

Main Street Drug

Pikeville, KY | 2026 | Prepared for Robert Chen



DIMENSION SCORES

Financial Fit (45%)	36/100
Operational Readiness (30%)	36/100
Market Urgency (25%)	32/100

FACTOR BREAKDOWN

Financial Fit	Operational Readiness	Market Urgency
Monthly Prescription Volume 20 1,800 Rx/month (industry avg: 5,633)	Pharmacy Management System 40 Other — Integration feasibility to be assessed	MFP Drug Exposure 20 Does not dispense MFP-impacted drugs
GLP-1 Monthly Fills 45 126 fills/month (7.0% of volume)	Staffing Capacity 50 1 pharmacist(s), 1 technician(s)	DIR Fee Pressure 30 Mild DIR fee compression reported
Estimated Monthly GLP-1 Loss 25 \$4,977/month at \$39.50/fill	Owner Engagement 25 Absentee or minimally involved ownership	Closure Risk 30 Not currently considering closure
Government Payer Mix 55 35% Medicare + Medicaid (higher = more DIR/MFP exposure)	Willing to Dedicate Tech 25 Not willing to dedicate staff — operational risk	Competitive Pressure 50 1 chain/big-box competitors nearby
	Routing Experience 40 No prior routing or mail-order experience	Problem Awareness 40 Not yet aware of per-fill losses — education needed

Your Numbers vs. Industry Average

YOUR PHARMACY

Monthly Rx Volume	1,800
GLP-1 Fills/Month	126 (7.0% of volume)
Est. Monthly GLP-1 Loss	\$4,977
Est. Annual GLP-1 Loss	\$59,724
Gov. Payer Mix	35%

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 **7 GLP-1 fills per month** covers the \$275/month subscription — that's **5.6%** of your GLP-1 volume.

Scenario	Fills/Mo	Savings/Mo	Net/Mo	Annual Net	ROI
Conservative (2%)	3	\$118	-\$156	-\$1,878	-57%
Moderate (5%)	6	\$237	-\$38	-\$456	-14%
Aggressive (10%)	13	\$514	+\$238	\$2,862	87%

Recommendation

ASSESSMENT: NOT RECOMMENDED

Based on current data, RetailMyMeds **may not deliver sufficient ROI** for Main Street Drug. With 126 GLP-1 fills per month and estimated losses of \$4,977/month, breakeven requires routing 5.6% of GLP-1 volume — a higher bar than typical. We recommend reassessing if volume increases or GLP-1 mix shifts upward.

KEY STRENGTHS

- 35% Medicare + Medicaid (higher = more DIR/MFP exposure)
- 1 pharmacist(s), 1 technician(s)
- 1 chain/big-box competitors nearby

AREAS TO ADDRESS

- 1,800 Rx/month (industry avg: 5,633)
- 126 fills/month (7.0% of volume)
- \$4,977/month at \$39.50/fill
- Other — Integration feasibility to be assessed
- Absentee or minimally involved ownership

- Not willing to dedicate staff — operational risk
- No prior routing or mail-order experience
- Does not dispense MFP-impacted drugs
- Mild DIR fee compression reported
- Not currently considering closure
- Not yet aware of per-fill losses — education needed

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 7 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.