

HealthFirst Pharmacy

Tulsa, OK | 2026 | Prepared for Maria Torres, PharmD



DIMENSION SCORES

Financial Fit (45%)	68/100
Operational Readiness (30%)	72/100
Market Urgency (25%)	73/100

FACTOR BREAKDOWN

Financial Fit	Operational Readiness	Market Urgency
Monthly Prescription Volume 75 4,200 Rx/month (industry avg: 5,633)	Pharmacy Management System 60 Rx30 — Large network (40,000 pharmacies) but no public API — longer integration path	MFP Drug Exposure 75 8 MFP transactions/week (\$5,780/week exposure)
GLP-1 Monthly Fills 70 260 fills/month (6.2% of volume)	Staffing Capacity 100 1 pharmacist(s), 3 technician(s)	DIR Fee Pressure 65 Moderate DIR fee compression reported
Estimated Monthly GLP-1 Loss 55 \$9,880/month at \$38.00/fill	Owner Engagement 65 Owner involved but delegates day-to-day	Closure Risk 30 Not currently considering closure
Government Payer Mix 75 47% Medicare + Medicaid (higher = more DIR/MFP exposure)	Willing to Dedicate Tech 100 Will assign a technician to manage the platform	Competitive Pressure 100 3 chain/big-box competitors nearby; has lost patients to mail-order
	Routing Experience 40 No prior routing or mail-order experience	Problem Awareness 100 Aware of underwater prescription losses

Your Numbers vs. Industry Average

YOUR PHARMACY

Monthly Rx Volume	4,200
GLP-1 Fills/Month	260 (6.2% of volume)
Est. Monthly GLP-1 Loss	\$9,880
Est. Annual GLP-1 Loss	\$118,560
Gov. Payer Mix	47%
MFP Weekly Exposure	\$5,780

INDUSTRY AVERAGE

Monthly Rx Volume	5,633
GLP-1 Fills/Month	394
Monthly GLP-1 Loss	\$14,578–\$16,548
Losing on GLP-1s	95% of independents
Considering Closure	30.3%

Projected ROI at \$275/month

At your volume, routing just **8 GLP-1 fills per month** covers the \$275/month subscription — that's **3.1%** of your GLP-1 volume.

Scenario	Fills/Mo	Savings/Mo	Net/Mo	Annual Net	ROI
Conservative (2%)	5	\$190	-\$85	-\$1,020	-31%
Moderate (5%)	13	\$494	+\$219	\$2,628	80%
Aggressive (10%)	26	\$988	+\$713	\$8,556	259%

Recommendation

ASSESSMENT: GOOD FIT

HealthFirst Pharmacy is a **good fit** for RetailMyMeds. The pharmacy has sufficient volume and loss exposure to benefit from routing, with breakeven at just 8 fills per month. The Financial Fit dimension scored lowest at 68/100 — addressing this area would strengthen the case further.

KEY STRENGTHS

- 1 pharmacist(s), 3 technician(s)
- Will assign a technician to manage the platform
- 3 chain/big-box competitors nearby; has lost patients to mail-order

AREAS TO ADDRESS

- No prior routing or mail-order experience
- Not currently considering closure

NEXT STEP

Schedule a 15-minute demo to see exactly which of your prescriptions are costing you money and how RetailMyMeds routes them to recover margin. At \$275/month with breakeven at just 8 fills, the math is straightforward.

This scorecard was generated using industry benchmarks from NCPA, CMS, and Three Axis Advisors.

Projected ROI is based on pharmacy-provided data and may vary. RetailMyMeds February 2026.