



IPC and PACE Alliance Join Forces: Respected Independent Pharmacy Organizations Look to the Future

SUN PRAIRIE, WI, Feb. 17, 2017 -- Independent Pharmacy Cooperative (IPC) and Pace Alliance announced today an agreement* to combine their respective buying groups. Pace members will have the opportunity to become IPC members with access to all IPC programs and services including the current IPC-McKesson supply agreement.

Pace Alliance remains a vital industry entity and leader focused on the success and support of independent pharmacy. This agreement does not alter the corporate structure, ownership, board of directors and management staff of Pace Alliance.

In addition, Pace Alliance will provide ongoing consulting services and advice to IPC regarding public affairs related to independent pharmacies, including state and federal government legislation and regulations affecting independent pharmacy, pharmacy education and pharmacy licensing. Pace will work with its affiliate state pharmacy organizations to mutually coordinate legislative activity with IPC's Government Relations team pertaining to issues of common interest supporting independent pharmacies.

Curtis Woods, President and CEO of Pace, is excited about the partnership: "I am extremely pleased for Pace to be partnering with IPC. Not only does this benefit both organizations, it benefits all the independent pharmacies associated with both organizations. This is truly a WIN-WIN!"

Don Anderson, IPC President and CEO, agrees: "IPC is continually looking for ways to bring added value to independent pharmacy. We must constantly look for paths to navigate the challenges in today's marketplace. With this agreement, we add strength to our ability to secure even better opportunities, contracts and benefits for each of our pharmacy members. Pace and IPC are respected leaders in the industry and we are proud to move forward together."

*This agreement is effective April 1, 2017.

Pace Alliance, founded in 1985 and owned by 19 State Pharmacy Organizations, is a national buying group serving independent pharmacies. Located in Lawrence, Kansas, Pace Alliance negotiates on behalf of its member pharmacies to obtain competitive prices on pharmaceutical products and services from selected endorsed vendors. For more information, go to www.pacealliance.com.

Since 1983, IPC has grown to be the nation's largest group purchasing organization representing nearly 6000 primary and affiliate members. With locations in Sun Prairie, Wisconsin and Phoenix, Arizona, IPC prides itself on providing access to the most effective programs and services to put profit back into the independent pharmacy. For more information about IPC, go to www.ipcrx.com.

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