

# First to Shelf Program

PRxO Generics® First to Shelf® program helps you maximize profit and control patient costs by quickly converting branded prescriptions to eligible newly-launched PRxO Generics products. Product will only be shipped if your purchase history indicates it would be a "good fit" for the pharmacy.

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## Maximize Pharmacy Profit and Control patient cost with these value-added features and benefits:

**Save Time and Reduce Drug Costs:** First to Shelf members receive an automated shipment of approximately a two-week supply of eligible newly-launched PRxO Generics products based on branded equivalent purchase history. This auto-shipment is discounted 5% over invoice price. Be the first to receive shipment and the first to save by converting to the new generic.

**Price Protection to minimize exposure to price fluctuations:** 60-day price decrease protection on any auto shipped newly-launched PRxO Generics purchases made in two separate periods: Launch through day 30; Day 31 through day 60. This benefit extends to all purchases of these items within the first 60 days. ([Only customers active on First to Shelf receive this benefit.](#))

**Enhanced cash flow:** 60-day extended invoice dating helps you manage cash flow.

**Maximize rebates:** First to Shelf purchases of PRxO Generics items count toward your performance rebate opportunity.

**No hassle of returns.** You will only receive new generics for those items that you are dispensing (Auto-shipped items are always returnable).

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## Example of price protection credits:

### PRxO Generics® 30th day price protection

**Day 1** (launch) sell price= \$200

**Day 30** (post launch) sell price= \$125

30 Day price protection= \$75 Credit

### PRxO Generics® 60th day price protection

**Day 31** (post launch) sell price= \$125

**Day 60** (post launch) sell price= \$100

Additional price credit at 60 days = \$25 Credit

All eligible items purchased during the first 60 days will be credited down to the lowest price (price effective on Day 60). Your Pharmacy must be active on First to Shelf to receive this pricing benefit.

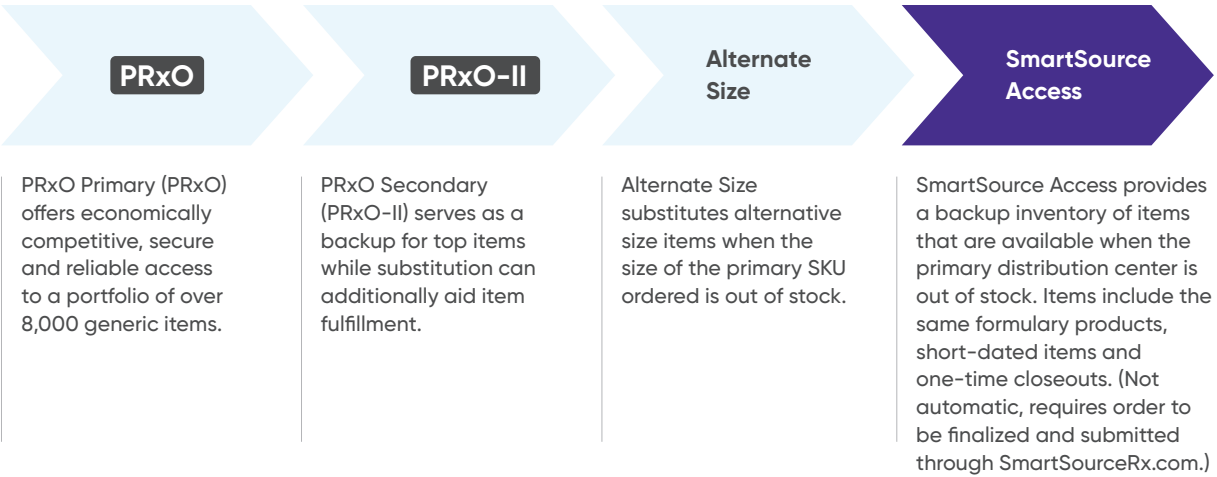
This feature is available at no extra cost to your Pharmacy and is benefit of your AmerisourceBergen relationship.

## Your AmerisourceBergen Sales Executive is available to assist with any questions.

AmerisourceBergen reserves the right to modify PRxO Generics First to Shelf at any time, and will notify Customer in writing at least 30 days before changes become effective.

# Maximize profit. Simplify operations. Enhanced patient care.

PRxO Generics® product access solutions, with the addition of SmartSource Access and the proper substitution setup, will maximize profits, simplify operations and maintain a reliable supply of products to enhance patient care.



Example of SmartSource Access



**AMLODIPINE-ATORVASTATIN 5-80 MG TAB 30**  
WHL 10268979 | 66993-0269-30 | 735661  
PRASCO LLC

|        |    |                                   |  |          |          |          |
|--------|----|-----------------------------------|--|----------|----------|----------|
| TABLET | 30 | \$4.0593                          |  | \$281.14 | \$281.14 | \$121.78 |
| 1      |    | <a href="#">Find Alternatives</a> |  | 1        | EA       |          |

Available on SmartSource    Acq cost: \$ 121.78    2    ⓘ

**PRxO-S**

PRxO Select (PRxO-S) provides additional access to a supplemental formulary for pharmacies to self-select and meet specific needs, such as additional flavors and manufacturers. These items are intended to satisfy patient preference for a particular item based on taste or look and feel while continuing to remain part of the overall PRxO Generics® program. **PRxO Select items are generally excluded from substitution throughout each stage of the product access flow but remain an available option.**

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**Earn rebates   |   Lower your overall drug costs   |   Maximize potential of your agreement**

## Why purchasing a cheaper item through your secondary is more costly in the long run

- PRxO compliance grid
  - Grid gives rebates earned based on PRxO compliance
- Look for the PRxO flag and purple band  
- SmartSource is a backup for PRxO contracted items that will count toward your PRxO compliance

|                                                                                     |                                                                                                                      |                                            |                                                                                           |                                   |          |         |                             |
|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------|-------------------------------------------------------------------------------------------|-----------------------------------|----------|---------|-----------------------------|
|  | <b>AMOX-CLAV POT 200-28.SMG / SML SUS 75ML</b>                                                                       | ☆                                          | SUSPENSION                                                                                | 75                                | \$0.0937 | \$24.63 | \$703                       |
|                                                                                     |  <b>AUROBINDO PHARMA, LTD ...</b> | ✓ <b>R01B1389   65862-0533-75   697722</b> | 7                                                                                         | <a href="#">Find Alternatives</a> | 1        | EA      | <a href="#">Add to Cart</a> |
| <a href="#">View Options</a>                                                        |                                                                                                                      |                                            | Available on SmartSource    Acq cost \$ 703    100+ ⓘ    1 EA <a href="#">Add To Cart</a> |                                   |          |         |                             |

| Item   | AB cost | AB cost after rebate | Competitor cost | Net difference |
|--------|---------|----------------------|-----------------|----------------|
| Drug A | \$100   | \$90                 | \$95            | \$5            |