



Enabling 340B Management for Cosette Pharmaceuticals

How DCS Enabled Cosette to self-distribute and take control of their 340B Distribution

Adam Keeth, VP of Strategic Accounts and Sales

Meeting a Critical Need in Alternative Distribution Channels

Pharmaceutical manufacturers are increasingly turning to alternative distribution channels to meet critical needs in cost and access, but these channels come with their own set of challenges. For products with significant price spreads between list and PHS pricing, the lack of transparency and data from traditional wholesalers has made it difficult to track sales, understand demand, or ensure compliance. As volume through these alternative pathways grows, manufacturers are facing mounting pressure, rising distribution costs, high product turnover, and limited visibility. This leaves them with expanding markets but diminishing control. In this environment, having a logistics and data partner who can bridge these gaps is no longer optional; it's essential.

Why DCS is the Right Fit

After exploring various distribution solutions, Cosette selected DCS to meet a critical and growing need in alternative distribution channels. DCS is the first and only direct distributor enabling manufacturers to ship individual units directly to pharmacies using a 3PL methodology,

While DCS's pricing model is fully transparent, its true value lies in how it transforms operations into a growth driver. By designing a highly customized, scalable model, DCS delivers measurable downstream benefits—optimizing gross-to-net performance and enabling smarter business decisions for manufacturers.

Unlike traditional logistics providers that charge a percentage of sales, DCS offers a simple, predictable per-unit pricing structure—bringing financial clarity and control. Because DCS does not take title to product, it preserves complete visibility into bill-to and ship-to relationships. This empowers Cosette with actionable insights across distribution to covered entities and contract pharmacy partners, enhancing contract management, audit readiness, and strategic oversight. In an evolving pharmaceutical landscape, DCS doesn't just move products—it moves businesses forward.



Operational Excellence at Work

DCS offers comprehensive compliance and customer support infrastructure tailored to the complex needs of pharmaceutical manufacturers navigating today's distribution landscape. Through full tracking of the HRSA database and partnerships with third party vendors, DCS provides manufacturers with the ability to enforce contractual limitations. A dedicated customer service team supports pharmacies directly, while each client is also assigned a dedicated client services representative, ensuring responsive, high-touch service and a single point of contact for escalations or strategic needs.

Operationally, DCS is licensed in all 50 states and provides serialization services along with access to third-party compliance and data solutions, helping manufacturers stay ahead of evolving regulatory requirements. These services are seamlessly integrated into DCS's broader logistics platform, creating a unified, reliable channel that enhances visibility, control, and trust throughout the distribution process.

Quality Compliance

At DCS, quality is at the core of everything we do—from inventory management to regulatory compliance. We maintain strict inventory protocols through routine cycle counts, quarantine management, root cause investigations, and the handling of non-conforming products. Each order undergoes full quality control during both inbound and outbound processes, including order checking, automatic customer validation, product-specific shipping protocols, and small parcel packing. Our commitment to quality audit and control is reinforced by department-specific access protocols, robust IT security, and data-driven outputs through Model N with automated reconciliation. On the regulatory front, we are NABP certified and hold licenses across all 50 states, Puerto Rico, and Washington, D.C. We manage DEA and FDA reporting to ensure full compliance across all regulatory fronts.

“Your team’s expertise, combined with a personal and collaborative approach, sets you apart. It feels like a true partnership rather than a transaction. What really made your service stand out was its reliability. We felt confident that you would deliver exactly what you promised – and you did. Deadlines were met, communication was consistent, and I never had to worry about things falling through the cracks.”

-Cosette Pharmaceuticals

Contact Us

To see if DCS might be the right fit for your product, email bshirley@directcustomersolutions.com or call 731.964.7729.

