FAQs for Fullscript Suppliers

Why did Fullscript acquire Emerson Ecologics and how does this benefit suppliers?
We believe our combined platforms will accelerate the innovation required to simplify the delivery of the medicine required to heal our healthcare system. In combining our supply chain, resources, and offerings, we'll enhance our ability to serve patients and practitioners. We can also accelerate growth and investment to enhance our platform offering to attract more practitioners to integrative medicine. This growth will allow us to provide our supplier partners with a much broader reach in order to accelerate their growth.

In addition, existing supplier services will be amplified with the combination of patient direct and wholesale ordering platforms. You will get a full view of your business across all channels as well as brand-new industry insights.

Will your company name still be Fullscript?
Yes, the combined company will be Fullscript. All assets of Emerson Ecologics will be transitioned to Fullscript as a united entity with enhanced expertise and leading technologies. There will be a thoughtful approach to migrate the Wellevate platform over to the Fullscript platform in the next few months. The Emerson Ecologics platform (EmersonEcologics.com) is not changing.

Are there changes to my contacts at Fullscript?
We will communicate any changes to your account management team. As part of the changes, our value, and service offerings to our supplier partners will expand.

Are there changes to invoices and billing?
There will be no changes. You will be notified well in advance of any changes to invoicing and billing that may be required as we continue to integrate operationally with Emerson Ecologics.

I have a supplier relationship with both Fullscript and Emerson Ecologics. What does this mean for me?
Business as usual. Both companies will place separate POs and continue to fulfill orders from separate warehouses. You will continue to receive the same supplier perks/benefits as you did before, along with some new initiatives that will help grow your business. All payment and delivery terms will remain the same.

Over the coming months, we will start to consolidate purchasing and supplier agreements and hold discussions around how this will impact ordering cadence. You will continue to receive the same supplier perks/benefits as you did before, along with some new initiatives that will help grow your business.

I don't have a direct relationship with Emerson Ecologics, my relationship is only with Fullscript. What does this mean for my brand?
Your products will continue to be available via the patient ordering platform. They will not be available on Emerson Ecologics unless you agree to your products being available on this channel. Your brand will still be protected in the same way across all channels.

Will there be any changes in the service offerings for suppliers?
No. In fact, over time our offerings to suppliers will grow. We will continue to offer opportunities to contribute to the Monthly Dose Newsletter and catalog update publications, and provide monthly supplier sales reports for both patient direct and practitioner wholesale orders. Over the coming weeks and months, we will communicate new offerings and opportunities for our supplier partners.

Will Fullscript be purchasing a higher volume of stock?
We are excited for the growth opportunity this combined business represents. Each company has forecasted based on independent plans and will be re-forecasting and communicating any expected changes as needed.

Who will lead Fullscript going forward?
Kyle Braatz, Fullscript's founder, remains CEO of our newly combined company.

Who is Emerson Ecologics?
Emerson Ecologics is the wholesale and fulfillment side of our business with whom we previously had a distribution agreement. Emerson Ecologics has 40+ years of experience distributing supplements and wellness products to integrative practitioners. While they used to be separate companies, Fullscript and Emerson Ecologics are now one company.