**Driving compliance within prescriber verification**

The need to verify prescriber credentials is at the top of specialty pharmacy executives’ agendas. This is a top initiative for pharmacies for the following reasons:

1. **Reduction in Denials:** Reduced number of patient denials allows for more seamless patient verification processes.
2. **Cost Savings:** Reduced costs associated with processing incorrect or fraudulent claims.
3. **Better Patient Outcomes:** Ensuring patients receive the correct medications can lead to improved outcomes.
4. **Compliance:** Ensuring compliance with regulations can prevent legal and financial penalties.

**Out-of-date data compromises compliance and exposes pharmacies to unnecessary risk**

- **Pharmacies often rely on outdated or inaccurate systems to verify new providers.**
- **41% of specialty pharmacies** use outdated or inaccurate systems.
- **46% use free online resources** instead of robust prescriber verification systems.
- **50% of retail specialty pharmacies have had compliance issues with a lack of prescriber verification.**

**Identifying high value prescribers can help retail specialty pharmacies with enhanced sales and marketing outreach**

- **80% of our specialty pharmacy customers** have means to assign provider value for market development and marketing/sales outreach.
- **90% can identify the highest value prescribers** for their market development.
- **90% have the ability to analyze** prescriber outreach and prescription data to identify high value providers.

**Most specialty pharmacies are looking for ways to improve**

- **Half of all respondents** are looking to improve prescriber verification and outreach.
- **One in three respondents** are looking to improve prescriber outreach.
- **More than half** are looking to improve prescriber outreach and engagement.

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**Factors affecting specialty pharmacy**

- **Regulatory changes,** including affordability, provider networks, and system-based financial programs, can have a significant impact on the specialty pharmacy industry.
- **Change management** is crucial for pharmacies to adapt to these changes and maintain operational efficiency.
- **Strategic partnerships** with other organizations can provide additional revenue streams and help pharmacies stay competitive.

**Driving growth by eliminating operational weaknesses**

Specialty pharmacies are facing a variety of operational weaknesses that can hinder growth. According to the 2020 Specialty Pharmacy Survey, key challenges include:

- **Inaccurate systems:** 48% of specialty pharmacies rely on inaccurate systems to verify new providers.
- **Missed market opportunities:** 37% of pharmacies experience missed opportunities due to inaccurate systems.
- **Effective targeting:** 38% of pharmacies struggle with effective targeting.

**Factors affecting specialty pharmacy**

- **Regulatory changes:** including affordability, provider networks, and system-based financial programs, can have a significant impact on the specialty pharmacy industry.
- **Change management:** is crucial for pharmacies to adapt to these changes and maintain operational efficiency.
- **Strategic partnerships:** with other organizations can provide additional revenue streams and help pharmacies stay competitive.