

Patient Savings and Independent Pharmacy Access in Pennsylvania

PBMs are advocates for patients in the fight against high drug costs

PBMs cover
11,843,000
Pennsylvanians.¹

PBMs will save Pennsylvanians
\$45B
across all Pennsylvania
insurance markets over
ten years (2023–2032).²

PBMs will save Pennsylvanians
\$6B
over a 10-year period
(2023–2032) in
Pennsylvania Medicaid.²

PBMs save payers and
patients an average of
\$1,040 per person per year.³



PBMs drive prices down
by forcing manufacturers to
compete with one another.

SAVINGS ARE REALIZED THROUGH:

↓
Encouraging the
use of generic
and lower cost
brand drugs

↓
Reducing waste
and increasing
adherence

↓
Negotiating price
concessions with
drug manufacturers

↓
Creating networks
of affordable,
high quality
pharmacies

↓
Providing clinical
support to patients
taking specialty
medications

**“The demise of independent
community pharmacy has
been greatly exaggerated.”**

~ The Marwood Group ~



**37.8% of pharmacies in Pennsylvania are
independent pharmacies.**⁵

Independent pharmacies say they’re getting squeezed out of business, but according to NCPDP data and the National Community Pharmacists Association (NCPA), the number of independent pharmacies has generally been stable. **The NCPA found that in the last year, the number of independent pharmacies “was essentially flat,” demonstrating a stable marketplace.**⁶ Adam Fein’s Drug Channels also found that the independent pharmacies’ financials have also been steady. From 2016 to 2020, the average per prescription gross profit margin for independent pharmacies ranged from 20.8% to 21.1%, showing little fluctuation.⁷

**Nationwide, the independent
pharmacy marketplace is
stable.**⁴

In Pennsylvania, between 2013 and 2023,
**the number of independent pharmacies
grew from 1,006 to 1,007, a 0.1% increase.**⁵

1 Visante analysis of US Census state population data, CMS enrollment data, and Kaiser Family Foundation data, see The Return on Investment (ROI) on PBM Services, 2023.

2 Visante, PBMs: Generating Savings for Plan Sponsors, Feb. 2023.

3 Visante, The Return on Investment (ROI) on PBM Services, 2023.

4 PCMA, [The Independent Pharmacy Marketplace is Stable](#).

5 Quest Analytics analysis of NCPDP pharmacy data, 2023. Pharmacy count data is from January of a given year.

6 National Community Pharmacists Association, NCPA Releases 2022 Digest Report, Oct 2, 2022.

7 Drug Channels, Five Things to Know About the State of Independent Pharmacy Economics, Feb. 15, 2022.

ABOUT PCMA

PCMA is the national association representing America’s pharmacy benefit managers (PBMs). PBMs administer prescription drug plans for more than 266 million Americans who have health insurance from a variety of sponsors including: commercial health plans, self-insured employer plans, union plans, Medicare Part D plans, the Federal Employees Health Benefits Program (FEHBP), state government employee plans, Medicaid plans, and others.