



Delivering Value Across Healthcare



Distributors create up to \$63 billion in healthcare cost savings each year.

Distributors' core services enable patient access to necessary medications and treatments by supporting pharmaceutical manufacturers, providers and pharmacies. These services amplify value in the healthcare ecosystem by increasing operational efficiency, providing inventory management and bearing financial risk.



ADMINISTRATIVE



CONTRACTS AND CHARGEBACK RECONCILIATION



SALES AND MARKETING



DELIVERY



BUYING



WAREHOUSE OPERATIONS



PICK, PACK AND SHIP EXPENSES



CARRYING COSTS



INFORMATION TECHNOLOGY



CUSTOMER COSTS

Through partnerships across the supply chain, distributors provide safe, quick and low-cost access to billions of prescription medicines for patients each year.

180M

patients regularly take a prescription medicines.

1,500

manufacturers are served by distributors.

330,000

pharmacies, hospitals, providers and other healthcare facilities are supplied by distributors.

~20,000

independent pharmacies are supported by distributor services

10M

prescription units are purchased from distributors each business day.

5 days or more

distributors deliver medicines to patients nationwide.

[***The Role of Distributors in the US Health Care Industry***](#) is available as a complimentary download through the HDA website.

Source: HDA Research Foundation. 94th Edition HDA Factbook: The Facts, Figures and Trends in Healthcare. 2023.
Source: HDA and Deloitte Consulting LLP, The Role of Distributors in the US Health Care Industry (2019), HDA Analysis, 2022.
Source: National Community Pharmacists Association, NCPA Digest, 2022.