

## 25TH ANNUAL NPPA CONFERENCE AUGUST 9-11, 2022 LAS VEGAS, NV

ORGANIZED & HOSTED BY NPPA,  
THE NATIONAL PHARMACY  
PURCHASING ASSOCIATION

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## PHARMACY BUYER TRAINING & GROWTH OPTIONS – “WHERE TO FROM HERE?”



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### INTRODUCTION



- Provides strategic analysis to identify key trend drivers, and educate members (of Vizient), providing knowledge and understanding of key pharmacy tools.
- Over 15 years of experience in Pharmacy; have taught at many levels including junior high, senior high, and collegiate.
- Previous experience included providing on-going analytical and consultative support to produce external communications and studies for Vizient members.

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### LEARNING OBJECTIVES

- 1) Describe the roles available to pharmacy professionals
- 2) Describe the barriers to growth in the field of pharmacy
- 3) List the skills necessary to move up the career ladder
- 4) Compare and contrast the types of training available to pharmacy technicians to promote growth and awareness in the field



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What if...a  
“pharmacy  
technician”  
became a  
clinician?

What if...a  
“pharmacy  
technician”  
mastered  
analytics?

What if...a  
“pharmacy  
technician”  
was the  
manager?



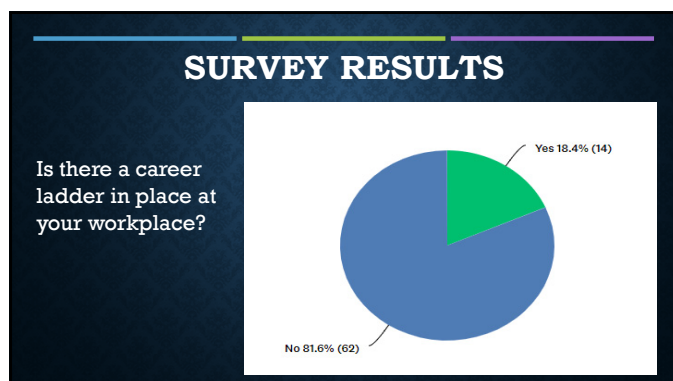
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### POLLING QUESTION

Does your workplace have a  
career ladder in place for  
individuals in your role?



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## SCOPE OF PRACTICE

Pharmacy Technician	MTM or Specialty Pharmacy/Lead Tech	Pharmacy Buyer
<ul style="list-style-type: none"> <li>Performs a variety of duties, in addition to:               <ul style="list-style-type: none"> <li>Medication order entry &amp; distribution</li> <li>Non-sterile compounding</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Performs additional tasks that require more responsibilities, such as:               <ul style="list-style-type: none"> <li>Compounding</li> <li>Inventory management</li> <li>Medication therapy management</li> <li>Immunization assistance</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Performs:               <ul style="list-style-type: none"> <li>Core elements of purchasing</li> <li>Inventory management</li> <li>Patient assistance programs</li> </ul> </li> </ul>

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## SCOPE OF PRACTICE (CONTINUED)

Analyst/Coordinator Level	Management Level	"Beyond"
<ul style="list-style-type: none"> <li>Advanced medication systems, including "tech-check-tech" programs, drug utilization evaluation and/or adverse-drug-event monitoring, pharmacy billing &amp; reimbursement, 340B.</li> </ul>	<ul style="list-style-type: none"> <li>Management or supervision of other pharmacy technicians, pharmacy technician education &amp; training, 340B coordination.</li> </ul>	<ul style="list-style-type: none"> <li>Quality Improvement, policy and governance, systems management, consultants, analyzes standard reports from clinical &amp; automation systems to facilitate both organizational and individual decision-making.</li> </ul>

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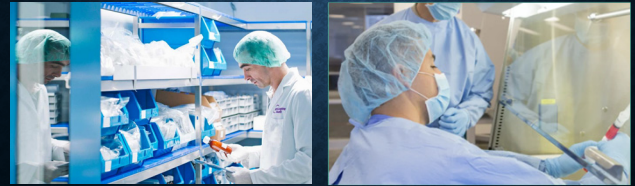
## BARRIERS TO ADVANCED ROLES (CONTINUED)

- **Access to Training**
  - Most healthcare systems do not partner with an accredited program
- **Universal Education Standards**
  - There currently are no universal standards
- **Perception**
  - Has been considered a career with limited opportunities

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## THE WAY TO GET STARTED IS TO QUIT TALKING AND BEGIN DOING.

- Walt Disney



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## WHAT ADDITIONAL TRAINING WOULD YOU BE INTERESTED IN RECEIVING?

buyer management Online purchasing role CE  
certification knowledge use new programs  
tech training Epic 340B updates anything etc  
GPO pharmacy pharmacy buyer better None years

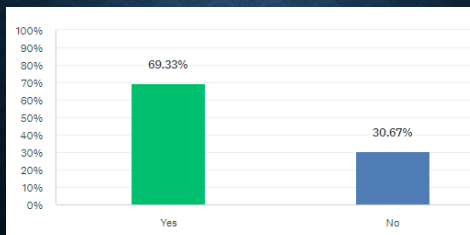
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### Job Training



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## WOULD YOU CONSIDER ADDITIONAL EDUCATION TO FURTHER YOUR CAREER?



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## SKILLS NEEDED FOR THE FUTURE

- Negotiations
- Relationship Management
- Legal Aspects of Purchasing
- New Technology/Software
- Electronic Commerce
- Strategic Planning
- Logistics
- Inventory Control
- Cost/Price Analysis
- Performance Measures
- Supplier Evaluation
- Contract Development and Management
- Team Building

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## OPPORTUNITIES FOR ADVANCEMENT



Continuing Education



Certificate/Diploma Programs



Associate Program

NPPA August 2023

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## RESOURCES FOR PROFESSIONAL DEVELOPMENT

- Join ASHP as a Pharmacy Technician member for just \$54 and receive 24/7 online access to PharmacyTechCE, membership to the ASHP Pharmacy Technician Forum, and digital access to their pharmacy journal, *AJHP*.
- PTCB - <https://www.ptcb.org/continuing-education/ce-directory>
- GPO & Wholesaler educational offerings
- Conferences/Meetings such as NPPA's Annual Conference
- Join NPPA as a Pharmacy Buyer member

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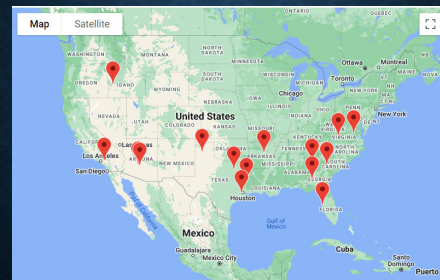
## RESOURCE FOR EDUCATION & TRAINING

Certificate courses

Training programs

Formal Education

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<https://accreditation.ashp.org/directory/#/program/technician>

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## WRAP UP QUESTION

Raise your hand if you have learned at least one new way to expand your knowledge once you return to your workplace.

**K** KEEP  
**E** EDUCATING  
**Y** YOURSELF

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## SUMMARY

- Each of us is responsible for the promotion and advancement of our profession
- Continuous education and training is needed to advance in the profession.

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## REFERENCES

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## THANK YOU

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**vizient**



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