








In-house, pharmacy management company or outsource?

## What to consider before choosing an on-site pharmacy model



	In-house	Pharmacy Management Company	Outsourcing
 <b>Overview</b>	Your organization owns and operates an independent, on-site pharmacy	Your organization partners with a pharmacy management company to offer an on-site pharmacy	Your organization offers an on-site pharmacy through an external pharmacy partner, like Genoa Healthcare® - all at no cost to your center
 <b>Who realizes the pharmacy's profits?</b>	Your organization	Your organization and the pharmacy management company share profits	Genoa realizes pharmacy profits, your organization sees the savings from federally-funded programs, like 340B
 <b>Who's responsible for costs like purchasing, payroll, packaging, licensing and operation?</b>	Your organization	Your organization and the pharmacy management company share responsibility	Genoa
 <b>Who's responsible for licensing and insurance requirements, and other challenges and risks?</b>	Your organization	Your organization and the pharmacy management company share responsibility	Genoa
 <b>Will the pharmacy be able to secure drug savings and limited-distribution medications?</b>	Likely no - smaller purchase volumes make it tough to purchase medication at competitive rates and secure access to limited-distribution medication	Maybe - the pharmacy management company's purchasing power depends on their footprint and relationship with payers	Yes - Genoa's nationwide footprint and relationships with payers drives better access to drug savings and limited-distribution medication
 <b>Will the pharmacy offer specialized care and services for my consumers?</b>	Maybe - it depends on whether your organization has the time and resources to offer your pharmacy team specialized trainings and services	Maybe - not all pharmacy management companies specialize in serving people living with behavioral health and other complex conditions	Yes - Genoa specializes in providing high-touch pharmacy care to people living with behavioral health and other complex conditions
 <b>Can the pharmacy support us with the 340B Program?</b>	Maybe - you'll save on dispensing fees, but your staff will be responsible for navigating the changing landscape of 340B	Maybe - a pharmacy management company may specialize in 340B, but that doesn't mean they can provide the 340B savings you expect	Yes - Genoa has specialized in 340B dispensing for over 20 years, securing maximum reimbursements for clinics across the U.S.

Learn more and see the evidence at [www.genoahealthcare.com](http://www.genoahealthcare.com).