LegitScript Healthcare Merchant Certification Gives B2B Healthcare Businesses a Competitive Advantage

Why did Epiq Scripts choose LegitScript? Co-founder Sultan Haroon explains why LegitScript's program is the industry benchmark in the digital health space.

Epiq Scripts is an online mail-order pharmacy specializing in prescription fulfillment for digital telehealth companies. It fulfills a high volume of prescriptions while offering non-sterile custom compounding, nationwide shipment & delivery, API, advanced integration capabilities, and custom branding and packaging. They make sure that digital health companies are front and center — providing a seamless end-to-end experience.

Sultan Haroon, co-founder of Epiq Scripts, began as a tech at a specialty mail-order pharmacy. With a lot of hard work, he rose to become the owner of a Class A retail pharmacy — growing to five locations before selling to a private equity firm.

In the following Q&A, Sultan explains why Epiq Scripts chose to become LegitScript-certified and how his company is taking advantage.

What prompted your company to get LegitScript-certified?

LegitScript's Healthcare Merchant Certification is a benchmark in the digital health space. It's the single most important certification to have and is recognized by companies in a multitude of segments in the digital health network.

Do you think there is still a stigma for some about accessing healthcare online?

Even with all the success the telemedicine sector has seen in the last few years, there is still a stigma surrounding accessing healthcare online. Having the appropriate accreditations along with certifications like LegitScript help put consumers' minds at ease and let them know we're a company they can trust.

EPIQ SCRIPTS

Apply for Healthcare Certification today at:
legitscript.com/ healthcare

Contact Us
1-877-534-4879
legitscript.com/contact

But despite any reservations, telehealth is still rapidly growing.

Telemedicine has grown exponentially in the last few years as consumers become more aware of the convenience that it offers. We see telemedicine growing more and more every year because it helps solve two of the biggest challenges we face in the healthcare sector: affordability and accessibility.

As the industry grows, so does competition. How do you reach prospective partners to grow your business?

We're a B2B enterprise solution, and we primarily run ads on Google and LinkedIn. Advertising is key to the growth of our business, and LegitScript certification unlocks our ability to advertise on many major internet platforms.

How was the certification process for you? Did LegitScript Certification help Epiq Scripts become even more epic?

The LegitScript certification process was straightforward and convenient, user-friendly, and all questions were answered appropriately by the LegitScript team. Getting certified by LegitScript has gained us credibility which in return has helped us in every area of the digital health supply chain.

Whether it's marketing, getting approvals for credit card processing, or vendor partnerships and collaborations, our partners like to see that we've been LegitScript-certified. Having LegitScript certification gives us a significant competitive advantage in encouraging digital telehealth companies to choose us.

Do you have advice for other telemedicine or telehealth providers considering LegitScript Certification?

Getting LegitScript-certified should be one of the first things a company does when they're looking to enter the digital health space. LegitScript certification is part of the core foundation upon which you can build telemedicine and telehealth infrastructure.

LegitScript: Making the Internet and Payment Ecosystems Safer and More Transparent – Now and for Future Generations