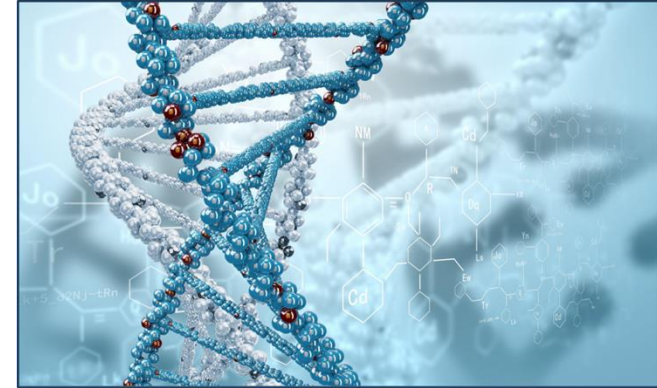




# PharmD Roles in the Health Care Sector

# Introduction

- Who Are You?
  - Interest and Aptitude in Sciences and Mathematics
  
- Desire to...
  - Live a meaningful life
  - Make a difference
  - Help people



# Why Healthcare?

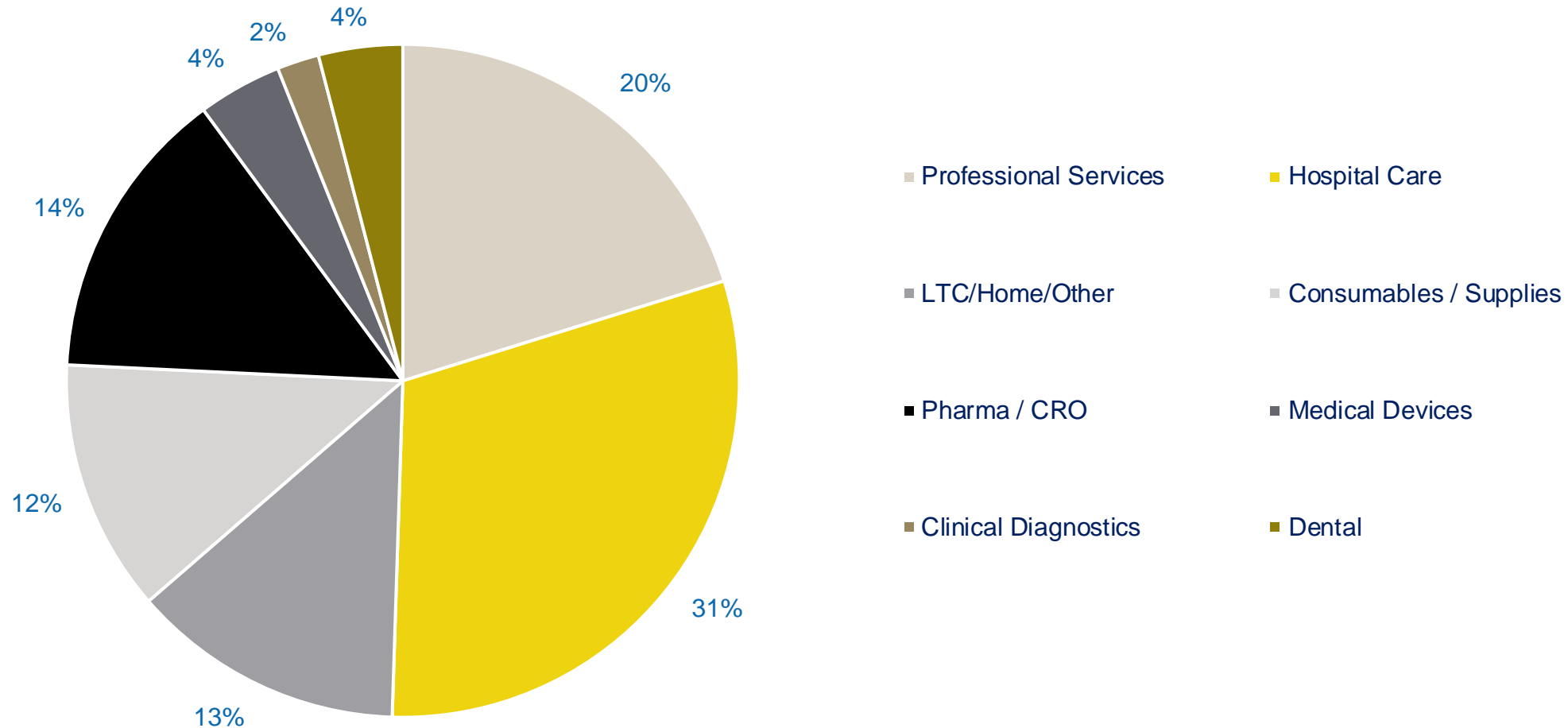
- Things you should think about when you choose a career
  - Is the business sector large enough to give me career flexibility?
  - Is the business sector growing?
  - Does it leverage my strengths?
  - Will I make a difference?

# Why Healthcare?

- The healthcare sector is HUGE and growing
  - Represents 18% of the entire, US economy
  - Employs 11% of all US workers
  - Accounts for 24% of all US federal spending
  - Growing at 4%

# Why Healthcare?

- The healthcare sector is diverse





# Why Healthcare?

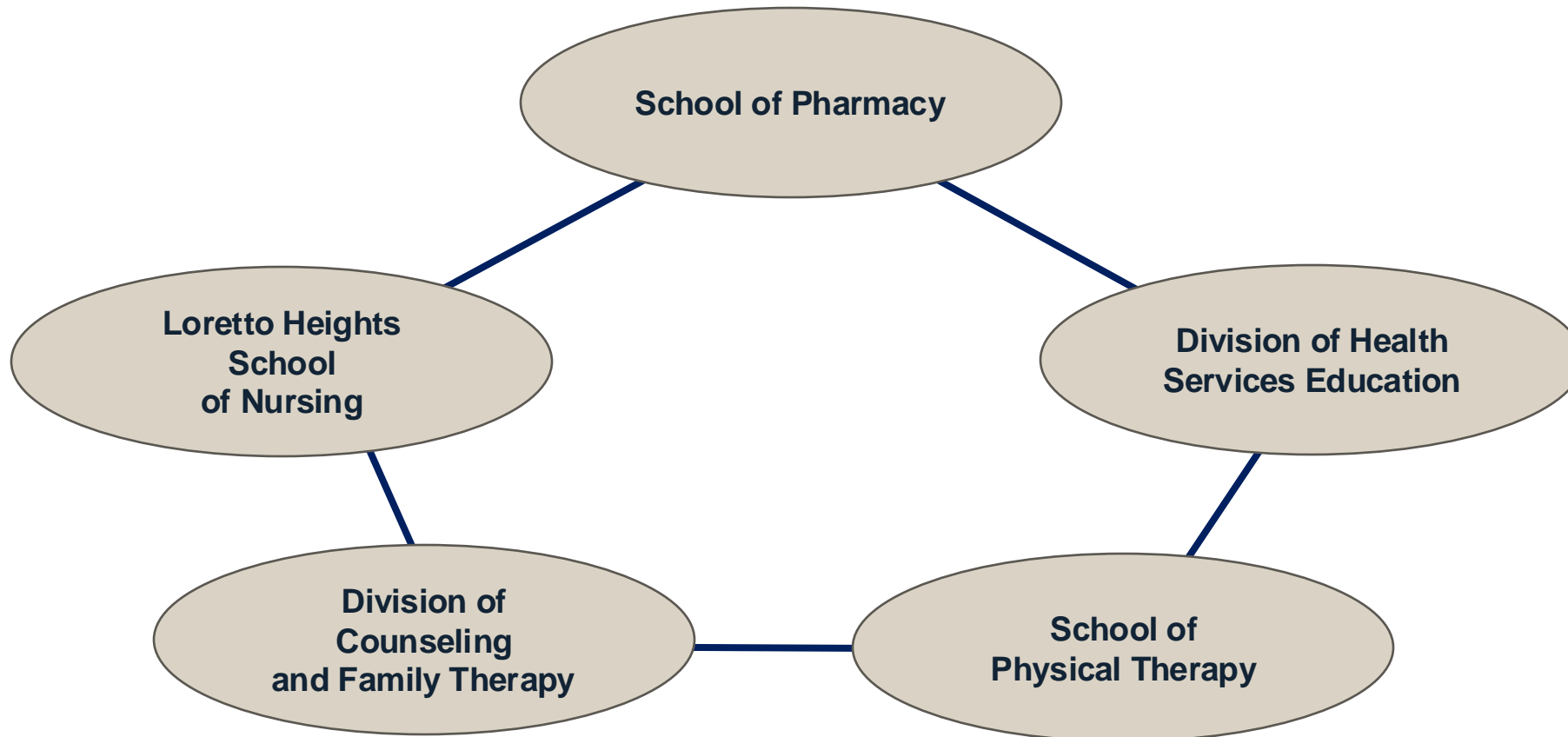
- The healthcare sector leverages your strengths
  - Science Acumen and Curiosity
  - Ethics
  - Communication Skills
  - Structured/Organized Thinking
  - Problem Solving

## ...And Makes a Difference

- Saves Lives
- Improves Quality of Life

# Why Healthcare at Regis?

- Rueckert-Hartman College for Health Professions is an integrated college that enriches your educational experience and provides career flexibility



# Why Healthcare at Regis?

- Mission Elements

As a university, Regis draws from wellsprings of ancient wisdom and explores new horizons of thought and imagination to pursue **truth**, strive for **justice**, and cultivate beauty. In everything, Regis shepherds the development of the **whole person** in relation to the common good, asking “How ought we live?”

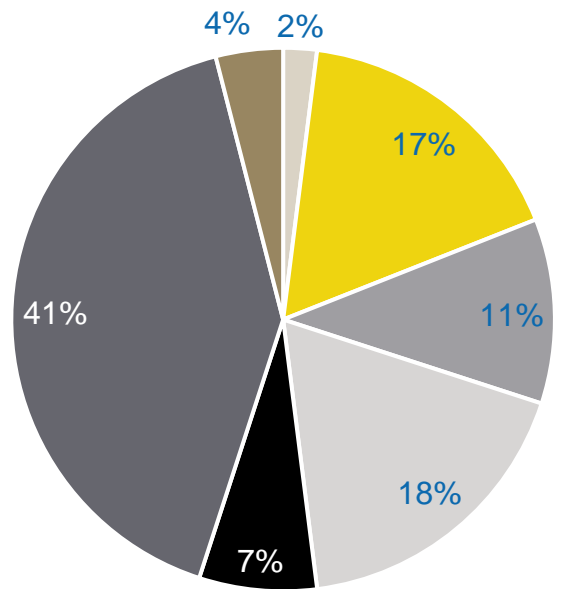
Regis educates diverse students for **lives of service and meaning**, equips them with **knowledge and skills to be discerning persons** in solidarity with others, especially all who are poor or whose dignity has been violated, and empowers them to care for Earth, our common home.



# Why Healthcare at Regis?

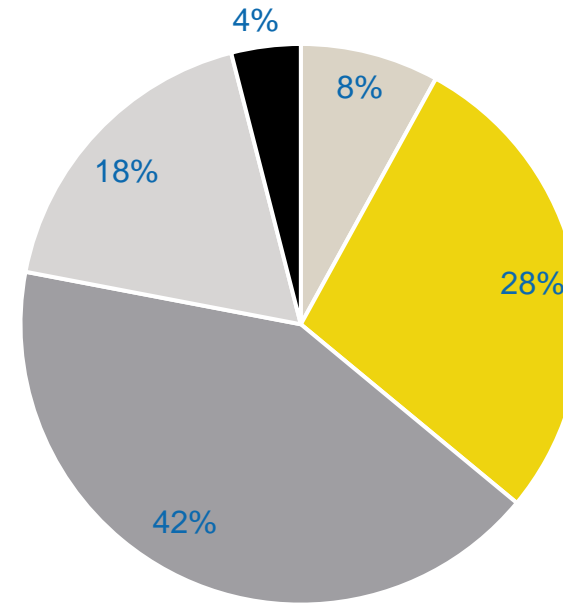
- Our Diversity is a Strength

Race



- Native American
- Black / African American
- Multi-Racial
- Other
- Asian
- Hispanic / Latino
- White

Age

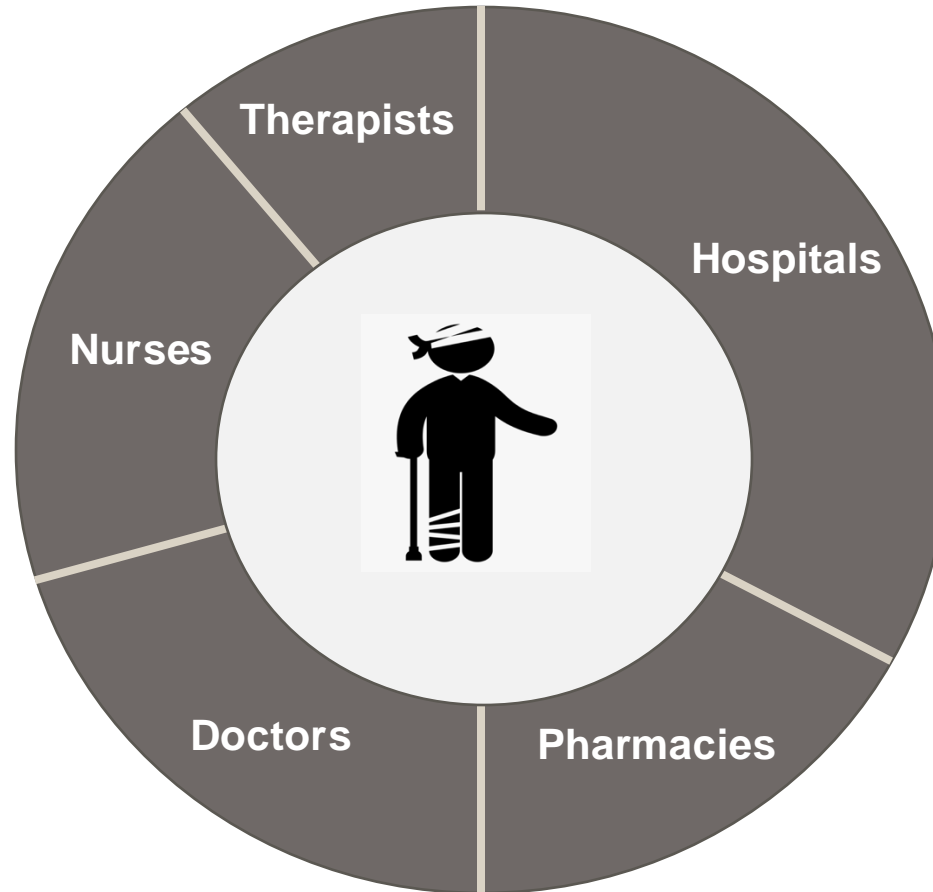


- 18-21
- 22-24
- 25-29
- 30-34
- 35+

# Why PharmD?

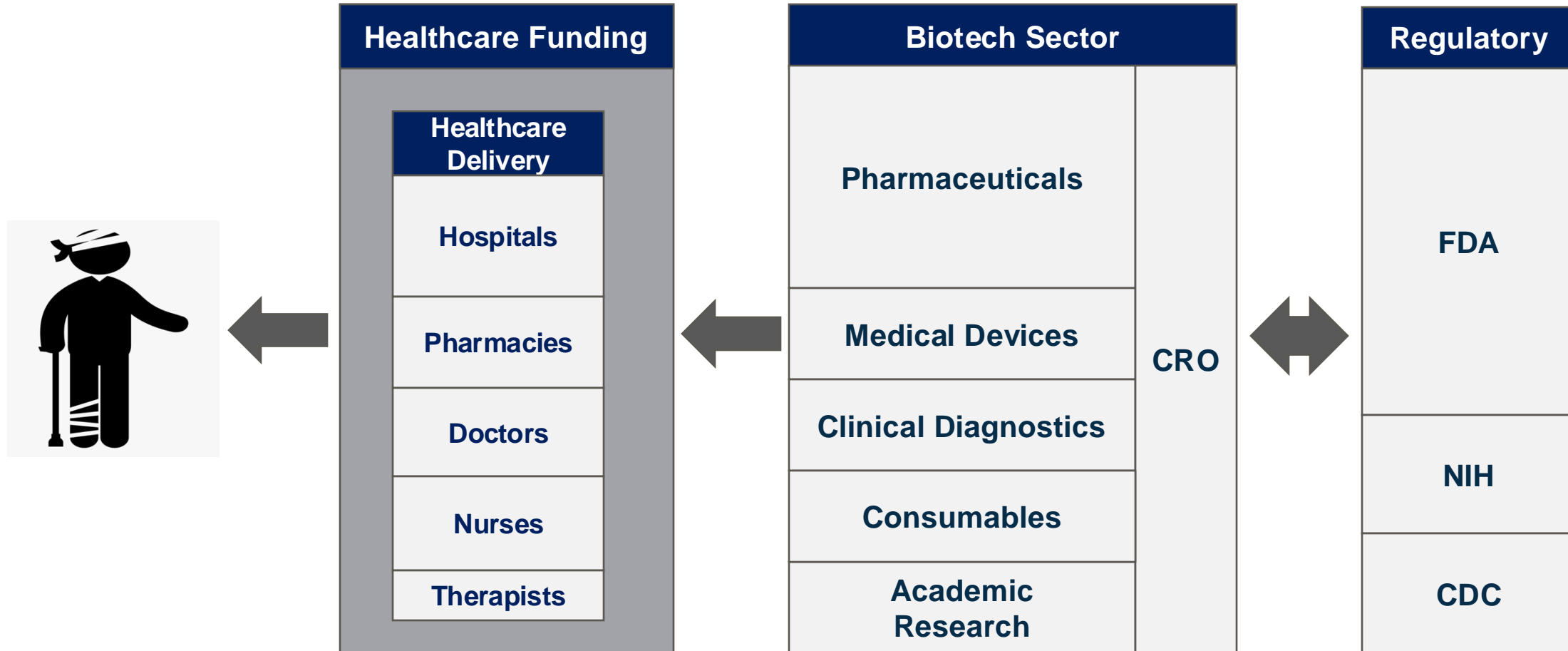
- What the Healthcare Sector Looks Like to the Casual Observer

Healthcare  
Delivery System



# Why PharmD?

- How the Healthcare Sector Actually Works



# Why PharmD?

- With a PharmD you are qualified to enter a wide range of businesses and agencies within the healthcare sector

Sector	Vitals	Description	Leading Organizations		
Pharmaceuticals	<b>\$630B</b> CAGR: 5%	Companies that discover, develop, and commercialize drugs and biologics for use across the full spectrum of human and animal diseases	- Roche - AbbVie	- Merck - Eli Lilly	- Pfizer - J&J
Medical Devices	<b>\$184B</b> CAGR: 6%	Companies that develop, and commercialize medical implants, surgical tools and monitoring devices for application across the full spectrum of human and animal diseases	- Medtronic - Stryker	- J&J - Boston Scientific	- Abbott
Clinical Diagnostics	<b>\$84B</b> CAGR: 5%	Companies that either develop and commercialize clinical testing equipment, software and consumables, or operate CLIA laboratories where they are used	- Roche - LabCorp	- Siemens - Quest	- Abbott
Clinical Research Organizations (CRO)	<b>\$20B</b> CAGR: 12%	Companies that support pharmaceutical, medical device and clinical diagnostic companies in the design and execution of clinical studies	- IQVIA - MEDPACE - Syneos Health	- Paraxel - ICON	-PPD

# Why PharmD?

- With a PharmD you are qualified to enter a wide range of businesses and agencies within the healthcare sector

Sector	Vitals	Description	Leading Organizations
Supplies and Consumables	<b>\$138B</b> CAGR: 5%	Companies that develop and commercialize the wide range of disposable products used in the delivery of healthcare	- Cardinal Health - 3M - McKesson - Baxter
Academic Research	N/A	Leading US medical, science and engineering schools collaborate with industry to perform cutting edge discovery research	- Harvard - MD Anderson - Stanford - Johns Hopkins - Duke - Mayo
Food & Drug Administration	N/A	Sets guidelines for designing and conducting clinical studies. Reviews and provides final approval for the use of regulated healthcare products in the US	Dept of Health & Human Services
National Institute of Health	N/A	The primary agency of the US government responsible for supporting biomedical and public health research	Dept of Health & Human Services
Centers for Disease Control	N/A	The primary agency charged with the protection of public health and safety through the control and prevention of disease	Dept of Health & Human Services

# Why PharmD?

- With a PharmD you are qualified to enter a wide range of businesses and agencies within the healthcare sector

Sector	Vitals	Description	Leading Organizations
Private Health Insurance	\$1.6T	Companies that fund and administer the delivery of healthcare to US citizens with private insurance	<ul style="list-style-type: none"><li>- Kaiser</li><li>- BCBS</li><li>- United Health</li><li>- Anthem</li><li>- Aetna</li></ul>
Public Health Insurance	\$1.3T	Government agencies that fund and administer the delivery of healthcare to citizens with earnings below a target level, over the age of 65, or special groups	<ul style="list-style-type: none"><li>- CMS</li><li>- Indian Health Services</li><li>- Bureau of Prisons</li></ul>



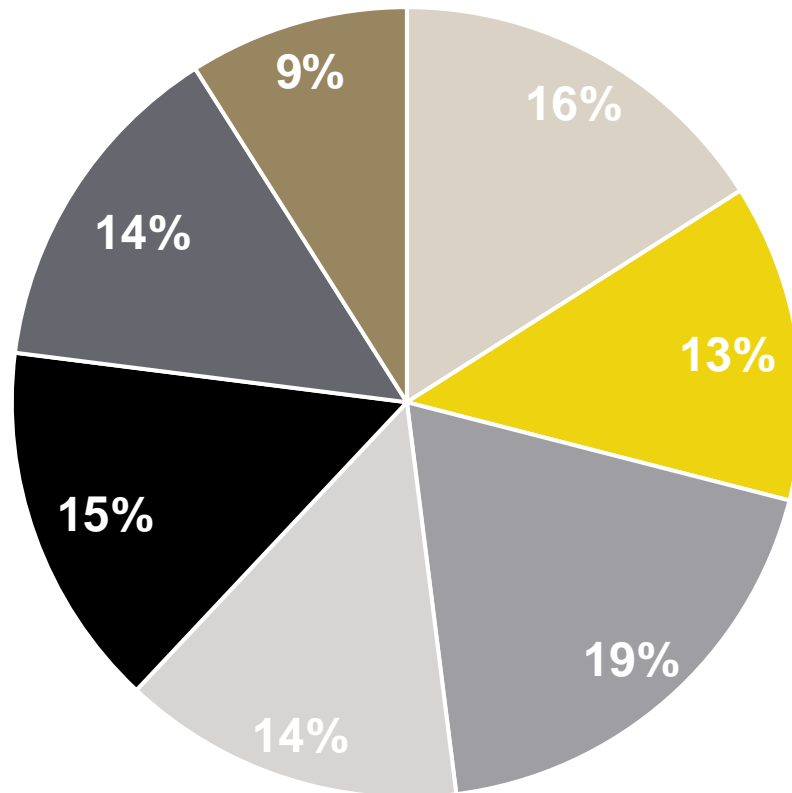
# Why PharmD?

- What roles can a PharmD play in the healthcare sector?

Industry	Academia	
<ul style="list-style-type: none"><li>• Sales</li><li>• Marketing</li><li>• Data Science</li><li>• Clinical Study Design &amp; Execution</li><li>• Scientific &amp; Regulatory Affairs</li><li>• Production</li><li>• Quality</li><li>• Program Management</li><li>• Research</li></ul>	<ul style="list-style-type: none"><li>• Research</li><li>• Teaching</li><li>• Leadership</li></ul>	
	<th data-bbox="1187 749 2333 818">Government</th> <ul style="list-style-type: none"><li>• Drug and Medical Device Review and Approval</li><li>• Research Grant Approval</li><li>• Epidemiology</li><li>• Community Health &amp; Safety</li></ul>	Government

# Why PharmD?

- Where are Pharmacists Working in Industry?



- Clinical Research
- Commercial Functions
- Medical Affairs
- Medical Information
- Medical/Science Liaison
- Regulatory / Safety
- Other

*IPhO Employment  
Research Data Set*

# Why PharmD?

- Clinical Pharmacy Practice Offers a Wide Range of Specialties

## 9 PHARMACY JOBS YOU DIDN'T KNOW EXISTED



@fullstackpharmacist

## 9 MORE PHARMACY JOBS YOU DIDN'T KNOW EXISTED



@fullstackpharmacist

## 9 OTHER PHARMACY JOBS YOU DIDN'T KNOW EXISTED



IG: @fullstackpharmacist

# Why PharmD?

- Clinical Pharmacy Practice Offers a Wide Range of Specialties

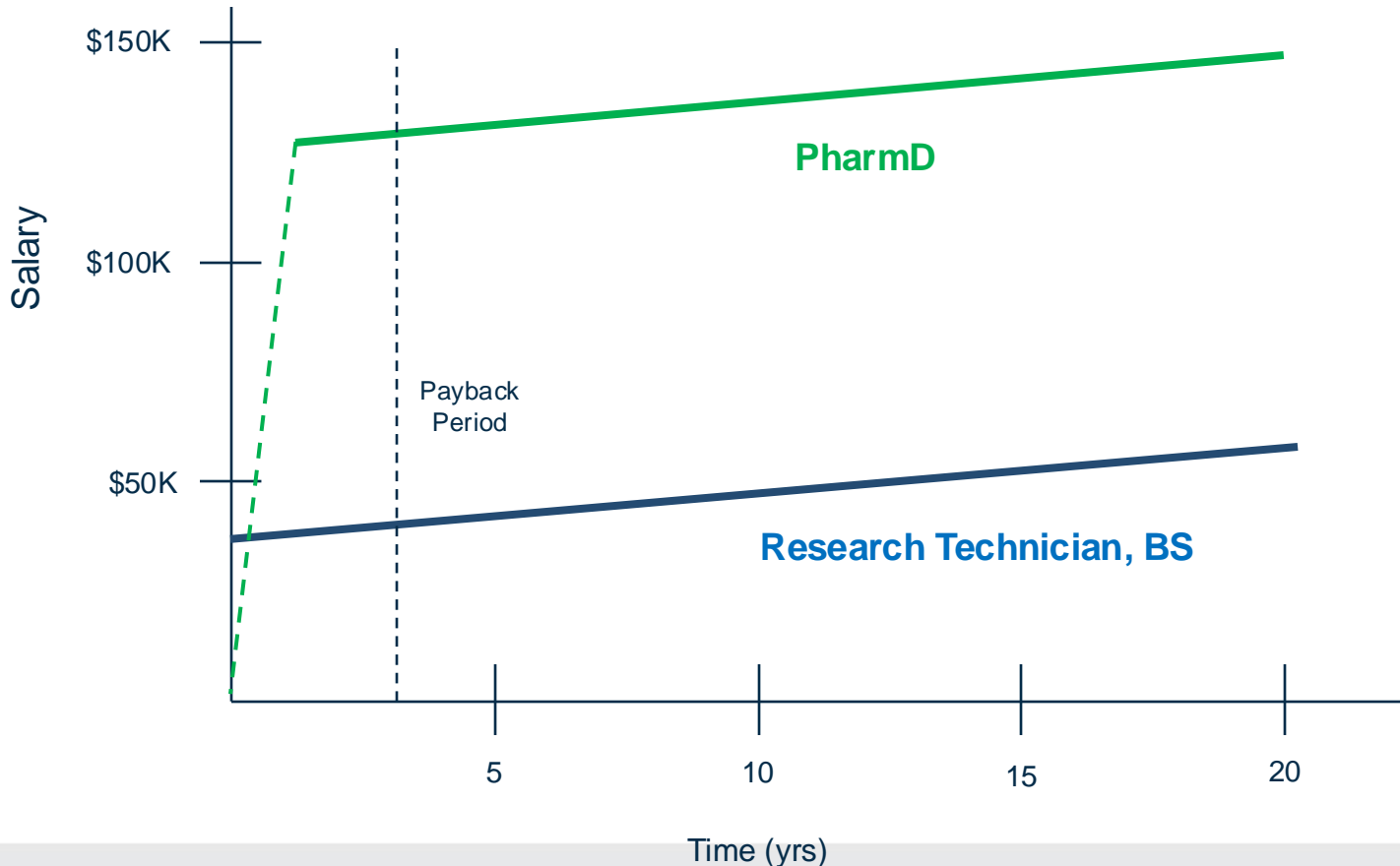




# Why PharmD?

- The Payback Period on a PharmD Education is ~ 3 yrs

PharmD vs BS (Science)



Pharmacist	
<u>Education Cost</u> \$288K 2 yrs undergrad + 3 yrs PharmD (\$92,000)	<u>Salary</u> Starting: \$127K Mid-Career: \$135K  ZipRecruiter.com Indeed.com

Research Technician	
<u>Education Cost</u> \$184K 4 yrs undergrad (\$45,990 annual tuition)	<u>Salary</u> Starting: \$41K Mid-Career: \$52K  Salary.com

Pharmacist vs Research Technician	
Cost Difference: \$104,000	Tax Rate = 25%
Salary Diff Year 1: (\$41,000)	
Salary Diff Year 2+: \$86,000	
Payback Period: 3 yrs	

# Why PharmD?

- The Healthcare Industry is Financially Attractive for a PharmD

## Mid-Career Average Healthcare Salaries in Denver, CO

• Clinical Pharmacist	<b>\$135K</b>
• Research	<b>\$163K</b>
• Project Management	<b>\$178K</b>
• Sales & Marketing	<b>\$207K</b>
• Regulatory Affairs	<b>\$207K</b>
• Manufacturing	<b>\$206K</b>

[Salary.com](https://www.salary.com)



# Why PharmD at Regis?

- Regis offers career success and educational flexibility

- Regis graduates start their career ahead of their peers

	<u>Regis</u>	<u>National Avg</u>
• NAPLEX Pass Rate	82%	75%
• Residency Match Rate	90%	75%

- Regis is one of only 2 Schools of Pharmacy in the US that offers both an accelerated (3 yr) and traditional (4 yr) Doctor of Pharmacy program



# Why PharmD at Regis?

- Regis offers matriculation flexibility

		Years Post High School					
		1	2	3	4	5	6
Path 1	Undergraduate	Regis College					
	PharmD Program PharmD			PharmD Program			PharmD
Path 2	Undergraduate	72 credit hrs					
	PharmD Program			PharmD Program			PharmD
	BS, Foundations in Pharmacy PharmD			Yes, with select Undergrad Courses		BS	PharmD
Path 3	Undergraduate	86 credit hrs					
	PharmD Program BS, Foundations in Pharmacy PharmD				PharmD Program		

Timelines based upon 3-year PharmD program. A 4-year program is also available

### Degrees Earned

- BS 
- PharmD 

- A PharmD is recognized as meeting the requirements for entering any graduate-level program of your choice in the future
- Earning a BS in Foundations of Pharmacy at Regis gives you the flexibility to enter another graduate-level program if you choose not to complete the PharmD

# Why PharmD at Regis?

- Regis offers multiple programs to prepare you for the career option of your choosing

## Dual Degree\*

- MS, Health Services Administration
- MS, Health Informatics

## Certificates *(Available in either 3, or 4 year PharmD programs)*

- Healthcare Business Management
- Pharmaceutical Industry Affairs
- Healthcare Informatics
- Healthcare Quality and Patient Safety

The dual degree programs are achieved by applying electives taken within the PharmD program to the targeted MS programs

# Why PharmD at Regis?

- Regis offers generous tuition assistance packages based upon financial need, scholastic performance and application timing
  - Students who complete a verified application by Feb 3, 2025 are eligible for a \$6,000 tuition assistance bonus in addition to the standard package
  - Final out of pocket costs for the average student at Regis are on par with comparable institutions

# How Do I Enroll?

Enrollment Process	Milestones												
<ul style="list-style-type: none"><li>• Fill-out application on PharmCAS<ul style="list-style-type: none"><li>○ <a href="http://www.pharmcas.org">www.pharmcas.org</a></li></ul></li><li>• Participate in the interview process<ul style="list-style-type: none"><li>• On Campus or Virtual</li></ul></li><li>• Hold acceptance with a deposit</li><li>• Complete outstanding pre-requisites</li></ul>	<table border="0"><tr><td data-bbox="1192 402 1936 465">Early Enrollment Deadline</td><td data-bbox="2155 402 2318 465">Feb 3</td></tr><tr><td colspan="2" data-bbox="1192 496 2012 545">• Eligible for Tuition Assistance Bonus</td></tr><tr><td data-bbox="1192 648 2048 711">Standard Enrollment Deadline</td><td data-bbox="2155 648 2344 711">June 2</td></tr><tr><td colspan="2" data-bbox="1192 742 1834 791">• Standard Tuition Assistance</td></tr><tr><td data-bbox="1192 893 1926 956">Final Enrollment Deadline</td><td data-bbox="2155 893 2379 956">June 15</td></tr><tr><td colspan="2" data-bbox="1192 988 1967 1036">• Tuition Assistance May be Limited</td></tr></table>	Early Enrollment Deadline	Feb 3	• Eligible for Tuition Assistance Bonus		Standard Enrollment Deadline	June 2	• Standard Tuition Assistance		Final Enrollment Deadline	June 15	• Tuition Assistance May be Limited	
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Final Enrollment Deadline	June 15												
• Tuition Assistance May be Limited													
<p><b>You do not have to wait until you have completed all of your pre-requisites to apply if your intention is to finish them prior to enrollment</b></p>	<p><b>Acceptance is offered to students on a rolling basis as soon as 2-3 weeks after application completion, based upon timing and completion of interview process</b></p>												