

Maximise your Dispensary Profitability

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DDS Directors



Commercial & Procurement



National Picture

Large Variation In
Dispensary
Profitability

Range:
30% Net Profit
To
Loss Making

Common Theme:
Mix of
Good & Bad practice



Management of Accounts

Practice
Accounts
Inadequate

Closer
Scrutiny
Required

Early
Identification
Of Problems

Implement
Quicker
Solutions



Management of Accounts

Dispensary Monthly Management Report

Dispensary Income	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-23
£	£	£	£	£	£	£	£	£	£	£	£	£
Reimb from PCSE	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Rebates /Discounts	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Private Rxs	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
VAT	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
DSQS	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Total Income	-	-	-	-	-	-	-	-	-	-	-	-
Dispensary Costs	£	£	£	£	£	£	£	£	£	£	£	£
Wholesaler Spend	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Disp Salaries	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Other Costs	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Total Costs	-	-	-	-	-	-	-	-	-	-	-	-
£	£	£	£	£	£	£	£	£	£	£	£	£
Net Operating Margin	-	-	-	-	-	-	-	-	-	-	-	-
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Average Net =												



Reimbursement From PCSE

Reimb from PCSE

	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
Credits												
Basic price	£ 31,629.77	£ 33,747.04	£ 34,636.25	£ 32,815.33	£ 40,680.42	£ 33,739.99	£ 47,823.07	£ 43,016.70	£ 46,922.38	£ 45,764.33	£ 46,091.33	£ 46,667.12
Dispensing fees	£ 9,026.34	£ 9,657.28	£ 11,559.16	£ 10,782.54	£ 12,169.60	£ 10,472.88	£ 13,932.02	£ 10,898.31	£ 18,266.67	£ 16,936.17	£ 17,998.76	£ 16,953.65
Drug Advance	£ 32,437.87	£ 33,947.35	£ 32,160.46	£ 36,618.81	£ 35,421.57	£ 43,970.27	£ 35,546.45	£ 38,909.89	£ 37,099.55	£ 39,087.98	£ 34,357.88	£ 41,567.84
VAT	£ 665.19	£ 719.91	£ 710.80	£ 699.18	£ 1,091.06	£ 627.53	£ 1,104.80	£ 761.92	£ 1,001.33	£ 1,393.87	£ 701.22	£ 981.55
	£ 73,759.17	£ 78,071.58	£ 79,066.67	£ 80,915.86	£ 89,362.65	£ 88,810.67	£ 98,406.34	£ 93,586.82	£ 103,289.93	£ 103,182.35	£ 99,149.19	£ 106,170.16
Debits												
prescription charges - banked	£ 900.30	£ 891.33	£ 799.11	£ 878.90	£ 832.15	£ 900.50	£ 945.33	£ 898.15	£ 978.55	£ 874.46	£ 885.44	£ 873.50
Drug Recovery - paid last month	£ 31,189.66	£ 32,437.87	£ 33,974.35	£ 32,160.46	£ 36,618.81	£ 35,421.57	£ 43,970.27	£ 35,546.45	£ 38,909.89	£ 51,954.00	£ 36,785.87	£ 50,001.60
Clawback	£ 3,536.21	£ 3,772.91	£ 3,872.33	£ 3,668.74	£ 4,548.07	£ 3,772.14	£ 5,346.62	£ 3,934.87	£ 6,594.67	£ 5,245.93	£ 5,566.80	£ 5,345.77
	£ 35,626.17	£ 37,102.11	£ 38,645.79	£ 36,708.10	£ 41,999.03	£ 40,094.21	£ 50,262.22	£ 40,379.47	£ 46,483.11	£ 58,074.39	£ 43,238.11	£ 56,220.87
TOTAL	£ 38,133.00	£ 40,969.47	£ 40,420.88	£ 44,207.76	£ 47,363.62	£ 48,716.46	£ 48,144.12	£ 53,207.35	£ 56,806.82	£ 45,107.96	£ 55,911.08	£ 49,949.29



Rebates/Discounts

Rebates /Discounts		Feb-22		Mar-22		Apr-22		May-22		Jun-22		Jul-22		Aug-22		Sep-22		Oct-22		Nov-22		Dec-22		Jan-23
AAH	£	951.56	£	867.20	£	1,052.14	£	1,011.40	£	2,383.84	£	3,098.45	£	3,225.89	£	3,907.32	£	4,335.89	£	4,164.60	£	4,200.55	£	4,199.41
Alliance	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
Gluco Rx	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
Wardles/NWOS	£	200.01	£	189.56	£	245.66	£	278.76	£	290.33	£	478.98	£	500.77	£	600.12	£	709.44	£	1,000.66	£	1,300.56	£	1,798.56
Astra Zeneca	£	344.24	£	-	£	-	£	533.25	£	-	£	-	£	869.36	£	-	£	-	£	823.72	£	-	£	-
Teva UK	£	62.20	£	86.47	£	87.23	£	86.47	£	76.05	£	108.93	£	59.53	£	59.18	£	100.32	£	73.37	£	88.91	£	77.55
Tillotts	£	91.15	£	45.25	£	-	£	-	£	117.00	£	-	£	-	£	68.21	£	-	£	62.64	£	-	£	-
Accord	£	655.30	£	1,864.36	£	-	£	-	£	-	£	-	£	-	£	-	£	4.32	£	12.24	£	-	£	-
	£	2,304.46	£	3,052.84	£	1,385.03	£	1,909.88	£	2,867.22	£	3,686.36	£	4,655.55	£	4,634.83	£	5,149.97	£	6,137.23	£	5,590.02	£	6,075.52



Wholesale Spend

<u>Wholesale Spend</u>	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
AAH	£ 36,732.55	£ 33,237.54	£ 26,528.45	£ 31,518.89	£ 30,496.36	£ 28,651.32	£ 27,464.02	£ 28,412.63	£ 27,102.98	£ 25,844.28	£ 24,752.84	£ 23,811.85
Alliance	£ 8,349.12	£ 6,891.90	£ 10,220.93	£ 8,644.42	£ 11,517.70	£ 9,393.39	£ 10,057.34	£ 13,311.95	£ 15,736.85	£ 7,284.88	£ 11,035.30	£ 9,941.55
Phoenix	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -
Clarity	£ 1,137.60	£ 1,026.50	£ 1,327.20	£ 1,516.80	£ 1,795.78	£ -	£ -	£ -	£ -	£ -	£ -	£ -
Beta	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -
Bestway Medhub	£ -	£ -	£ -	£ -	£ -	£ 13.80	£ 79.37	£ 795.96	£ 265.26	£ 63.02	£ 19.08	£ -
OTC Direct	£ 55.44	£ 27.77	£ 16.14	£ 9.18	£ -	£ 10.91	£ 1.73	£ 1.73	£ -	£ 360.43	£ -	£ -
Wardles	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 63.46	£ -	£ -
Blank 2	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -
	£ 46,274.71	£ 41,155.94	£ 38,092.72	£ 41,680.11	£ 43,809.84	£ 38,069.42	£ 37,602.46	£ 42,522.27	£ 43,105.09	£ 33,616.07	£ 35,807.22	£ 33,753.40



Staff Member

<u>Staff Member</u>		Feb-22		Mar-22		Apr-22		May-22		Jun-22		Jul-22		Aug-22		Sep-22		Oct-22		Nov-22		Dec-22		Jan-23
Total Staff (gross)	£	4,521.65	£	5,245.16	£	5,081.17	£	5,081.17	£	5,081.17	£	5,081.17	£	5,081.17	£	5,081.17	£	5,418.04	£	5,418.04	£	5,661.86	£	5,661.86
Overtime	£	393.87	£	466.68	£	622.90	£	467.05	£	198.92	£	442.55	£	701.88	£	561.26	£	578.66	£	361.88	£	669.56	£	335.04
Employer's NIC	£	210.88	£	226.62	£	303.35	£	267.36	£	210.42	£	247.74	£	286.39	£	322.24	£	339.07	£	319.21	£	669.36	£	371.98
Employer's Pension Contributions	£	598.39	£	742.25	£	777.55	£	724.10	£	700.39	£	738.12	£	752.07	£	717.75	£	783.53	£	735.06	£	1,391.28	£	803.47
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-	£	-
	£	5,724.79	£	6,680.71	£	6,784.97	£	6,539.68	£	6,190.90	£	6,509.58	£	6,821.51	£	6,682.42	£	7,119.30	£	6,834.19	£	8,392.06	£	7,172.35



Other Costs

Other Costs		Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
Stock Dressings	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Drug Postage and packaging	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
PSUK Forte Membership	£	- £	- £	- £	- £	- £	63.54 £	63.54 £	63.54 £	63.54 £	63.54 £	63.54 £	63.45
Fuel/Delivery Charges	£	42.00 £	61.80 £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Stationery/boxes	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Storage Room	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Staff Uniforms	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Electronic CD Registers	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
DDA Subs	£	- £	- £	- £	- £	- £	- £	- £	- £	120.00 £	- £	- £	445.00
DDS Consultancy Fees	£	1,985.85 £	- £	- £	- £	- £	6,000.00 £	3,000.00 £	3,454.75 £	- £	- £	- £	118.80
Dispensit Annual Support	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Stock Valuer Fee	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
Bags and labels (BAF)	£	200.26 £	- £	- £	- £	316.37 £	- £	140.61 £	119.88 £	140.61 £	234.91 £	- £	134.93
Blank 2	£	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	- £	-
	£	2,228.11 £	61.80 £	- £	- £	316.37 £	6,063.54 £	3,204.15 £	3,638.17 £	324.15 £	298.45 £	63.54 £	762.18



Management of Accounts

Dispensary Income		Feb-22
Reimb from PCSE		£38,133.00
Rebates /Discounts		£2,304.46
Private Rxs		£0.00
VAT		£3,986.11
DSQS		£0.00
Total Income		<u>£44,423.57</u>
Dispensary Costs		
Wholesaler Spend		£46,274.71
Disp Salaries		£5,724.79
Other Costs		£2,228.11
Total Costs		<u>£54,227.61</u>
Net Operating Margin		<u>-£9,804.04</u>
		-22.07%



Management of Accounts

Dispensary Income	Feb-22	Mar-22
Reimb from PCSE	£38,133.00	£40,969.47
Rebates /Discounts	£2,304.46	£3,052.84
Private Rxs	£0.00	£0.00
VAT	£3,986.11	£3,873.45
DSQS	£0.00	£0.00
Total Income	£44,423.57	£47,895.76
Dispensary Costs		
Wholesaler Spend	£46,274.71	£41,155.94
Disp Salaries	£5,724.79	£6,680.71
Other Costs	£2,228.11	£61.80
Total Costs	£54,227.61	£47,898.45
Net Operating Margin	-£9,804.04	-£2.69
	-22.07%	-0.01%



Management of Accounts

Dispensary Income	Feb-22	Mar-22	Apr-22
Reimb from PCSE	£38,133.00	£40,969.47	£40,420.88
Rebates /Discounts	£2,304.46	£3,052.84	£1,385.03
Private Rxs	£0.00	£0.00	£0.00
VAT	£3,986.11	£3,873.45	£4,012.89
DSQS	£0.00	£0.00	£0.00
Total Income	£44,423.57	£47,895.76	£45,818.80
Dispensary Costs			
Wholesaler Spend	£46,274.71	£41,155.94	£38,092.72
Disp Salaries	£5,724.79	£6,680.71	£6,784.97
Other Costs	£2,228.11	£61.80	£0.00
Total Costs	£54,227.61	£47,898.45	£44,877.69
Net Operating Margin	-£9,804.04	-£2.69	£941.11
	-22.07%	-0.01%	2.05%



Management of Accounts

Dispensary Income	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23
Reimb from PCSE	£38,133.00	£40,969.47	£40,420.88	£44,207.76	£47,363.62	£48,716.46	£48,144.12	£53,207.35	£56,806.82	£45,107.96	£55,911.08	£49,949.29
Rebates /Discounts	£2,304.46	£3,052.84	£1,385.03	£1,909.88	£2,867.22	£3,686.36	£4,655.55	£4,634.83	£5,149.97	£6,137.23	£5,590.02	£6,075.52
Private Rxs	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
VAT	£3,986.11	£3,873.45	£4,012.89	£4,175.92	£3,765.43	£4,109.34	£3,698.34	£4,300.76	£4,698.11	£3,981.76	£4,900.39	£5,093.52
DSQS	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
Total Income	£44,423.57	£47,895.76	£45,818.80	£50,293.56	£53,996.27	£56,512.16	£56,498.01	£62,142.94	£66,654.90	£55,226.95	£66,401.49	£61,118.33
Dispensary Costs												
Wholesaler Spend	£46,274.71	£41,155.94	£38,092.72	£41,680.11	£43,809.84	£38,069.42	£37,602.46	£42,522.27	£43,105.09	£33,616.07	£35,807.22	£33,753.40
Disp Salaries	£5,724.79	£6,680.71	£6,784.97	£6,539.68	£6,190.90	£6,509.58	£6,821.51	£6,682.42	£7,119.30	£6,834.19	£8,392.06	£7,172.35
Other Costs	£2,228.11	£61.80	£0.00	£0.00	£316.37	£6,063.54	£3,204.15	£3,638.17	£324.15	£298.45	£63.54	£762.18
Total Costs	£54,227.61	£47,898.45	£44,877.69	£48,219.79	£50,317.11	£50,642.54	£47,628.12	£52,842.86	£50,548.54	£40,748.71	£44,262.82	£41,687.93
Net Operating Margin	-£9,804.04	-£2.69	£941.11	£2,073.77	£3,679.16	£5,869.62	£8,869.89	£9,300.08	£16,106.36	£14,478.24	£22,138.67	£19,430.40
	-22.07%	-0.01%	2.05%	4.12%	6.81%	10.39%	15.70%	14.97%	24.16%	26.22%	33.34%	31.79%



Common Problems Identified

Poor Procurement

Reliance on
Dispensing Fees

High Stock
Levels

Staffing costs

PCSE
Reimbursement

Income Streams
Not Received

Discounts
Not Received

HMRC VAT
Reimbursement



Generic Procurement

Approx 80%
Prescription
Dispensed

Vital
if want
to be
Profitable

NET pricing
often
Not Visible

Poor
Awareness
of
Available
Options

No System
for
Amending
Generics
Above
Drug
Tariff



Branded Procurement

High values
With
Significant
Losses

Awareness
of
Manufacturer
Arrangements

Consider
Generic
Or
Optimisation

Parallel
Import



Surgical Lines

Significant
Losses
on Surgical
Lines
Bought
Directly

Appliances
& Dressings

Dispensing
Appliance
Contractor
(DAC)
Best
Commercial
Option

Fee Paid
for
Admin of
Scheme

Applied to
Dispensing
&
Non-
dispensing
Patients



Specials Procurement

Tariff &
Non-Tariff
Specials

Distinction
Between
Both Classes

Separate
Commercial
Arrangements

Tariff
Specials
can be
Significantly
Profitable



VAT

Personally
Administered
Items

PA Allowance
Paid By PPA
(Usually no
VAT reclaim)

Some PA
Items
Classified
as Dispensed
by HMRC

PA Allowance
& VAT
Claimable





ePACT2 Analysis

Prescribing data analytics

Utilising ePACT2 data

Current MDS schemes

Drug tariff



ePACT2 Overview

Practice Prescription Data

Interactive Reports & Dashboards

High Level data Summary – To Individual Prescription Item

Build Bespoke Reports

Export Reports & Dashboards

Improve Clinical Care & Profitability



ePACT2 Key Reports

Top Twenty

Personally Administered

Specialist Drugs

Generics Report

PDPI Tool



Practice Detailed Prescribing Information

PD4(PxQ) Dispensing at Practice Level March 2022

BNF Level - Presentation by Quantity; Chapters - (All Column Values)

BNF Presentation	Volume	Quantit	* Items	Item	NIC (£)	after clawback	OOPE (£)	Containers (£)
Totals				6,485	44,592.48	39,607.04	67.78	0.00
0803042N0AAADAD: Leuporelin 11.25mg inj pre-filled syringes	N	1	13	13	2,934.36	2,606.30	0.00	0.00
0208020Z0AAABAB: Apixaban 5mg tablets	N	56	2,352	42	2,234.40	1,984.59	0.00	0.00
0504080A0AAABAB: Atovaquone 750mg/5ml oral suspension sugar free	N	226	452	2	972.74	863.99	0.00	0.00
0403010B0AABCBC: Amitriptyline 10mg/5ml oral solution sugar free	N	900	900	1	818.82	727.28	0.00	0.00
0208020Y0AAACAC: Rivaroxaban 20mg tablets	N	28	448	16	806.40	716.24	0.00	0.00
0302000C0BQAABX: Fostair 100micrograms/dose / 6micrograms/dose inhaler	N	1	26	26	762.32	677.09	0.00	0.00
0606020W0BBABAB: Bondronat 50mg tablets	N	28	112	4	734.76	652.61	0.00	0.00
0102000P0AAAAAA: Mebeverine 50mg/5ml oral suspension sugar free	N	900	900	1	561.00	498.28	0.00	0.00
0601023AGAAABAB: Dapagliflozin 10mg tablets	N	28	420	15	548.85	487.49	0.00	0.00
0601023AQBBABAB: Trulicity 1.5mg/0.5ml solution for injection pre-filled pens	N	4	28	7	512.75	455.42	0.00	0.00
090401000BBNQAO: Neocate LCP powder	N	4,000	8,000	2	459.60	408.22	0.00	0.00
0302000N0BDABBK: Flutiform 250micrograms/dose / 10micrograms/dose inhaler	N	1	9	9	410.04	364.20	0.00	0.00

Practice Detailed Prescribing Information

BNF Presentation	Volume	Quantit	* Items	Item	NIC (£)	after clawback	OOPE (£)	Containers (£)
Totals				6,485	44,592.48	39,607.04	67.78	0.00
0803042N0AAADAD: Leuprorelin 11.25mg inj pre-filled syringes	N	1	13	13	2,934.36	2,606.30	0.00	0.00
0208020Z0AAABAB: Apixaban 5mg tablets	N	56	2,352	42	2,234.40	1,984.59	0.00	0.00

Practice Detailed Prescribing Information

PD4(PxQ) Dispensing at Practice Level March 2022

BNF Level - Presentation by Quantity; Chapters - (All Column Values)

BNF Presentation	Volume	Quantit	* Items	Item	NIC (£)	after clawback	OOPE (£)	Containers (£)
Totals				6,485	44,592.48	39,607.04	67.78	0.00
0803042N0AAADAD: Leuprorelin 11.25mg inj pre-filled syringes	N	1	13	13	2,934.36	2,606.30	0.00	0.00
0208020Z0AAABAB: Apixaban 5mg tablets	N	56	2,352	42	2,234.40	1,984.59	0.00	0.00
0504080A0AAABAB: Atovaquone 750mg/5ml oral suspension sugar free	N	226	452	2	972.74	863.99	0.00	0.00
0403010B0AABCBC: Amitriptyline 10mg/5ml oral solution sugar free	N	900	900	1	818.82	727.28	0.00	0.00
0208020Y0AAACAC: Rivaroxaban 20mg tablets	N	28	448	16	806.40	716.24	0.00	0.00
0302000C0BQAABX: Fostair 100micrograms/dose / 6micrograms/dose inhaler	N	1	26	26	762.32	677.09	0.00	0.00
0606020W0BBABAB: Bondronat 50mg tablets	N	28	112	4	734.76	652.61	0.00	0.00
0102000P0AAAAAA: Mebeverine 50mg/5ml oral suspension sugar free	N	900	900	1	561.00	498.28	0.00	0.00
0601023AGAAABAB: Dapagliflozin 10mg tablets	N	28	420	15	548.85	487.49	0.00	0.00
0601023AQBBABAB: Trulicity 1.5mg/0.5ml solution for injection pre-filled pens	N	4	28	7	512.75	455.42	0.00	0.00
090401000BBNQAO: Neocate LCP powder	N	4,000	8,000	2	459.60	408.22	0.00	0.00
0302000N0BDABBK: Flutiform 250micrograms/dose / 10micrograms/dose inhaler	N	1	9	9	410.04	364.20	0.00	0.00

Practice Detailed Prescribing Information

0504080A0AAABAB: Atovaquone 750mg/5ml oral suspension sugar free	N	226	452	2	972.74	863.99	0.00	0.00
0403010B0AABCBC: Amitriptyline 10mg/5ml oral solution sugar free	N	900	900	1	818.82	727.28	0.00	0.00
0208020Y0AAACAC: Rivaroxaban 20mg tablets	N	28	448	16	806.40	716.24	0.00	0.00
0302000C0BQAABX: Fostair 100micrograms/dose / 6micrograms/dose inhaler	N	1	26	26	762.32	677.09	0.00	0.00



Formulary Development



Evidence based &
cost effective

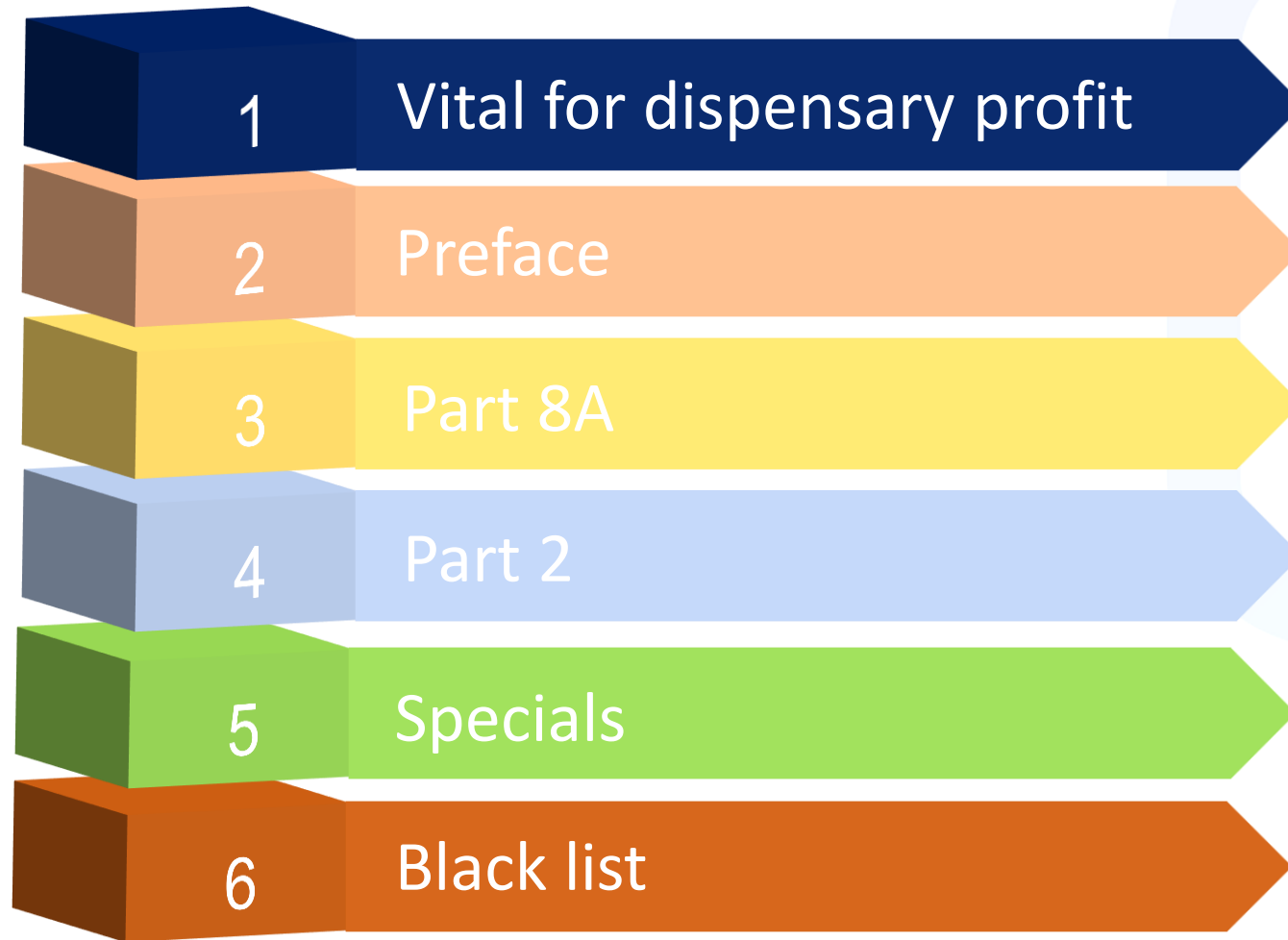
Compliant with prescribing
guidance

Standardize prescribing
across clinicians

Enhancing profitability



Drug Tariff





DSQS





Benefits of Effective Dispensary Management



Dispensary team well trained

Strong governance arrangements

Well organised dispensary

Increase NET margin

Future proof profitability



How DDS can Help

Overwhelming





How DDS can Help



Overwhelming

Time & skills



How DDS can Help



Overwhelming

Time & skills

DDS can help



Surgery Example Following DDS Assistance

Dispensary Income (Nett of VAT)	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22
Drugs	£42,566.10	£50,715.45	£50,321.94	£60,081.92	£56,728.54	£61,409.64	£53,408.02	£59,823.97	£57,450.37	£54,418.72	£57,293.07	£59,639.79
Disp Fees	£27,290.60	£21,275.24	£20,917.82	£25,152.43	£23,579.93	£26,012.88	£24,872.12	£27,997.80	£27,517.75	£25,162.35	£25,654.45	£28,175.57
Wardles	£629.88	£631.21	£604.88	£786.49	£665.55	£752.19	£666.82	£865.69	£791.37	£698.12	£597.80	£759.88
Private Rxs	£0.00	£0.00	£63.31	£2.13	£0.00	£32.85	£108.80	£0.00	£25.38	£10.76	£0.00	£15.83
DSQS	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
Other Rebates	£5,742.90	£7,141.73	£5,534.50	£7,111.50	£5,459.80	£7,230.29	£5,876.71	£7,209.42	£8,438.62	£8,653.12	£12,000.00	£8,355.31
Total Income	£76,229.48	£79,763.63	£77,442.14	£93,660.47	£86,433.27	£95,455.85	£84,932.65	£95,896.88	£93,923.49	£88,943.07	£95,553.32	£96,946.38
Dispensary Costs (Nett of VAT)												
Wholesaler Spend *	£58,563.54	£57,398.73	£58,497.82	£48,493.02	£55,778.04	£53,636.56	£51,634.95	£55,170.03	£54,379.38	£51,158.15	£58,900.13	£49,634.05
Disp Salaries	£9,379.59	£8,834.31	£8,910.95	£10,242.29	£10,714.27	£10,901.52	£11,004.99	£10,323.47	£10,276.58	£11,258.29	£10,954.90	£10,452.10
Other Costs **	£334.48	£450.27	£440.94	£781.01	£651.27	£42.10	£485.02	£595.29	£798.97	£1,231.40	£618.63	£346.98
Total Costs	£68,277.61	£66,683.31	£67,850.71	£59,516.32	£66,143.58	£64,580.18	£63,124.96	£66,088.79	£65,454.93	£67,234.84	£70,473.66	£60,433.13
Net Operating Margin	£7,951.87	£13,080.32	£9,591.43	£34,148.15	£20,290.24	£30,857.67	£21,807.51	£29,808.09	£28,768.56	£21,708.23	£25,071.66	£36,513.25
	10.43%	16.40%	12.76%	36.46%	23.47%	32.33%	25.68%	31.08%	30.53%	24.41%	26.24%	37.66%
Average Net: 25.62%												



Thank You For Listening



Prad Savania
DDS Director



Dr Wayne Turner
GP Senior Partner
Burbage Surgery
& DDS Director

**Come &
Talk to us
In the
Exhibition
Area**



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