

PSUK  live



# Navigating the challenging market and maximising efficiencies, featuring Golden Tote

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# Dispensing Doctors... facing a challenging time

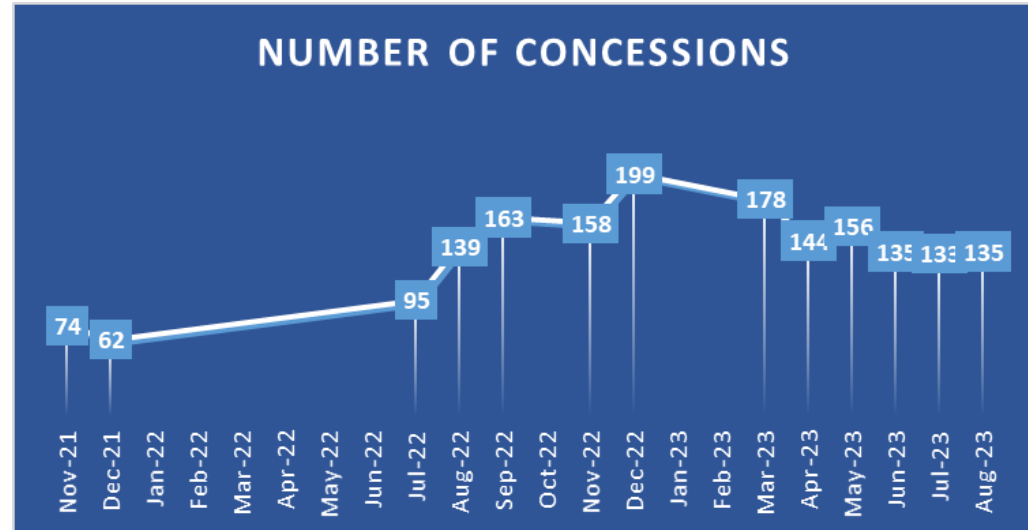
Now more than ever, the viability of the dispensary is coming under pressure.



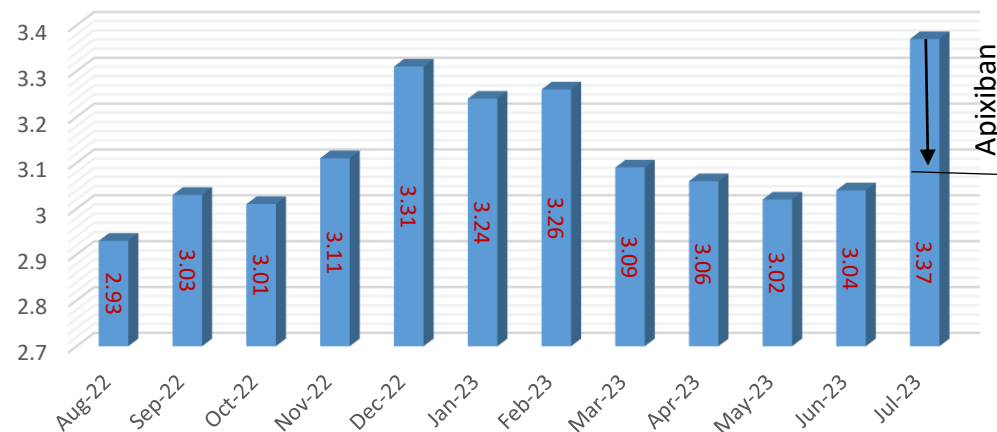
*Remember... your dispensary is a business, not a charity!*

# Market challenges... generics

- Generics = c50% of dispensary volume
- Unlike brands, pricing is cyclical due to supply and demand
- Last year saw significant increases in generic cost
- We are now seeing pricing falling again – evidenced by the number of concessions
- Apixiban added to DT in July
- Availability, consistency and pricing is key



Avr. Reimbursement price

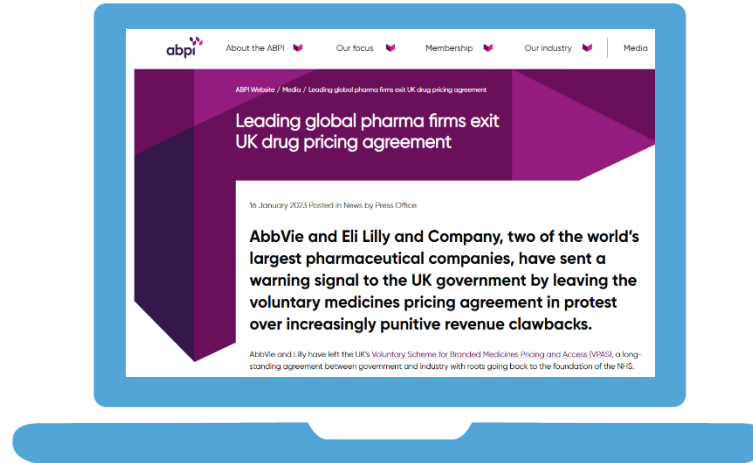


# Other impacts on your dispensary

## Brands....and VPAS

### What is VPAS?

- Agreement where Pharma pay back to the govt. a rebate on sales above a cap
- Aimed at encouraging more cost effective medication
- Rebate rose to 26.5% in 2023!
- Extreme impact on some categories e.g. biosimilars / branded generics



### So What?

- Reduction in wholesale discounts
- Removal of MDS discounts
- Discontinuation of products
- Divestment of products
- Restriction of supply to prioritise profitable markets

# ....so what can you do?

## Generics



- Simplify ordering
- Availability is Key
- Use PSUK tools such as Over Tariff review
- Gx spend will be falling – along with any gx rebate
  - Look for open script opportunities
    - Ensure 28 day prescribing

## Brands



- Sign up to all available MDS schemes
- Stay on top of all divestments and scheme news
- Use PSUK tools such PAD guide and Boost tables to see profitable options
- When prescribing brands – check MDS discounts available
- Always review ICB requests with Boost tables

# Supporting dispensing practice

## 4 Key Pillars

1

Expertise  
& Guidance



Monthly  
Top Tips



Monthly  
E-News



PS  
magazine



Boost  
tables



PAD  
guide

Loss  
making  
lines

2

Commercial  
Benefits

MDS

APM



Keys

3

Improving  
efficiencies

APM+

MyDeals



4

Education

PSUKlive

30 study  
days in  
2023

4 topics  
covered

PSUK  
live + online

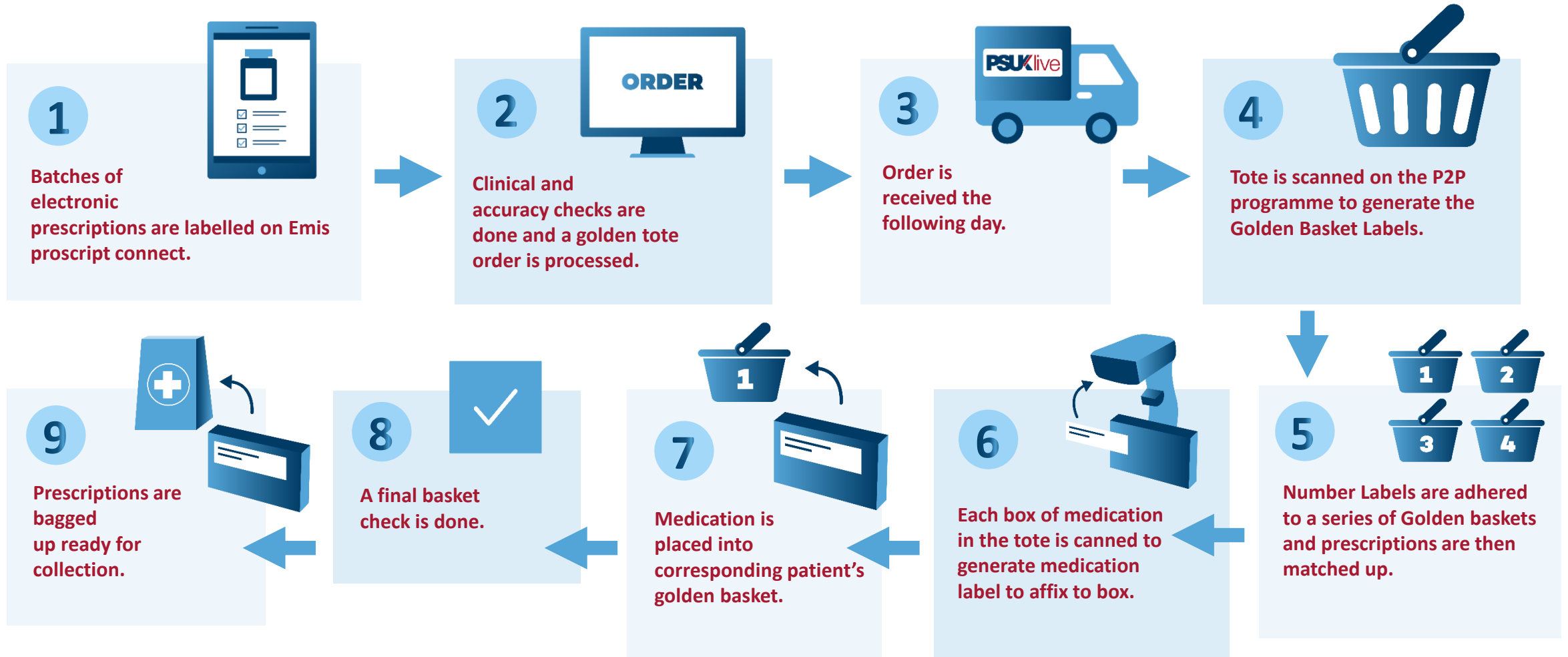


# Embracing innovations – Golden Tote



**Dr Emma Watts – Shere Surgery**

# Golden Tote Process



# Benefits of Golden Tote

Streamline process

Improves safety

Reduces double handling

Reduces required stock levels (and chance of stock going out of date)

Frees up time for other services (DRUM reviews etc)

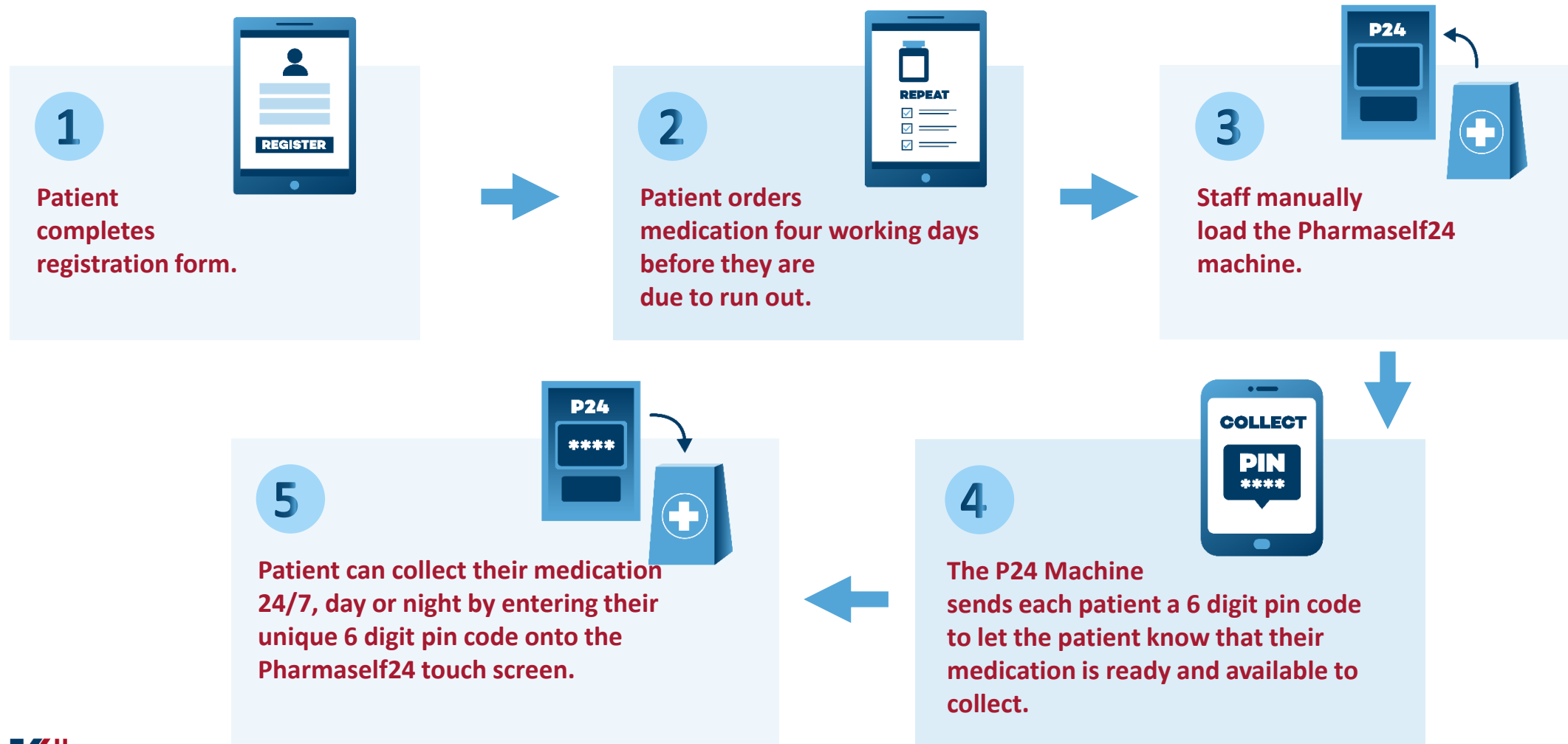
Reduces demand on trained staff

Improved morale, friendly competition!



# Pharmaself 24 @BrendaVendor

# Pharmaself24 Process





**Thank you... Any questions?**