

# Healthcare Distribution Alliance

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# We Are Health Delivered



# Pharmaceutical Distributors:

The backbone of the U.S. healthcare ecosystem



Nearly **330,000 pharmacies and healthcare providers** place orders for medicines with distributors.

Source: HDA Research Foundation, *95th Edition HDA Factbook: The Facts, Figures and Trends in Healthcare (2024–2025)*, 2024.



[HDA.org](https://www.hda.org) | [@HDACONNECT](https://twitter.com/HDACONNECT)

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# Without Pharmaceutical Distributors

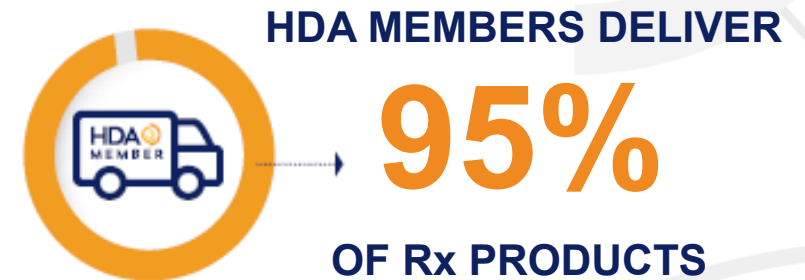


330,000  
POINTS OF CARE

1,200  
MANUFACTURERS

# Logistics Experts Drive Savings

Our 36 members deliver savings and efficiencies to the healthcare ecosystem.



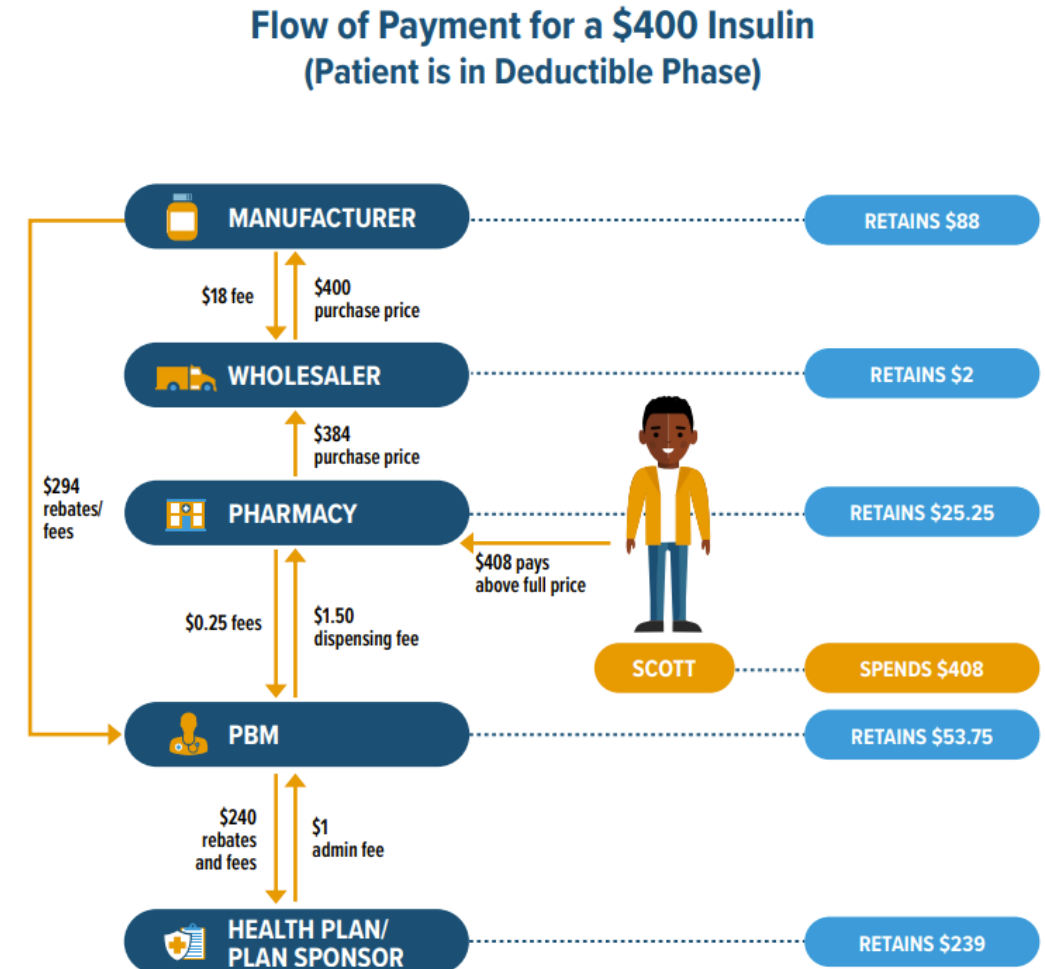
PROVIDE UP TO

**\$78**

BILLION IN SAVINGS  
TO THE HEALTHCARE  
ECOSYSTEM ANNUALLY

# Wholesale Distributors & Pricing

- Pharmaceutical wholesale distributors primarily utilize a **fee-for-service model**.
- The pharmaceutical distribution model is a high value, high volume but very low margin industry. A recent analysis from Berkeley Research Group (BRG) shows the profit margin for a wholesaler is **less than one percent** of the cost of brand medicines.
- Findings consistent with reports and analyses by the *USC*, *PhRMA*, *Wall Street Journal* and *Kaiser Health News*.



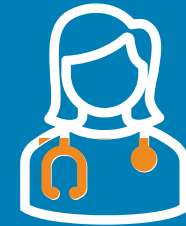
\*This graphic is illustrative of a hypothetical product with a WAC of \$400 and an AWP of \$480. It is not intended to represent every financial relationship in the marketplace.

\*\*The amount of payments does not add up to \$400 due to markups and discounts as medicines are distributed.

# Our Value to the Healthcare System

**Secure the U.S. pharmaceutical supply chain,** preventing counterfeit medicines from entering the legitimate supply and protecting against cybersecurity threats.

**Serve as vital partners to providers and government entities** during public health emergencies and natural disasters.



**Support pharmacies and providers:** Providing inventory management; technology solutions; financial services; pharmacy support.

# LEARN MORE AT HDA.ORG

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[HSEITZINGER@HDA.ORG](mailto:HSEITZINGER@HDA.ORG)



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DISTRIBUTION ALLIANCE



@HDACONNECT