



2011-2012 HDMA Factbook

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The pharmaceutical industry's United States supply chain is one of the most efficient in the world. In 2010 pharmaceutical sales reached \$307 billion with approximately \$268 billion flowing through healthcare distributors. The 87 percent of medications sold through distributors represents the safe delivery of nearly nine million prescriptions to nearly 200,000 pharmacies, hospitals, nursing homes, clinics and others nationwide. Performance metrics for this dynamic supply chain such as these are presented through a series of tables in the 2011-2012 HDMA Factbook.

Based on original survey data and secondary sources from leading healthcare industry organizations, the 2011-2012 HDMA Factbook covers a range of benchmarks including distributor operations and finance, distribution industry demographics, information systems, delivery and returns, and pharmaceutical market characteristics.

This year's edition documents the changing landscape of the healthcare marketplace as it nears the "patent cliff" and highlights emerging market segments (such as specialty therapeutics). It presents metrics on the day-to-day efficiencies of distributor companies on a typical business day.

Published by the Center for Healthcare Supply Chain Research, the research foundation of the Healthcare Distribution Management Association (HDMA), this publication is a trusted, essential resource for those seeking an understanding of the pharmaceutical industry's supply with an emphasis on medications sold through U.S. distributors.

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