



# You Can't Manage What You Don't Measure

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# Why?



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## Your Gut is Good Data is Better

- Identify trends before problem
- Faster to make changes
- Able to identify opportunities
- Tells you where to focus
- Simplifies management
- Are you achieving goals



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## What Metrics?

The Big 3



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## The Big 3

- Revenue
- COGS/Inventory
- Payroll

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## Rx Based

- Compound Rx's (weekly) – what is trend
- Revenue Per Compound
- Gross Profit per Compound
- New vs. Refill (monthly)
- Control %
- Payroll per Compound Rx Filled (every 2 weeks) - break down by RPh vs Tech vs other
- Rx per Provider (monthly)

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## Financial Based

- Inventory Turns
- Gross margin % (weekly) - how trending
- Compound Sales (weekly) – how trending
- Gross Profit (weekly) – how trending
- Total Payroll including benefits, taxes(every 2 weeks) - how trend
- Cash balance (daily)



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## Contact Information

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