

# What is KloudScript, Inc.?

Rinku A. Patel, Pharm.D., R.Ph., CEO and founder of KloudScript, Inc., breaks down what KloudScript does and how pharmacies looking to get into specialty can benefit from its services.

## TELL US ABOUT KLOUDSCRIPT. WHAT IS IT? WHAT DOES IT DO?

Independent community pharmacies need a staged approach to provide specialty care in a retail setting. KloudScript, in partnership with the independent pharmacy, provides the exact same services to industry stakeholders as specialty pharmacies. KloudScript provides strategic and administrative functions, and the pharmacy is responsible for what it does best—providing patient care and medications.

## WHAT ARE SOME OF KLOUDSCRIPT'S BEST FEATURES?

As part of the development and launch of KloudScript, I have participated in many focus groups and market research activities with various industry experts and independent pharmacy owners throughout the country. The one phrase that keeps resonating when I solicit feedback from owners is that it's a "no-brainer" to participate in the KloudScript alliance to enable specialty care at retail. The best feature of KloudScript is that it eliminates the obstacle of intense capital requirements and knowledge deficit. Our management team has solid experience and our infrastructure, including a technology solution, provides economies of scale and scope for our independent pharmacy partners to be able to enter the specialty market. Having the quality and consistency of care experience, with a broad geographic footprint to address the needs of payers and pharma, is also a unique and substantial attribute.

## HOW DOES KLOUDSCRIPT HELP PHARMACIES CREATE A SPECIALTY PROGRAM?

KloudScript provides the framework to set up a specialty care program. There are some implementation requirements on the part of the pharmacy, such as staff members' time for training and execution of the day-to-day operations. However, with the training and support provided by KloudScript, independent pharmacies can implement a specialty solution within a

reasonable timeframe, given staff resources are focused and dedicated to the specialty care program and to the implementation process.

## HOW WOULD A PHARMACY BENEFIT FROM USING KLOUDSCRIPT FOR ITS SPECIALTY PROGRAM?

In order to be successful, a pharmacy will need to commit to quality and performance and live it on a day-to-day basis. KloudScript provides the entire framework and a patient care management system to execute the specialty care program. However, our partnership with the independents is strictly based on providing service at a level and quality that is above the expectations of industry stakeholders including patients, prescribers, payers and pharma.

## WHY IS IT IMPORTANT FOR PHARMACIES TO PARTNER WITH A COMPANY LIKE KLOUDSCRIPT INSTEAD OF TRYING TO DO SPECIALTY ON THEIR OWN?

A successful specialty care solution requires integration of strategic and operational components. Using software, consulting advice, or outsourcing your back-office functions can get you to a certain level, but it will not give you a long-term viable solution of sustainable growth because of the scale required to attract the attention of pharma and payers.

Owners have to ask themselves if they want a solution that just takes care of "accidental specialty" that ends up in their pharmacies, or if they want a solution that will not only help them retain the "accidental specialty" scripts, but more importantly build and grow the specialty business over a period of time. KloudScript's solution is a turnkey integrated approach. As we grow, more and more industry stakeholders will benefit from our solution because it's aligned with the needs of the patients and our pharmacy partners, as well the prescriber, pharma and payer community.

## HOW CAN A PHARMACY FIND OUT MORE ABOUT KLOUDSCRIPT?

Please send a request to [sales@kloudscript.net](mailto:sales@kloudscript.net). We do webinars occasionally to help owners understand our solution. They can request participation by emailing us.