



PUERTO RICO
Health & Insurance
CONFERENCE 2011
"A New Economy in Health Care"

February 2, 2011 | Conrad San Juan Condado Plaza | 8:00 a.m. - 5:00 p.m.



UNIVERSITY OF MIAMI
SCHOOL of BUSINESS
ADMINISTRATION





February 2, 2011

The Economic Perspective of Pharmacy-Between Jobs and Costs

Rene Pabon, RPh

Walmart Puerto Rico

Retail Business Strategic Director





Mission and Vision Statements:

Mission:

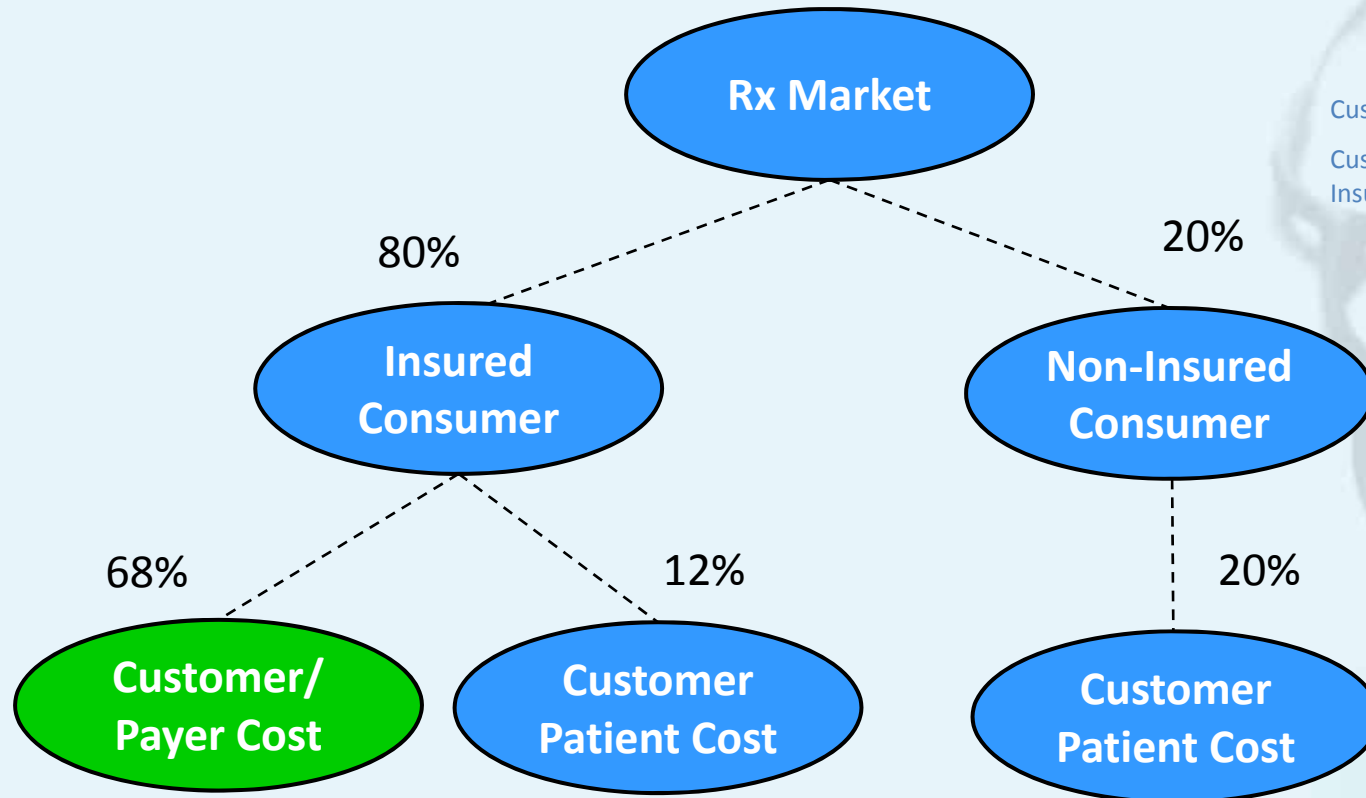
Saving people money
so they can live better

Vision:

Lower the cost of healthcare by providing
accessible & affordable patient-centric health &
wellness services to underserved areas.



H&W Serves Two Distinct Customer Segments in Rx: Payer and Patient
Rx Purchase Decision Is Driven More By The Customer/Payer Than Customer/Patient



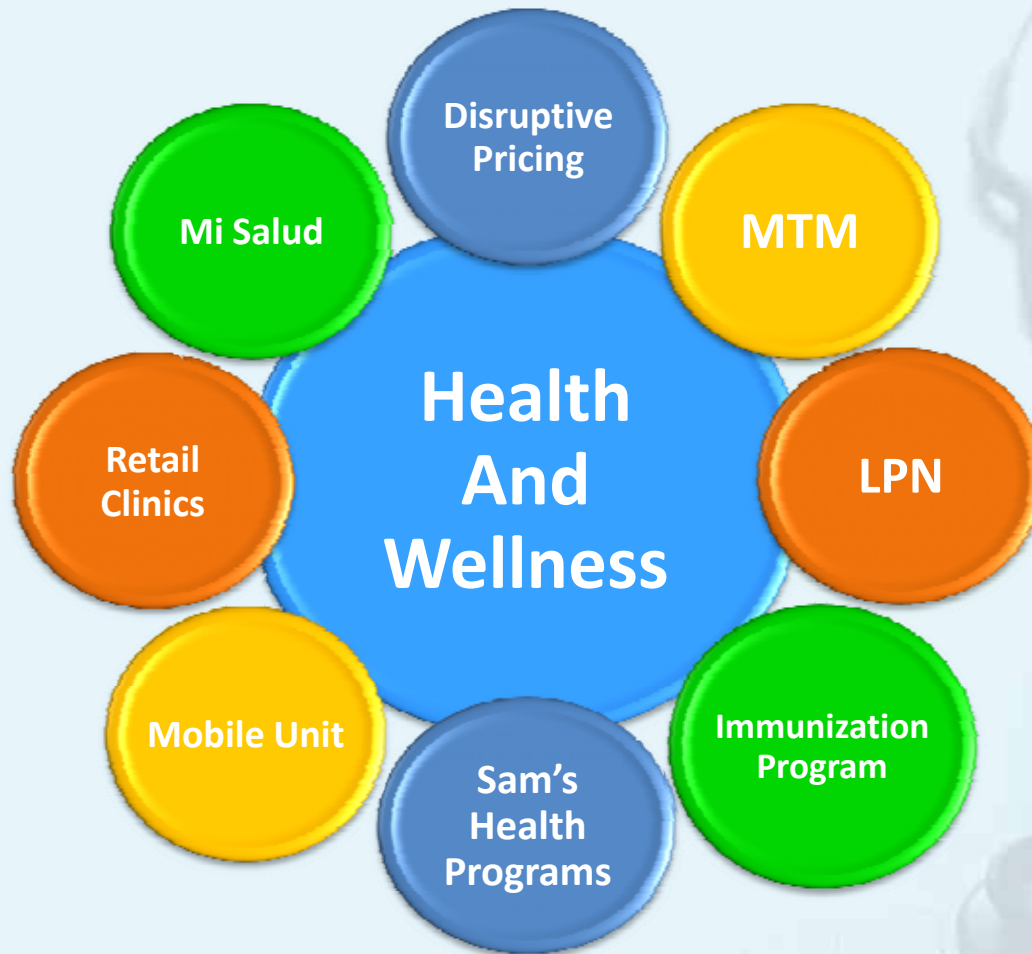
Customer / Patient = Consumer
 Customer / Payer = Employer, Govt., Insurance Company

KEY CUSTOMER/PAYER REQUIREMENTS ARE: ACCESS AND PRICE

¹ Non-Insured Consumers include cash discount card customers

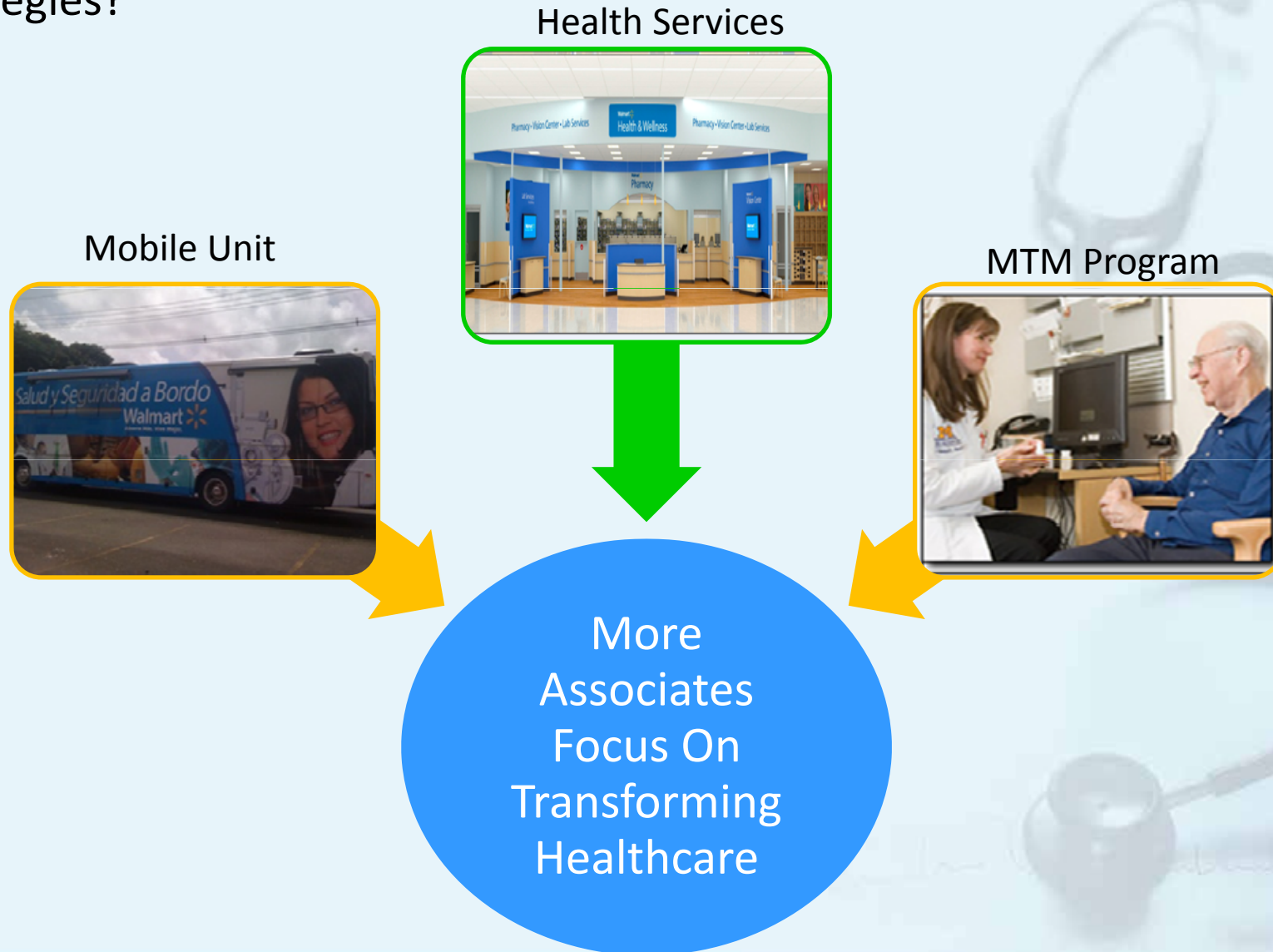


How Walmart is helping to reduce healthcare costs for business in PR?





How Walmart creates new jobs with its Health & Wellness management strategies?





Walmart



**Saving people money
so they can live better.**