



Briarmill Pharmacy is an independently-owned and operated Good Neighbor Pharmacy® (GNP) in Brick, New Jersey with \$7 million in annual gross sales. Open seven days a week, Briarmill offers a wide-range of health care, beauty, home décor, and gift items, and serves as a notary and post office sub-station.

## Briarmill Pharmacy strengthens core business through easy implementation of Retail Management Solutions point-of-sale (POS) system.

### Challenge

As of July 1, 2009, a new IRS regulation requires that pharmacies have a POS system to accept consumer FSA (Flexible Spending Account) and HSA (Health Savings Account) debit cards or qualify under the 90% rule. With the POS system consumers can easily purchase eligible health care items using their FSA/HSA cards and do not have to submit claim forms or receipts to an administrator. Under the 90% Rule, customers patronizing a store without a POS must continue to manually submit individual claims to their plan administrator. This may lead them to take their business elsewhere, to eliminate the cumbersome reimbursement paperwork.

### Solution

On the recommendation of AmerisourceBergen, Briarmill Pharmacy reviewed a couple of Good Neighbor Pharmacy Select Vendors and chose to implement the Retail Management Solutions POS system, which easily integrated with their existing pharmacy management system.



Having worked with AmerisourceBergen® for nearly 10 years, Briarmill owner Richard Lau, R.Ph. decided to install a POS system that would enable him to overcome a recent regulatory change that affected his patients' use of Flexible Spending Account (FSA) debit cards.

"Retail Management Solutions really made it easy for us, guiding us through the whole process, which was extensive, but easy. They were deliberate in set up and training, making sure the conversion was a smooth one for our ongoing operations during the implementation. On July 1, we were ready, and basically just turned it on."

## Result

Although most pharmacies would consider POS installation a daunting task, Lau's process was so easy that he can only see the benefits, including significant cost savings through a better credit card transaction contract and a new, relatively maintenance-free POS system.

Lau concludes, "Through the new administration's tax breaks for technology implementation, we'll basically have our system lease written off in a year or two."

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