

PORTFOLIO ANALYSIS

# 12 Pharmacies Ranked

RETAIL MYMEDS

| 12 Pharmacies Analyzed | Ranked by Qualification Score | Outreach Prioritization

## Executive Summary

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This report ranks **12 independent pharmacies** by RetailMyMeds qualification score across three dimensions: Financial Fit (45%), Operational Readiness (30%), and Market Urgency (25%). The portfolio average score is **68/100**.

### KEY FINDINGS

- **8** pharmacies (67%) scored A or B — ready for immediate outreach or nurture
- Total addressable GLP-1 losses across portfolio: **\$128,374/month** (\$1,540,488/year)
- Average breakeven: **7 fills/month** at \$275/month subscription
- Grade A (Strong Fit): 4 pharmacies | Grade B (Good Fit): 4 pharmacies

### Grade Distribution

Grade	Count	% of Portfolio	Classification
A	4	33%	Strong Fit
B	4	33%	Good Fit
C	2	17%	Conditional
D	2	17%	Not Recommended

### Segment Breakdown

Segment	Count	% of Portfolio
DIR Fee Squeeze	7	58%
MFP Cash Flow	5	42%

### Outreach Priority Matrix

Priority	Count
Immediate Outreach	8
Nurture	0
Conditional	0
Deprioritize	4

**Immediate Outreach:** Score  $\geq 65$  + Urgency  $\geq 60$ .    **Nurture:** Score  $\geq 65$  + Urgency  $< 60$ .    **Conditional:** Score  $< 65$  + Urgency  $\geq 60$ .    **Deprioritize:** Score  $< 65$  + Urgency  $< 60$ .

# Full Portfolio Ranking

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#	Pharmacy	Location	Score	Grade	Fin	Ops	Urg	Mo. Loss	BEF
1	Crescent Pharmacy	New Orleans, LA	92	A	96	91	86	\$22,910	7
2	Bayou Pharmacy	Lafayette, LA	88	A	88	91	86	\$18,960	7
3	Walker's Family Pharmacy	Livonia, LA	87	A	85	91	86	\$16,590	7
4	Gulf Coast Pharmacy	Biloxi, MS	83	A	78	87	86	\$11,455	7
5	HealthFirst Pharmacy	Baton Rouge, LA	77	B	75	87	70	\$12,245	7
6	Pelican Health Pharmacy	Lake Charles, LA	70	B	68	76	66	\$10,270	7
7	Rivertown Apothecary	Natchez, MS	70	B	62	82	70	\$7,900	7
8	Capital City Rx	Jackson, MS	67	B	62	71	70	\$8,690	7
9	Delta Prescription Center	Greenville, MS	57	C	55	62	53	\$5,530	7
10	Magnolia Drug	Hattiesburg, MS	56	C	55	67	44	\$6,912	7
11	Main Street Drug	Shreveport, LA	37	D	28	52	35	\$3,752	7
12	Pine Belt Rx	Laurel, MS	35	D	28	47	35	\$3,160	7

Fin = Financial Fit, Ops = Operational Readiness, Urg = Market Urgency, Mo. Loss = Estimated Monthly GLP-1 Loss, BEF = Breakeven Fills/Month

## Top Prospects — Detailed Profiles

### #1 — CRESCENT PHARMACY

<b>Score</b>	92/100 (A)
<b>Monthly GLP-1 Loss</b>	\$22,910
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	MFP Cash Flow

<b>Location</b>	New Orleans, LA
<b>GLP-1 Fills</b>	580/month
<b>PMS</b>	PioneerRx
<b>Priority</b>	Immediate Outreach

### #2 — BAYOU PHARMACY

<b>Score</b>	88/100 (A)
<b>Monthly GLP-1 Loss</b>	\$18,960
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	MFP Cash Flow

<b>Location</b>	Lafayette, LA
<b>GLP-1 Fills</b>	480/month
<b>PMS</b>	PioneerRx
<b>Priority</b>	Immediate Outreach

### #3 — WALKER'S FAMILY PHARMACY

<b>Score</b>	87/100 (A)
<b>Monthly GLP-1 Loss</b>	\$16,590
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	MFP Cash Flow

<b>Location</b>	Livonia, LA
<b>GLP-1 Fills</b>	420/month
<b>PMS</b>	PioneerRx
<b>Priority</b>	Immediate Outreach

### #4 — GULF COAST PHARMACY

<b>Score</b>	83/100 (A)
<b>Monthly GLP-1 Loss</b>	\$11,455
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	MFP Cash Flow

<b>Location</b>	Biloxi, MS
<b>GLP-1 Fills</b>	290/month
<b>PMS</b>	Liberty Software
<b>Priority</b>	Immediate Outreach

### #5 — HEALTHFIRST PHARMACY

<b>Score</b>	77/100 (B)
<b>Monthly GLP-1 Loss</b>	\$12,245
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	MFP Cash Flow

<b>Location</b>	Baton Rouge, LA
<b>GLP-1 Fills</b>	310/month
<b>PMS</b>	Liberty Software
<b>Priority</b>	Immediate Outreach

### #6 — PELICAN HEALTH PHARMACY

<b>Score</b>	70/100 (B)
<b>Monthly GLP-1 Loss</b>	\$10,270
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	DIR Fee Squeeze

<b>Location</b>	Lake Charles, LA
<b>GLP-1 Fills</b>	260/month
<b>PMS</b>	PrimeRx
<b>Priority</b>	Immediate Outreach

## #7 — RIVERTOWN APOTHECARY

<b>Score</b>	<b>70/100 (B)</b>
<b>Monthly GLP-1 Loss</b>	<b>\$7,900</b>
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	DIR Fee Squeeze

<b>Location</b>	Natchez, MS
<b>GLP-1 Fills</b>	200/month
<b>PMS</b>	Liberty Software
<b>Priority</b>	Immediate Outreach

## #8 — CAPITAL CITY RX

<b>Score</b>	<b>67/100 (B)</b>
<b>Monthly GLP-1 Loss</b>	<b>\$8,690</b>
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	DIR Fee Squeeze

<b>Location</b>	Jackson, MS
<b>GLP-1 Fills</b>	220/month
<b>PMS</b>	PrimeRx
<b>Priority</b>	Immediate Outreach

## #9 — DELTA PRESCRIPTION CENTER

<b>Score</b>	<b>57/100 (C)</b>
<b>Monthly GLP-1 Loss</b>	<b>\$5,530</b>
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	DIR Fee Squeeze

<b>Location</b>	Greenville, MS
<b>GLP-1 Fills</b>	140/month
<b>PMS</b>	Other
<b>Priority</b>	Deprioritize

## #10 — MAGNOLIA DRUG

<b>Score</b>	<b>56/100 (C)</b>
<b>Monthly GLP-1 Loss</b>	<b>\$6,912</b>
<b>Breakeven</b>	7 fills/month
<b>Segment</b>	DIR Fee Squeeze

<b>Location</b>	Hattiesburg, MS
<b>GLP-1 Fills</b>	175/month
<b>PMS</b>	Rx30
<b>Priority</b>	Deprioritize

## Methodology

### SCORING MODEL

Each pharmacy is scored on three weighted dimensions:

- **Financial Fit (45%)** — Monthly Rx volume, GLP-1 fills, estimated losses, government payer mix
- **Operational Readiness (30%)** — PMS system, staffing, owner engagement, tech dedication, routing experience
- **Market Urgency (25%)** — MFP drug exposure, DIR fee pressure, closure risk, competitive pressure, loss awareness

Overall score =  $(\text{Financial} \times 0.45) + (\text{Operational} \times 0.30) + (\text{Urgency} \times 0.25)$ . Grades: A  $\geq 80$  (Strong Fit), B  $\geq 65$  (Good Fit), C  $\geq 50$  (Conditional), D  $< 50$  (Not Recommended).

### SEGMENT CLASSIFICATION

Pharmacies are classified by dominant pain point:

- **GLP-1 Loss Leader** — High financial fit score ( $\geq 70$ ) without MFP exposure
- **MFP Cash Flow** — High financial fit score ( $\geq 70$ ) with active MFP drug dispensing
- **DIR Fee Squeeze** — Lower financial fit, primary pressure from reimbursement compression

### OUTREACH PRIORITY

The priority matrix combines overall score with market urgency:

- **Immediate Outreach** — Score  $\geq 65$  and Urgency  $\geq 60$ . High fit, high pain. Convert now.
- **Nurture** — Score  $\geq 65$  and Urgency  $< 60$ . Good fit but less urgent. Educate and follow up.
- **Conditional** — Score  $< 65$  and Urgency  $\geq 60$ . Pain exists but operational gaps. Address barriers first.
- **Deprioritize** — Score  $< 65$  and Urgency  $< 60$ . Low fit and low urgency. Revisit later.

### ABOUT THIS REPORT

This portfolio analysis ranks pharmacies by RetailMyMeds qualification score to prioritize outreach and resource allocation. Individual pharmacy scorecards with detailed breakdowns are available on request.

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