

VETSOURCE

Unlock Your Practice's Potential

With Parasiticide and Nutritional Compliance



MAKE HEARTWORM PROTECTION EASY WITH OUR MONTHLY DOSE REMINDME™ PROGRAM

Average compliance for heartworm parasiticides¹: 4-6 doses

Average compliance same products on RemindMe²: 10-11 doses



AUTOSHIP BIG BAGS OF FOOD TO YOUR CLIENT'S FRONT DOOR

Average compliance for nutritional products³: 1.8 bags

Average compliance for same products on AutoShip⁴: 8 bags

Vetsource as Your Home Delivery Partner

YOUR TRUSTED PARTNER

The world's leading distributors and practices around the country agree: Vetsource is the only industry-endorsed veterinary Home Delivery partner.

TOOLS TO MAKE IT EASY

Use our easy prescription management tools and technology to help you start patients on Home Delivery in 60 seconds or less.

PROVEN PROCESSES

Your clients get the same manufacturer guarantees you currently provide. Our rigorous quality control results in an error rate of less than 0.005%.

LEADING CERTIFICATIONS

We're Vet-VIPPS accredited and licensed in all 50 states. Our pharmacists and pharmacy technicians are readily available to you and your clients.

Nutritional and Heartworm Parasiticide Compliance Sources: (1) Vetsource estimates based on industry interviews (2) RemindMe program data on file at Vetsource (3) Manufacturer interviews performed by Vetsource (4) AutoShip program data on file at Vetsource

VETSOURCE

Vetsource Home Delivery Impact on Veterinary Pharmacy

An Independent Report

About the research:

6,000+ Patients, 100+ Practices, 1 Clear Result

An independent third party analyzed the data from more than 100 practices over 24 months to examine the impact of the Vetsource Home Delivery system across three areas: compliance, practice revenue, and pharmacy profitability.



INCREASE
PARASITICIDE
COMPLIANCE

+140% in parasiticide compliance

Pet owners who had a pet in the Home Delivery group purchased an average of 140% more doses of parasiticides in the 12 months post-enrollment than those in the Non-Home Delivery group.



GROW
PRACTICE
REVENUE

+\$212 in total annual revenue per patient, per year

In addition to the higher revenue from more parasiticides purchased, owners in the Home Delivery group spent \$36 more per wellness visit. Together, these two trends resulted in 43% (or \$212) higher total revenue per patient, per year for the Home Delivery group.



EXPAND
PHARMACY
PROFITABILITY

+93% higher parasiticide profit per patient, per year

Although there was a cost to providing Vetsource Home Delivery for the practice, the positive impact of increased compliance and revenue resulted in 93% higher parasiticide profit per patient, per year for those in the Home Delivery group.

Opportunity

What the research uncovered was exciting: Patients enrolled in Vetsource Home Delivery were 140% more compliant, brought in 43% more total revenue per patient, and 93% more parasiticide profit per patient for practices.

Partnering with Vetsource results in better care for your patients, higher rates of compliance, and increased practice revenue.

Get started with Vetsource Home Delivery: (877) 738-8883 | vetsource.com