

Your Roadmap to Opening a Successful Compounding Pharmacy

Powered
by **PCCA**

STEP
1

RESEARCH AND UNDERSTAND REGULATIONS

Familiarize yourself with provincial and federal regulations governing compounding pharmacies, such as NAPRA's Model Documents for Non-Sterile and Sterile Compounding Standards and Health Canada's Policy on Manufacturing and Compounding (POL-0051).

Why?

Regulatory compliance is critical to avoid penalties, legal issues and reputational damage.

STEP
2

CREATE A BUSINESS PLAN

- Define your services (sterile, nonsterile, veterinary, etc.).
- Conduct market research and develop a pricing strategy.
- Outline costs for rent, equipment, staffing and APIs.

Why?

A clear plan helps attract investors and secure financing.

STEP
3

SECURE FINANCING

Estimate startup costs (typically ranging from \$300,000 to \$1,000,000*) and explore funding options such as small business loans or pharmacy bank loans.

Why?

Proper funding ensures smooth operations and sustainable growth.

**Numbers based on complete startup of new pharmacy; not reflective of adding compounding to existing pharmacy. Actual costs vary based on location, business specifics and other factors.*

STEP
4

CHOOSE THE RIGHT LOCATION

- Look for high-visibility areas near healthcare providers.
- Ensure compliance with pharmacy zoning regulations.
- Plan space for cleanrooms and specialized equipment.

Why?

A strategic location improves accessibility and regulatory adherence.

STEP
5

CONSULT WITH EXPERTS

- Work with lawyers, financial advisors and pharmacy startup consultants.
- Partner with professionals who understand compounding pharmacy design and pharmacy law.

Why?

Expert guidance helps prevent costly mistakes.

STEP
6

OBTAIN LICENSING AND CERTIFICATIONS

- Secure provincial pharmacy licenses and compounding permits (if applicable).
- Obtain appropriate training prior to buildout, such as hands-on nonsterile training, to inform your decision-making.

Why?

Proper licensing establishes legal compliance and builds trust with patients and prescribers.

STEP
7

BUILD YOUR COMPOUNDING LAB & ACQUIRE EQUIPMENT

- Assure your lab can meet appropriate regulatory standards, with respect to hazardous and/or sterile compounding requirements.
- Invest in powder containment hoods, capsule machines, balances, hotplate stirrers and other essential equipment.

Why?

A compliant workspace is crucial for high-quality compounding.

STEP
8

SOURCE HIGH-QUALITY APIs

Partner with trusted suppliers committed to quality and regulatory compliance.

Why?

Ingredient integrity impacts the safety and efficacy of compounded medications.

STEP
9

HIRE AND TRAIN STAFF

- Recruit experienced compounding pharmacists and technicians.
- Provide comprehensive training in compliance with provincial regulatory and Health Canada guidelines.

Why?

Well-trained staff ensure safe, accurate and efficient operations.

STEP
10

DEVELOP YOUR MARKETING AND REFERRAL STRATEGY

- Build strong relationships with local prescribers.
- Educate the community on the benefits of compounding.
- Utilize digital marketing and social media to grow your customer base.

Why?

A strong network and brand presence drive referrals and business growth.

PCCA: YOUR COMPLETE COMPOUNDING PHARMACY RESOURCE

PCCA provides the highest quality APIs, industry-leading education and expert guidance to help you launch and grow your compounding pharmacy.

Let us be your partner on this journey!



CONTACT US TODAY

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