

**Pharmacy Reverse
Distribution Procedures
for ADPH County Staff**

**Satellite Conference and Live Webcast
Tuesday, January 6, 2015
3:00 – 4:00 p.m. Central Time**

Produced by the Alabama Department of Public Health
Video Communications and Distance Learning Division

Faculty

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Professional and Support Services
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SE Sales Representative

Christopher Lane
Alabama Sales Representative

EXP Pharmaceutical Services Corporation

**Is Your Current Vendor Acting
as Consultant to Work
Collaboratively with You?**

- Decrease amount of non creditworthy product sent to reverse distributor
- Maximize amount of credit to facility

EXP DOES!!!

**Thorough Business
Reviews**

- Defaced Packaging
- Products Expired Beyond Return Window
- Dated Products
- Opened Packaging / Product

Results

Total Product Dollars Returned	Creditworthy Dollars / Percentage
• 2011 - \$1,641,645	• 2011 - \$782,590 48%
• 2012 - \$1,443,795	• 2012 - \$709,407 49%
• 2013 - \$1,424,848	• 2013 - \$733,181 51%

**There are more areas we are
collaboratively working on!!**

Indated Products
Aged Products
Repackaged Controlled Substances
Repackaged Legend Pharmaceuticals
Assisting in Centralized Distribution
Vaccines Eligible for Reimbursement

There are more areas we are collaboratively working on!!

All in an effort to decrease waste and maximize credit



SERVICE
RESULTS
ACCOUNTABILITY
IMPROVEMENT