

# 2023

## FOUNDATION HIGHLIGHTS

A YEAR IN REVIEW



The HDA Research Foundation had a remarkable year in support of our mission and strategic priorities. Projects like our Understanding Distribution courses and annual benchmarking studies advanced our commitment to educating current and future supply chain leaders. The Karen J. Ribler scholarship was awarded to four HDA-member employees pursuing graduate degrees. Finally, our signature fundraising event, the CEO Roundtable, set record-breaking fundraising totals. Many thanks to our Board of Directors, generous contributors, and of course, our staff, who have devoted their time and money in support of the industry's pursuit of supply chain efficiency.

As we look to 2024, we welcome our new Chairman Steve Giuli, Apotex Corp. and Vice Chairman Anthony Mihelich, Anda, Inc. We are grateful to Craig Cowman of Cardinal Health, who has been an exemplary chairman these past two years. Craig laid the groundwork for our strategic plan and has set the standard for engagement with our Board of Directors for the future. We also welcome three new Board members: Kristy Ronco, Hikma Pharmaceuticals USA Inc.; Steve Wilhelm, R&S Northeast LLC.; and Mayur Shah, Sanofi US. We look forward to working with them along with the full Board and other partners to achieve the Foundation's long-term goals.

Through your continued support, the HDA Research Foundation is providing valuable resources that will enhance healthcare supply chain operations now and in the future. Thanks again for your contributions and partnership in 2023 — and I look forward to another productive year.

Sincerely,

Perry Fri  
Executive Vice President, Industry Relations and Member Services, HDA  
Chief Operating Officer, HDA Research Foundation

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## THANK YOU TO OUR ANNUAL SPONSORS





## FIFTEENTH ANNUAL CEO ROUNDTABLE FUNDRAISER

The Fifteenth Annual CEO Roundtable Fundraiser was held in Washington, D.C., grossing a record-breaking \$564,700 to support the Foundation. This funding allows the Foundation to drive thought leadership through high-quality research and education for healthcare supply chain stakeholders and others.

Following an update from Foundation Chairman Craig Cowman of Cardinal Health, the event guest of honor, Alicia Boler Davis, Chief Executive Officer, Alto Pharmacy, engaged the audience through an energetic and informative dialogue with HDA's President and CEO Chip Davis. During the discussion, the leaders touched upon healthcare affordability and accessibility issues. Further, Boler Davis spoke about how her experiences at General Motors and later Amazon prepared her to work for a company innovating in the pharmacy space.



The next event will be held on November 12, 2024 — once again in the nation's capital.

**Sponsors:** **Platinum:** Apotex Corp. | Genentech, A Member of the Roche Group | Viatris  
**Gold:** Amgen Inc. | Regeneron  
**Silver:** Amneal Pharmaceuticals | IQVIA | Takeda Pharmaceuticals U.S.A., Inc.

## RECOGNIZING SUPPLY CHAIN EXCELLENCE: THE NEXUS AWARD FOR LIFETIME ACHIEVEMENT



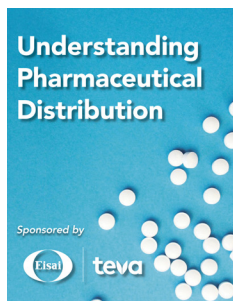
The HDA Research Foundation honored former Cardinal Health CEO Mike Kaufmann with the 2023 Nexus Award for Lifetime Achievement. The healthcare distribution industry's highest individual achievement, the award was presented at the HDA Business and Leadership Conference in Colorado Springs.

Mr. Kaufmann served 32 years at Cardinal Health, starting as a controller at the company's Zanesville Distribution Center. Over the first half of his career at Cardinal Health, Mr. Kaufmann held a range of positions related to the company's repackaging, retail sales and marketing and procurement functions, as well as Chief Financial Officer and Group President of Cardinal Health Healthcare Supply Chain Services. Additionally, as a longtime champion for diversity, equity and inclusion (DEI), Mr. Kaufmann left a lasting impact on the culture of Cardinal Health by embedding the company's DEI initiatives within the fabric of the enterprise. He remains an active advocate and speaker on leadership and DEI-related issues.



Founded in 1956, the Nexus Award recognizes one industry executive's exceptional character, accomplishments and leadership in the healthcare distribution industry, HDA and their community. Nominee's are solicited and encouraged from all HDA members and Foundation stakeholders. Award recipients are voted upon by the HDA Executive Committee and the HDA Research Foundation Board of Directors.

**Sponsors:** Johnson & Johnson Health Care Systems Inc. | Viatris



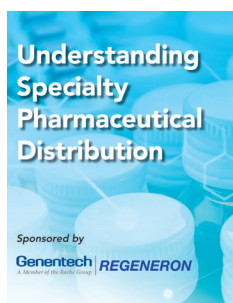
## “Understanding Pharmaceutical Distribution” Interactive Course

Updated in 2023, this 13-module course illustrates how healthcare industry stakeholders coordinate to move products within the supply chain — from manufacturers, to distributors, to dispensers, and ultimately, to patients.

The modules provide updated information on the Drug Supply Chain Security Act, supply chain resilience and the returns/recalls process. Content is based on *The Role of Distributors in the US Health Care Industry, the 93rd Edition HDA Factbook* and *The Role of Reverse Distribution*.

Designed with training in mind, the course can be used as a whole, or trainers can pick and choose which modules to focus on. In addition to being mobile friendly, this resource includes a search function and a flashcard glossary.

**Sponsors:** Eisai, Inc. | Teva Pharmaceuticals



## “Understanding Specialty Distribution”: A Reimagined Resource

This nine-module interactive course shows the key specialty pharmaceutical supply chain stakeholders and their functions as products move from the manufacturer to the patient.

The course builds on information provided in the 2023 Understanding Pharmaceutical Distribution course, with an emphasis on specialty pharmaceuticals and how they differ from traditional pharmaceuticals. Users gain access to content based on *Specialty Pharmaceutical Distribution: Facts, Figures and Trends*, including information on biosimilars and reimbursement models for specialty pharmaceuticals.

Designed for onboarding new personnel, as well as for supply chain professionals and others interested in learning the processes involved in moving medicines from the manufacturer to the customer.

Combined with the modules on traditional healthcare distribution, the Foundation’s courses have become a recognized and recommended resource for onboarding within the healthcare distribution sector.

**Sponsors:** Genentech, A Member of the Roche Group | Regeneron



**KR** **Karen J. Ribler**  
SCHOLARSHIP

Each year, the HDA Research Foundation presents graduate-level scholarships to individuals from HDA distributor- and manufacturer-member companies. Through an essay and supporting materials, these scholars demonstrated leadership, innovation, a commitment to the industry and a desire to promote the greater good of their organization.

**2023 Scholars**



**ADAM DAVIDSON**  
Sr. Associate, Strategic  
Intelligence & Analytics  
Cardinal Health  
*Rice University*  
MBA



**AMANDA LEWULLIS**  
Buyer – Brand/Specialty Rx  
Cencora  
*Temple University*  
MBA



**JOHNNY GONZALEZ**  
Assistant Director of  
Operations  
McKesson Corporation  
*Boston University, Questrom*  
MBA

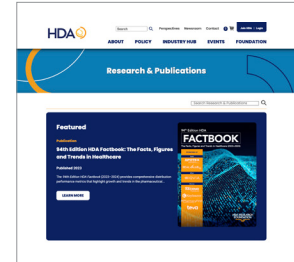


**JULIA JULIANO**  
Sales Enablement and  
Operations Specialist  
Cencora  
*Delaware Valley University*  
*Masters of Management and*  
*Organizational Leadership*

The program — established in conjunction with HDA’s Convene professional development program — is designed to develop the future growth of HDA member professionals and their companies as well as the pharmaceutical supply chain. With the announcement of the four latest scholars, the Foundation has disbursed nearly \$60,000 in support of higher education in the healthcare distribution sector.

## Annual Research Publications

The Foundation further studied how medicines and healthcare products moved through the traditional and specialty supply chains in addition to future industry developments. Resources are available for complimentary download on the Foundation website, [www.hda.org/foundation](http://www.hda.org/foundation).



## HDA Factbook



Now in its 94th year, this benchmarking publication reports on the outside forces shaping the distribution industry through updated performance metrics, while chronicling trends in the pharmaceutical industry. Of note, the Foundation reports that an estimated 95 percent — a record-high \$666 billion — of all U.S. pharmaceutical sales went to market through pharmaceutical distributors in 2022. Key findings are also included in a new executive summary and infographic along with the final report.

The *Factbook* serves as HDA's definitive source for quantifying the value and role of distributors, and the resource is used in many of the association's communications and advocacy materials. In 2023, the HDA Research Foundation began offering companies the opportunity to explore the *Factbook's* benchmarking data through private, company-wide briefings.

Additionally, the Foundation conducted a series of focus groups to modernize the survey. Changes to the survey and publication will be implemented in 2024.

**Sponsors:** **Gold:** Apotex Corp. | Real Value Rx  
**Silver:** IQVIA  
**Bronze:** Ascend Laboratories, LLC | KeySource | Pharmacy First | Teva Pharmaceuticals

## Specialty Pharmaceutical Distribution Facts, Figures and Trends



The 15th edition of this annual publication charts the continued development of the specialty pharmaceutical segment. The latest edition includes information on distributor performance metrics and distribution models. Chapters on payer perspectives and biosimilar trends also provide insights as the segment evolves.

As noted in survey responses, specialty distributors worked with just over 222 manufacturers to deliver products to 51,000 provider ship-to points. Additionally, a typical HDA-member specialty distribution facility processed approximately 4,200 orders at a fill rate or 99.5 percent and delivered orders to providers within 1.5 days.

**Sponsors:** **Gold:** Eisai, Inc. | Genentech, A Member of the Roche Group  
**Silver:** Regeneron | Takeda Pharmaceuticals U.S.A., Inc.  
**Bronze:** Johnson & Johnson Health Care Systems Inc.



**CRAIG COWMAN**

*(Chairman)*

EVP, Strategic Sourcing and Manufacturer Services  
Cardinal Health, Inc.

**STEVE GIULI**

*(Vice-Chairman)*

VP, Government Affairs and Trade Relations  
Apotex Corp.

**ROBERT FASOLA**

VP, Trade and Distribution  
Takeda Pharmaceuticals U.S.A., Inc.

**RESA GILMORE**

Executive Director, National Supply and Care Delivery  
Genentech, A Member of the Roche Group

**RENA GOINS**

Executive Director, Global Trade and Distribution  
Regeneron Healthcare Solutions

**GAYLE JOHNSTON**

Director at Large

**ANTHONY MIHELICH**

VP, CCO  
Anda, Inc.

**STEVEN NOETZEL**

Senior Director, Trade Strategy and Distribution  
Johnson & Johnson Health Care System Inc.

**ALBERT PAONESSA**

CEO  
KeySource

**ROBERT POTTER**

Head of Brand Sales and Trade Relations, NA  
Viatris

**RAMESH SRINIVASAN**

SVP, Strategic Pricing and Manufacturer Relations  
McKesson Corporation

**CLINT SYVINSKI**

Co-CEO/Chief Operating Officer  
Mutual Drug

**HEATHER ZENK**

President, US Supply Chain  
Cencora, Inc.

**CHESTER "CHIP" DAVIS, JR.**

*(President)*

President and CEO  
HDA

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*(COO)*

EVP, Industry Relations and  
Member Services  
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*(Treasurer)*

Executive Vice President and COO  
HDA

**ELIZABETH GALLENAGH**

*(Secretary)*

General Counsel and  
SVP, Supply Chain Integrity  
HDA

**PRELIMINARY FINANCIAL STATEMENTS FISCAL YEAR 2023****REVENUE**

Contributions	\$657,028
Sponsorships	\$600,000
Investment Income	\$18,209
<b>Total Revenue</b>	<b>\$1,275,237</b>

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**EXPENSES**

Research Projects	\$610,010
General and Administrative	\$242,505
Fundraising	\$346,268
<b>Total Expenses</b>	<b>\$1,198,783</b>

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Total Changes in Net Assets	\$76,454
Net Assets, Beginning of Year	\$627,536
<b>Net Assets, End of Year</b>	<b>\$703,990</b>

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*(2023 Unaudited)*



# HDA RESEARCH FOUNDATION



1275 Pennsylvania Avenue  
Washington, DC

The HDA Research Foundation is the 501(c)(3) nonprofit charitable organization of the Healthcare Distribution Alliance (HDA). The Foundation serves as the thought leader in driving research, education and discussion for all healthcare supply chain stakeholders, enabling the industry's ability to deliver efficient, safe and secure patient access to medicines and medical products.

Learn more at [HDA.org/Foundation](https://HDA.org/Foundation).