



PROFERO TEAM, LLC A COLLABORATIVE APPROACH TO PHARMACY CONSULTING

Marc A. Sweeney, Pharm.D.,
CEO




Profero Team, LLC

This award is in recognition of Profero Team, LLC's stellar reputation and trust among customers and industry peers, evident in the numerous nominations we received from our subscribers. Profero Team, LLC emerged as the Top Pharmacy Consulting Service 2025 after an exhaustive evaluation by an expert panel of C-level executives, industry thought leaders, and our editorial board.

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PROFERO TEAM, LLC

A COLLABORATIVE APPROACH TO PHARMACY CONSULTING

Profero Team is built on a simple yet powerful idea—“When you hire us, you’re hiring a team, not just a consultant.”

This is important in today’s increasingly complex pharmacy consulting landscape. Stakeholders are navigating rising drug costs, shifting regulatory frameworks, and the unrelenting demand to improve patient outcomes. These pressures can overwhelm even the most seasoned professionals, leaving them searching for solutions that go beyond the conventional. Profero was built to meet this challenge.

From the very beginning, it set out to do something different. Instead of offering clients the perspective of one advisor, they provide the power of many—bringing together a multidisciplinary team of experts who collectively address each challenge with strategic insight, clinical know-how, and a shared commitment to meaningful results.

“By partnering with Profero, clients don’t just receive guidance, they gain a trusted ally equipped to navigate the complexities of modern pharmacy with clarity, confidence and a shared vision for better care,” says Marc A. Sweeney, CEO.

At Profero, collaboration isn’t a buzzword—it’s the engine that drives innovation. The team combines diverse skill sets from across the pharmacy and healthcare spectrum to design solutions that are as effective as they are innovative. Whether it’s redesigning pharmacy

benefits, developing forward-thinking clinical strategies, or transforming the way care is delivered, Profero does it with creativity, critical thinking and cohesion.

What started as a vision to bring together specialists from different facets of the pharmacy and healthcare industries has now grown into a thriving company that is changing the way businesses approach pharmacy benefits, clinical services, and pharmacy strategy development.

The cornerstone of its approach lies in its commitment to collaboration. While many consulting firms assign a single point of contact to each project, Profero Team’s philosophy is rooted in its name.

“Unlike many companies in the consulting space, Profero Team does not just offer one person to solve the problem. Instead, clients benefit from the collective expertise of specialists, each with their own background and knowledge,” says Sweeney.

Addressing the Rising Cost of Drugs

Profero offers three core consulting services, each focused on addressing critical needs within the pharmacy industry - benefit optimization, clinical services, and pharmacy strategy development. Each service plays a vital role in helping employers, brokers and healthcare providers navigate the complexities of pharmacy benefits and ensure they offer the best possible care to their employees and patients.

Executive Leadership: Marc A. Sweeney, Pharm.D., CEO, Patricia Sweeney, R.Ph., President, Cheryl Reese, Chief Operating Officer, Jeff Lewis, Pharm.D., Chief Strategy Officer

Leadership: Stacey Rexrode, Pharm.D., Executive Director of Benefit Solutions Management, Cynthia Yu, Pharm.D., Director of Precision Medicine, Samantha Yates, Pharm.D., Director of Utilization Management, Melody Hartzler, Pharm.D., Director of Patient Care Services, Sharie Bolender, Clinical Operations Manager



The first vertical, pharmacy benefit optimization, addresses the rising cost of drugs.

“Rising drug costs have become a major concern for employers and healthcare providers across the U.S. Specialty drugs, diabetes medications, and weight loss treatments are just a few examples of areas where prices are climbing, placing a strain on employee health plans,” says Cheryl Reese, chief operating officer and pharmacy benefits consultant. “Our pharmacy benefits optimization vertical focuses on helping employers and brokers find solutions to this pressing issue without sacrificing the quality of care.”

The team begins by reviewing the existing pharmacy benefits plan design and the contract with the pharmacy benefit manager (PBM). From there, the team identifies areas where costs can be reduced, either by optimizing the current PBM agreement or recommending a new vendor. It helps clients identify opportunities to reduce costs while ensuring that clinical outcomes and patient care aren’t compromised. By evaluating each client’s needs, Profero creates customized strategies that align with financial goals and the broader mission of improving health outcomes.

This is not a one-size-fits-all approach. The consultants understand that each organization has goals, cultures and expectations. They work closely with clients to develop tailored strategies that reduce costs while enhancing the care level. This approach helps clients balance cost management and the availability of high-quality healthcare services for their employees.

Personalized Medicine and Data-Driven Solutions

The clinical services vertical is designed to help clients optimize the clinical care they provide to patients. This includes various services, such as third-party prior authorizations, holistic care management, utilization management programs, and specialized consulting in pharmacogenomics and nutrigenomics.



UNLIKE MANY COMPANIES IN THE CONSULTING SPACE, PROFERO TEAM DOES NOT JUST OFFER ONE PERSON TO SOLVE THE PROBLEM. INSTEAD, CLIENTS BENEFIT FROM THE COLLECTIVE EXPERTISE OF SPECIALISTS, EACH WITH THEIR OWN BACKGROUND AND KNOWLEDGE

Pharmacogenomics, the study of how genes affect a person’s response to drugs, and nutrigenomics, which focuses on how gene expression impacts food choices and nutrition, are two areas where Profero Team has positioned itself as a leader. These services are particularly valuable in an era where personalized medicine is increasingly important in improving patient outcomes. Through genetic testing, Profero helps clients tailor drug therapies and dietary plans to each patient, ensuring they receive the most effective and appropriate treatment.

“Our goal is to help clients take a more personalized approach to healthcare, which improves clinical outcomes and can also help reduce overall healthcare costs in the long run,” says Sweeney.

By focusing on precision medicine and leveraging advanced data analytics, Profero Team empowers healthcare providers to make more informed decisions about patient care.

Building Stronger Pharmacy Operations

The third vertical is pharmacy strategy development. This area focuses on helping clients develop and implement effective pharmacy strategies, whether establishing new pharmacy operations, optimizing existing ones, or creating more effective pharmacy benefits plans. For example, Profero recently worked with a community hospital in Ohio to help them overhaul their pharmacy benefits program.

The project included evaluating the hospital’s current pharmacy benefits plans, recommending a new pharmacy benefit manager, and even assisting with creating an outpatient retail pharmacy. The hospital was also assisted in negotiating its own rebate contract, which resulted in a significant reduction in overall pharmacy costs.



Profero’s continued success is boosted by the expertise in pharmacy strategy development. Whether clients need help navigating complex reimbursement models or designing a new pharmacy program from scratch, Profero’s experts guide them in every step of the way. By combining industry knowledge with a collaborative approach, it ensures that clients receive the best possible strategy for their situation.

Innovation and Critical Thinking

Success has its basis in its broad expertise and commitment to innovation and critical thinking. The ability to think outside the box is one of the key differentiators that set the team apart from its competitors.

This innovative mindset has allowed the company to stay ahead of the curve in a constantly evolving industry. For example, it has been at the forefront of integrating

personalized medicine into its clinical services, ensuring clients benefit from the latest genetic testing and precision medicine advancements. By continuously monitoring developments in the pharmacy space, Profero Team brings fresh, creative ideas to its clients, ensuring that they remain competitive.

A focus on critical thinking also plays a significant role. Profero takes a deep dive into every issue, analyzing it from all angles and considering every possible solution.



BY PARTNERING WITH PROFERO, CLIENTS DON’T JUST RECEIVE GUIDANCE, THEY GAIN A TRUSTED ALLY EQUIPPED TO NAVIGATE THE COMPLEXITIES OF MODERN PHARMACY WITH CLARITY, CONFIDENCE AND A SHARED VISION FOR BETTER CARE

Leader in the Pharmacy Consulting Industry

Looking to the future, the focus is on expanding services and innovating in pharmacy consulting. One area of growth is precision medicine, which guides drug therapies and dietary recommendations. This approach will help improve patient outcomes and also play a key role in reducing long-term healthcare costs by ensuring that patients receive the most effective treatments from the start.



Additionally, Profero Team plans to expand its clinical management programs to include more effective management of high-cost, chronic conditions like diabetes, heart disease and cancer. By focusing on improving health outcomes, Profero Team aims to help clients reduce drug costs in a way that also benefits the health of their employees.

By staying at the forefront of pharmacy innovation and maintaining its commitment to collaboration and critical thinking, Profero Team will undoubtedly remain a leader in the pharmacy consulting industry. **HB**

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