80 percent of the estimated returnable value.
7. Over the course of the next 18 to 24 months, Cardinal Health collects the returns values owed from the manufacturers.

For more information, contact your Pharmacy Business Consultant.

