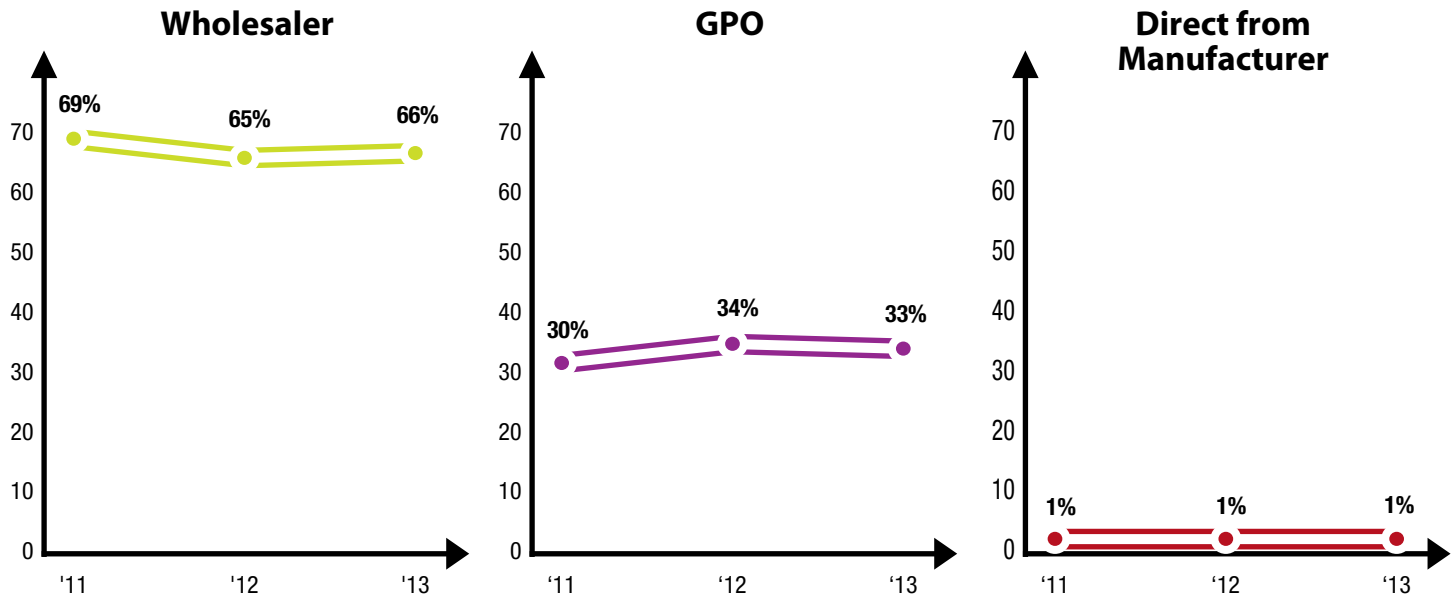


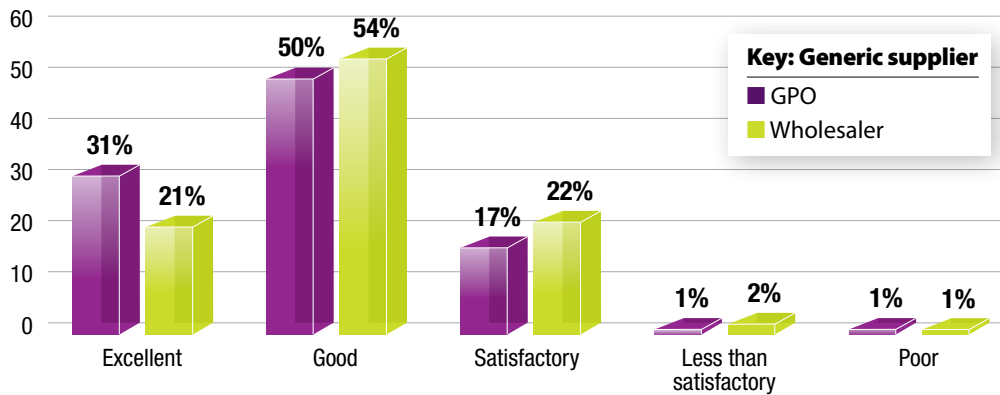


PRIMARY SOURCE FOR GENERIC PURCHASES



▲ **Wholesalers continue to be the primary source for generic purchasing**, although one-third of hospitals rely on their GPO to conduct the majority of their generic procurement. Direct purchasing from the manufacturer remains a rare occurrence, usually in response to a shortage or a specific request from a prescriber.

Pricing Satisfaction: GPO vs Wholesaler



▲ **While GPOs are less commonly utilized**, pharmacy directors give them higher marks than their wholesaler counterparts in terms of the prices they negotiate from the generic manufacturers.