

# HEALTHCARE DISTRIBUTION ALLIANCE

PATIENTS MOVE US.



## ○ HDA: THE VITAL LINK™ IN HEALTHCARE FOR MORE THAN 140 YEARS

The Healthcare Distribution Alliance (HDA) is the vital link between the nation's pharmaceutical manufacturers and more than 200,000 pharmacies and other healthcare providers nationwide. Since 1876, HDA has helped members navigate regulations and innovations to deliver lifesaving medicines and healthcare products to the right patients at the right time, safely and efficiently. HDA's members include global, national, regional and specialty primary distribution companies who are not only distributors, but also technology innovators, information management experts, security specialists and efficiency professionals whose expertise streamlines the supply chain to reduce costs and save the nation's healthcare system both time and money.

HDA IS THE NATIONAL ORGANIZATION REPRESENTING **PRIMARY PHARMACEUTICAL DISTRIBUTORS**

## HDA'S MISSION IS:

- **To protect** patient safety and access to medicines through the safe and efficient distribution of healthcare products and services.
- **To create and exchange** industry knowledge and best practices to enhance the value of the healthcare supply chain.
- **To advocate** for standards, public policies and business processes that produce safe, innovative and cost-effective healthcare solutions.

## DELIVERING WHAT YOU NEED, WHEN YOU NEED IT

Healthcare distribution has never been just about delivery. It's about getting the right medicines to the right patients at the right time, safely and efficiently. Primary pharmaceutical distributors protect patient safety and access to medicines, and use their network of warehouses and distribution centers to securely deliver medicines nationwide.

EACH BUSINESS DAY,  
PRIMARY PHARMACEUTICAL  
DISTRIBUTORS DELIVER OVER  
**15 MILLION**  
PRESCRIPTION MEDICINES  
& HEALTHCARE PRODUCTS  
TO MORE THAN **200,000**  
PHARMACIES AND OTHER  
HEALTHCARE PROVIDERS IN  
**ALL 50 STATES**

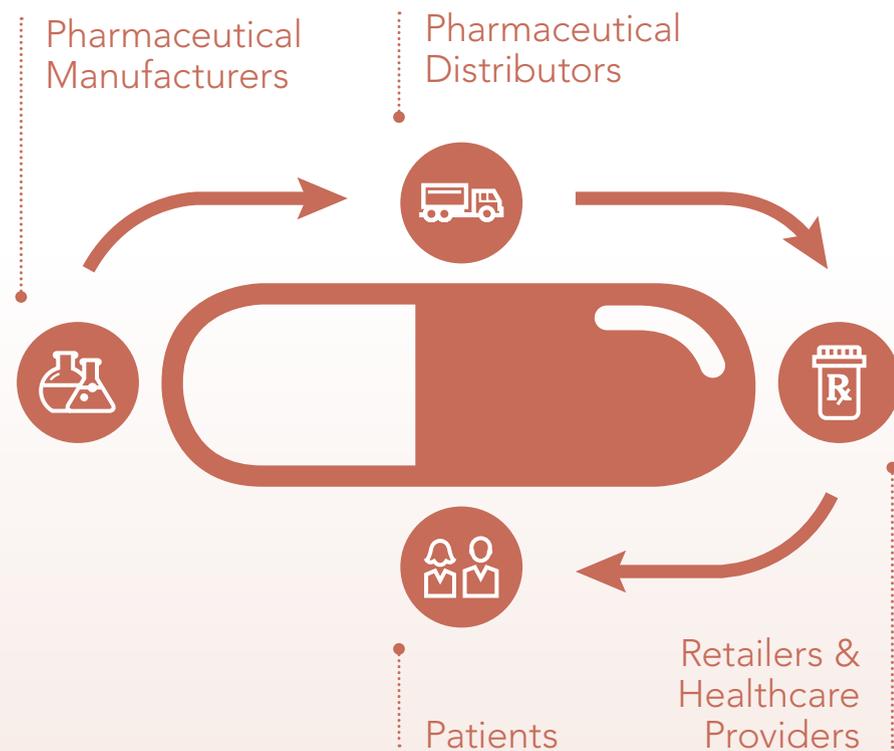


## DID YOU KNOW?

**Nearly 94%** of U.S. prescription drug sales  
are handled by primary distributors.

# ○ THE PHARMACEUTICAL PRODUCT PATH

As the healthcare system rapidly changes, primary distributors are constantly envisioning new ways to move and secure the nation's medicines, all while protecting patient safety. Pharmaceuticals pass through a sophisticated, highly regulated supply chain working around the clock to help thousands of pharmacies and healthcare providers across the country keep their shelves stocked with the medications and products that patients need every day.



## DID YOU KNOW?

Each pharmaceutical distribution center processes an average of **5,800 orders** every business day.

# NAVIGATING A COMPLEX SYSTEM

Primary pharmaceutical distributors must navigate many challenges to ensure that medicines are delivered safely, securely and efficiently to healthcare providers and pharmacies across the country.



## Pharmaceutical distributors:

- Support and adhere to both state and federal regulations and policies from agencies like the Food and Drug Administration and the Drug Enforcement Administration, and state boards of pharmacy and departments of health, to help ensure the safety, security and efficiency of the pharmaceutical supply chain.
- Promote policies, standards and business innovations that streamline operations and provide efficiencies for manufacturers, retailers and healthcare providers to help keep their operating costs low.
- Use sophisticated electronic security systems and screen employees to prevent and deter thefts, and adhere to federal and state security specifications for warehouses and operations.
- Deliver medicines with special requirements such as temperature-controlled containment devices and storage in refrigerated areas.
- Manage hundreds of product recalls/withdrawals every year and communicate with customers about shortages.



## DID YOU KNOW?

The pharmaceutical distribution industry has partnered with national organizations, such as the National Governors' Association, The Partnership for Safe Medicines and The Partnership for Drug-Free Kids, to **educate about, raise awareness of and advance solutions to prescription drug abuse and diversion.**

# BENEFITS OF PRIMARY PHARMACEUTICAL DISTRIBUTORS

Primary distributors have created processes to enhance safety, efficiency and value in the pharmaceutical supply chain.

## AVAILABLE & ACCESSIBLE

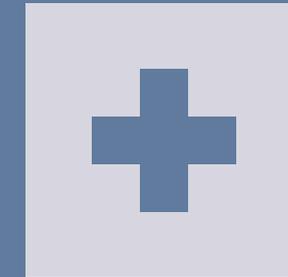
- Deliver 15 million prescription medicines and healthcare products every day
- Ensure orders made by 8:00 p.m. are available the next morning
- Manage unexpected spikes in demand and anticipate shortages

## SOPHISTICATED & EFFICIENT

- Deliver to more than 200,000 licensed pharmacies and other healthcare providers
- Provide significant cost savings through streamlined, aggregated ordering, efficient shipping logistics and cutting-edge technologies
- Predict retailer and consumer needs through data
- Adhere to prescription drug monitoring requirements

## SAFE & SECURE

- Alert Drug Enforcement Administration of suspicious orders as required by law
- Meet federal and state security requirements to address diversion and tampering
- Require highly trained staff who are screened for access



## DID YOU KNOW?

In emergencies, pharmaceutical distributors **leverage their logistics expertise** to rapidly deliver medical supplies and disaster aid packages to affected communities around the clock.



Healthcare Distribution Alliance

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