



Dispensing Doctor Solutions

Prad Savania
DDS Director

Key Points to Maximise Dispensary Profitability

The background of the slide is a dark blue, textured surface resembling a cloudy sky or a deep ocean. The clouds are darker and more defined in the upper half, while the lower half is a smoother, darker blue. The overall effect is a moody, atmospheric background.

**MANY CHALLENGING
COMMON PROBLEMS**

Common Problems

Prescribing & Analytics

Staffing Issues

Knowledge & Training

Surgical Lines

Income Reimbursement

Procurement

Horizon Scanning

VAT

Drug Tariff

Financial Management

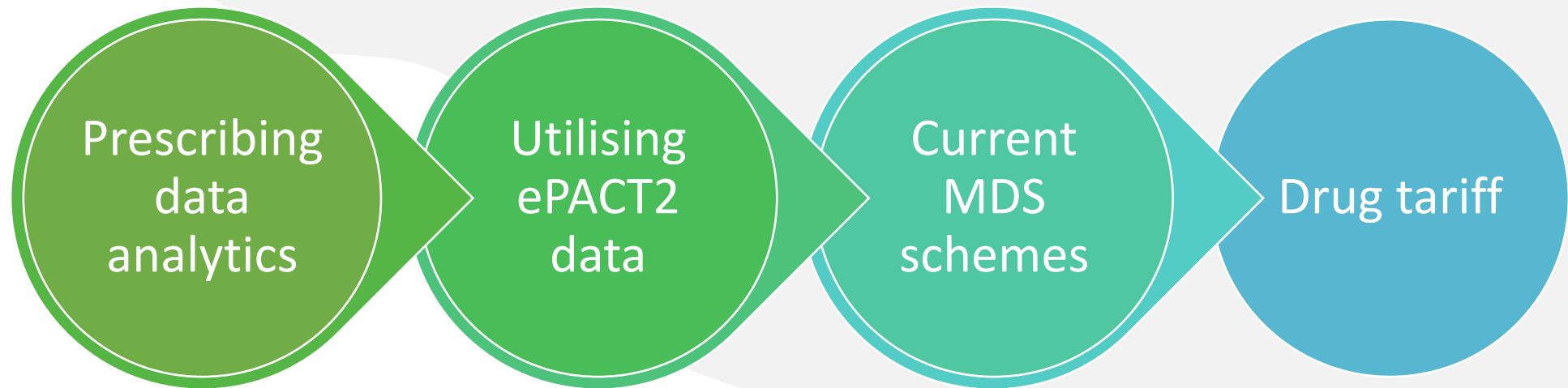
Prescribing & Analytics
Staffing Issues
Knowledge & Training
Surgical Lines
Income Reimbursement
Procurement
Horizon Scanning
VAT
Drug Tariff
Financial Management



Prescribing & Analytics



Focus Areas





ePACT2 Overview



PRACTICE
PRESCRIPTION DATA



INTERACTIVE
REPORTS &
DASHBOARDS



HIGH LEVEL DATA
SUMMARY



BUILD BESPOKE
REPORTS



EXPORT REPORTS &
DASHBOARDS



IMPROVE CLINICAL
CARE AND
PROFITABILITY



ePACT2 Key Reports





Key Reports – Top Twenty by NIC

Top 20 BNF products	NIC (£)	% of Practice NIC	% NIC change from previous year	Items
Edoxaban	9,607.50	6.57	-3.05	269
Atorvastatin	9,016.83	6.17	589.99	1,940
Rivaroxaban	3,376.80	2.31	0.59	85
FreeStyle Libre 2 Sensor	2,975.00	2.03	54.55	41
Fostair	2,726.76	1.87	-3.13	90
Fostair NEXThaler	2,169.68	1.48	124.24	71
Lercanidipine hydrochloride	2,125.68	1.45	-32.63	569
Prostap	2,106.72	1.44	-3.45	10
Mirabegron	1,984.70	1.36	7.04	96
Trulicity	1,831.25	1.25	8.70	25
Omeprazole	1,756.97	1.20	-24.95	681
Trimbow	1,646.50	1.13	2.78	36
Tamsulosin hydrochloride	1,621.99	1.11	144.45	301
Dapagliflozin	1,518.51	1.04	62.74	49
Entresto	1,396.29	0.96	17.31	30
Clobazam	1,379.55	0.94	336.07	4
Anoro Ellipta	1,365.00	0.93	0.00	42
Ezetimibe	1,260.34	0.86	941.17	107
Empagliflozin	1,216.64	0.83	15.65	40
Sertraline hydrochloride	1,099.21	0.75	192.44	284
These top 20 BNF products represent	52,181.92	35.69	33.40	4,770



Key Reports – Top Twenty by NIC

Top 20 BNF products	NIC (£)	% of Practice NIC	% NIC change from previous year	Items
Edoxaban	9,607.50	6.57	-3.05	269
Atorvastatin	9,016.83	6.17	589.99	1,940
Rivaroxaban	3,376.80	2.31	0.59	85
FreeStyle Libre 2 Sensor	2,975.00	2.03	54.55	41
Fostair	2,726.76	1.87	-3.13	90
Fostair NEXThaler	2,169.68	1.48	124.24	71
Lercanidipine hydrochloride	2,125.68	1.45	-32.63	569
Prostap	2,106.72	1.44	-3.45	10
Mirabegron	1,984.70	1.36	7.04	96
Trulicity	1,831.25	1.25	8.70	25
Omeprazole	1,756.97	1.20	-24.95	681
Trimbow	1,646.50	1.13	2.78	36
Tamsulosin hydrochloride	1,621.99	1.11	144.45	301
Dapagliflozin	1,518.51	1.04	62.74	49
Entresto	1,396.29	0.96	17.31	30
Clobazam	1,379.55	0.94	336.07	4
Anoro Ellipta	1,365.00	0.93	0.00	42
Ezetimibe	1,260.34	0.86	941.17	107
Empagliflozin	1,216.64	0.83	15.65	40
Sertraline hydrochloride	1,000.21	0.75	102.11	281

These top 20 BNF products represent	52,181.92	35.69	33.40	4,770
--	------------------	--------------	--------------	--------------

Key Reports – Personally Administered Items

Month	Total Items	Total NIC (£)
Apr-23	154	6,330.19
May-23	172	8,726.56
Jun-23	208	8,412.94
Jul-23	175	7,887.58
Aug-23	174	7,940.79
Sep-23	1,078	19,286.08
Oct-23	931	16,417.63
Nov-23	188	6,652.54
Dec-23	238	10,197.93
Jan-24	215	7,328.14
Feb-24	200	6,418.25
Mar-24	215	8,670.22
Totals	3,948	114,268.85

Key Reports – Personally Administered Items

Month	Total Items	Total NIC (£)
Apr-23	154	6,330.19
May-23	172	8,726.56
Jun-23	208	8,412.94
Jul-23	175	7,887.58
Aug-23	174	7,940.79

Sep-23	1,078	19,286.08
Oct-23	931	16,417.63

Mar-24	215	8,670.22
Totals	3,948	114,268.85



PD4 Dispensing at Practice Level

BNF Presentation	Quantity	Items	NIC (£)	After Clawback (£)
Totals		2,720	18,693.70	16,603.74
0208020AAAAACAC: Edoxaban 60mg tablets	28	24	1,176.00	1,044.52
0601023AGAAABAB: Dapagliflozin 10mg tablets	28	19	695.21	617.49
21480000101: FreeStyle Libre 2 Sensor	2	7	490.00	435.22
0208020AAAAABAB: Edoxaban 30mg tablets	28	10	490.00	435.22
0205052AEAAACAC: Sacubitril 24mg / Valsartan 26mg tablets	56	5	457.80	406.62
0302000K0BDABAM: Symbicort 200/6 Turbohaler	1	15	420.00	373.04
0409030R0AAAAAA: Riluzole 50mg tablets	56	1	336.70	299.06
0906040G0AAANAN: Colecalciferol 800unit capsules	30	93	334.80	297.37
0302000C0BRAABY: Fostair NEXThaler 100microg/dose / 6microg/dose dry pdr inh	1	11	322.52	286.46
0212000L0AAAAAA: Ezetimibe 10mg tablets	28	17	275.65	244.83
190201000AABLBL: Exception Handler Unspecified Item	28	3	256.09	227.46
0601012V0BBAEAD: Lantus 100units/ml inj 3ml pre-filled SoloStar pens	5	7	243.25	216.05
0403020M0BBAAAA: Nardil 15mg tablets	100	2	240.00	213.17
0803042K0AAABAB: Goserelin 10.8mg implant pre-filled syringes	1	1	235.00	208.73
0803042N0BBADAD: Prostap 3 DCS 11.25mg inj pre-filled syringes	1	1	225.72	200.48
0604012S0BDAAAL: Utrogestan 100mg capsules	90	11	217.80	193.45
0601023AEAAAAAA: Linagliptin 5mg tablets	28	6	199.56	177.25



PD4 Dispensing at Practice Level

BNF Presentation	Quantity	Items	NIC (£)	After Clawback (£)
Totals		2,720	18,693.70	16,603.74
0601023AGAAABAB: Dapagliflozin 10mg tablets	28	19	695.21	617.49
21480000101: FreeStyle Libre 2 Sensor	2	7	490.00	435.22
0208020AAAAABAB: Edoxaban 30mg tablets	28	10	490.00	435.22
0205052AEAAACAC: Sacubitril 24mg / Valsartan 26mg tablets	56	5	457.80	406.62
0302000K0BDABAM: Symbicort 200/6 Turbohaler	1	15	420.00	373.04
0409030R0AAAAAA: Riluzole 50mg tablets	56	1	336.70	299.06
0906040G0AAANAN: Colecalciferol 800unit capsules	30	93	334.80	297.37
0302000C0BRAABY: Fostair NEXThaler 100microg/dose / 6microg/dose dry pdr inh	1	11	322.52	286.46
0212000L0AAAAAA: Ezetimibe 10mg tablets	28	17	275.65	244.83
190201000AABLBL: Exception Handler Unspecified Item	28	3	256.09	227.46
0601012V0BBAEAD: Lantus 100units/ml inj 3ml pre-filled SoloStar pens	5	7	243.25	216.05
0403020M0BBAAAA: Nardil 15mg tablets	100	2	240.00	213.17
0803042K0AAABAB: Goserelin 10.8mg implant pre-filled syringes	1	1	235.00	208.73
0803042N0BBADAD: Prostag 3 DCS 11.25mg inj pre-filled syringes	1	1	225.72	200.48
0604012S0BDAAAL: Utrogestan 100mg capsules	90	11	217.80	193.45
0601023AEAAAAAA: Linagliptin 5mg tablets	28	6	199.56	177.25



PD4 Dispensing at Practice Level

BNF Presentation

0208020AAAAACAC: Edoxaban 60mg tablets

Quantity

28

Items

24

NIC (£)

1176.00

After Clawback (£)

1044.52

Difference (£)

131.48



PD4 Dispensing at Practice Level

BNF Presentation

0212000L0AAAAAA: Ezetimibe 10mg tablets

Quantity

28

Items

17

NIC (£)

275.65

After Clawback (£)

244.83

Difference (£)

30.82



Formulary Development



EVIDENCE BASED & COST
EFFECTIVE



COMPLIANT WITH
PRESCRIBING GUIDANCE



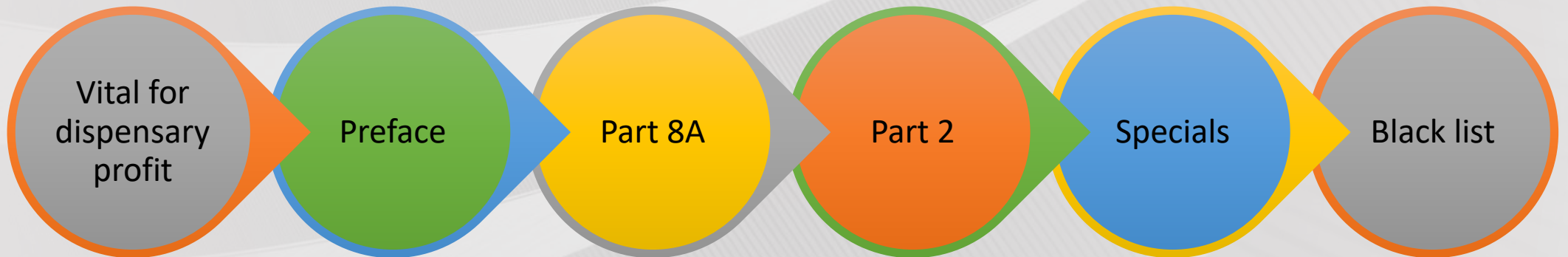
STANDARDISE
PRESCRIBING ACROSS
CLINICIANS



ENHANCING
PROFITABILITY



Drug Tariff





Procurement



Generic Procurement

Ave 80%+
Rx's
Dispensed

Vital to
Profit

NET pricing
often
not visible

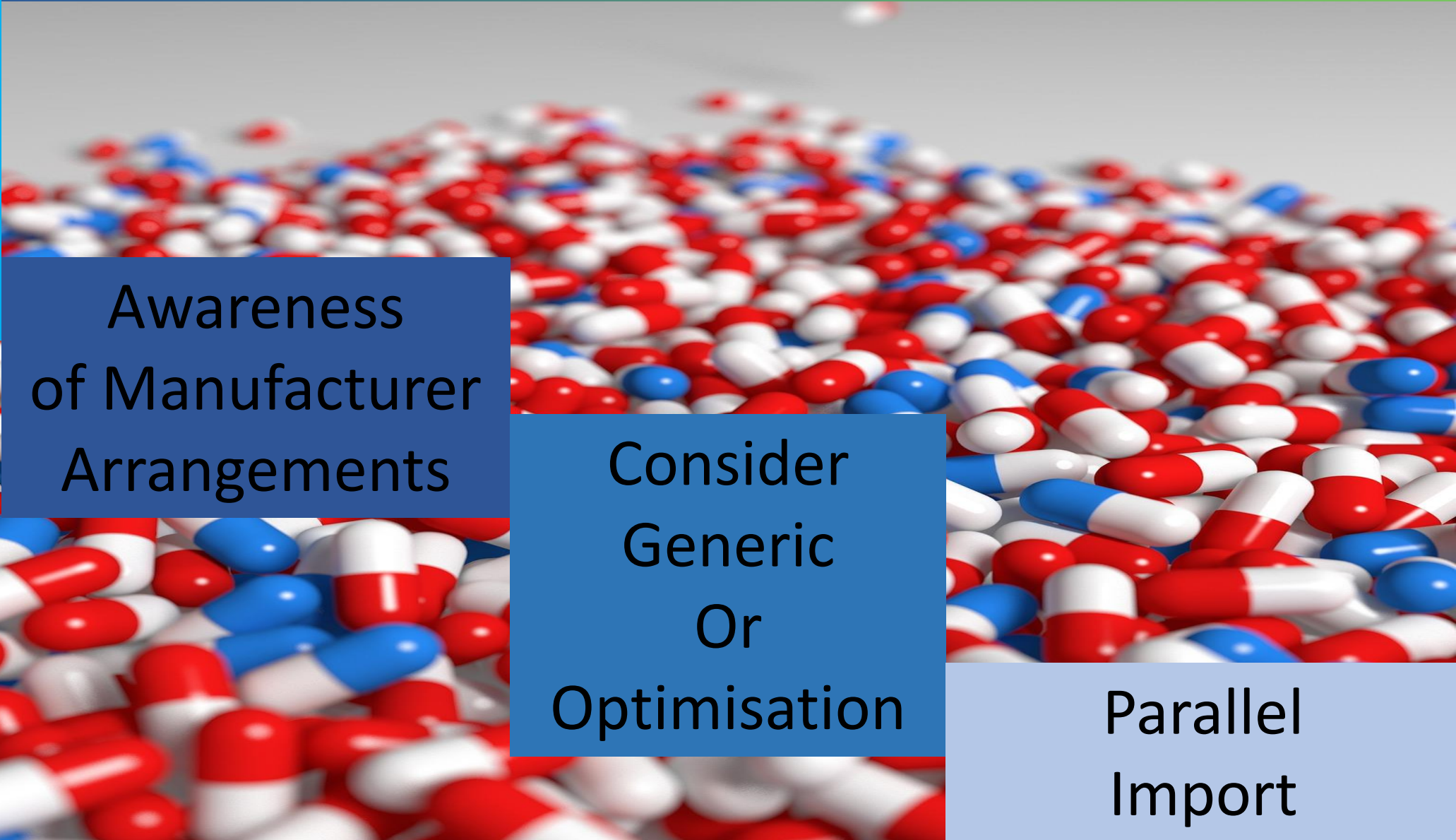
Poor
Awareness
Of Options

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

D.A.C.
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



Financial Management



National Picture

Mix of
Good & Bad practice

Large Variation In
Dispensary
Profitability

Range:
30% Net Profit
To Loss Making



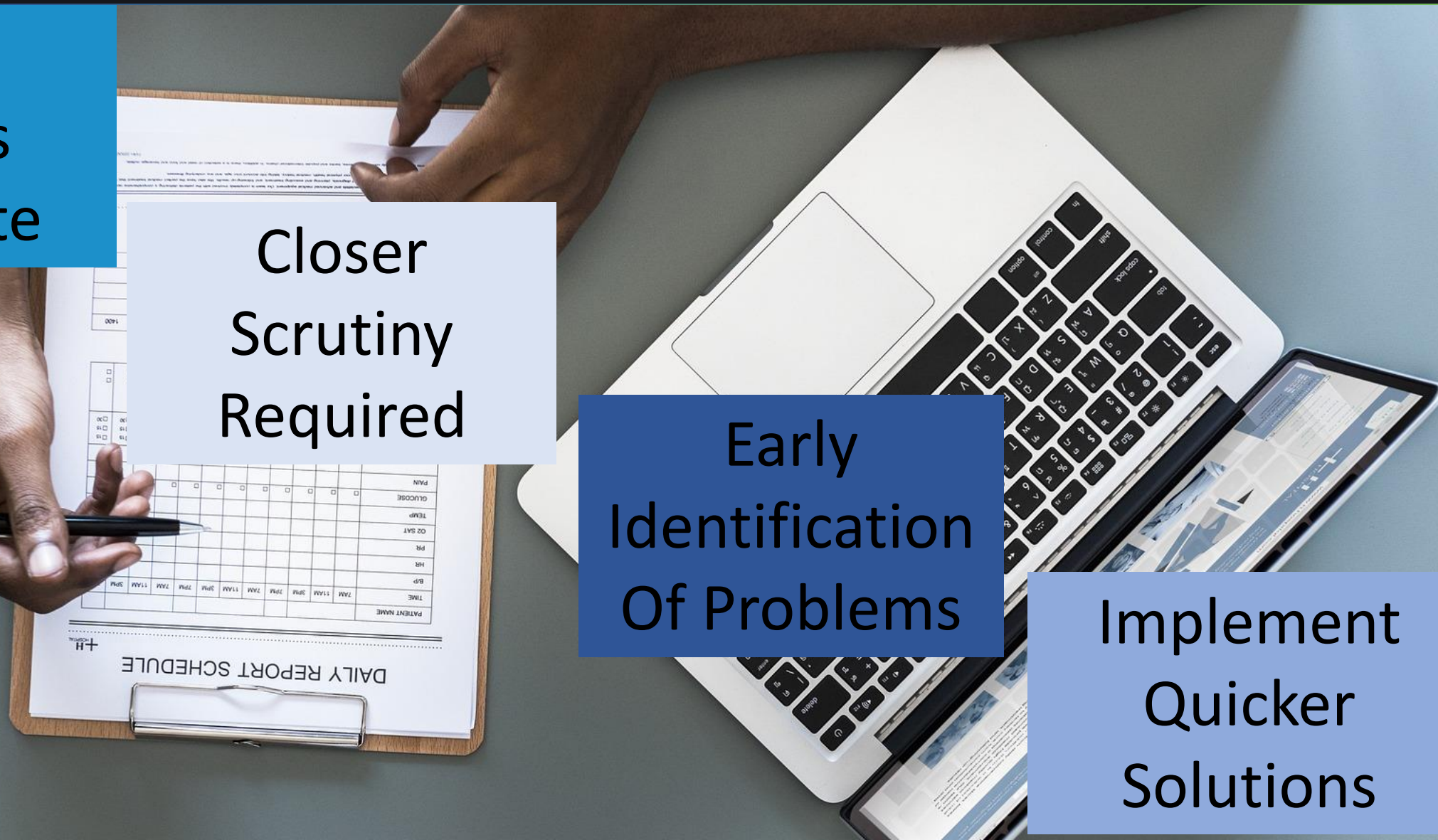
Management of Accounts

Practice
Accounts
Inadequate

Closer
Scrutiny
Required

Early
Identification
Of Problems

Implement
Quicker
Solutions





PCSE Dispensing Drug Statement

Description				
Drugs				
Drugs (Dispensing)				
			Total:£85,629.37	
Paycode	Description	Source	£	
DRGD	Dispensing GPs - Cost of Drugs	COM	£67,132.53	
DRGDPF	Dispensing GPs - Professional Fees	COM	£21,980.49	
DRGPRX	Prescription charges collected and remitted by GPs - contra	COM	-£3,483.65	
Quarter Payment Date: 01/12/2023				
Number of Forms: 4238				
Number of Prescriptions: 9773				
Number of Items Referred Back/Disallowed: 2				
Total Credits			Total: £163,174.56	
Paycode	Description	Source	Unit Cost	£
DRGD	Basic Prices	COM		£66,171.40
DRGDPF	On Cost	COM	0.00	£0.00
DRGDPF	Additions	COM	0.00	£0.00
DRGDPF	Dispensing Fees	COM	224.20	£17,814.93
DRGDPF	Dispensing Fees	COM	228.00	£4,165.56
DRGDPF	Container Allowance	COM		£0.00
DRGDPF	Oxygen, Basic Prices	COM		£0.00
DRGDPF	Oxygen, Rents & Fees	COM		£0.00
DRGD	VAT	COM		£1,515.73
DRGD	Adjustments for Description	COM		£0.00
DRGD	Advances for Prescriptions	COM	0.00	£0.00
DRGD	Advances for Prescriptions	COM	11516.00	£73,506.94
DRGD	Interim Payment Amount	COM		£0.00
Total Debits			Total: £77,545.19	
Paycode	Description	Source	Unit Cost	£
DRGD	Discount	COM	11.18	£7,397.96
	Advance No. Charges Item		431.00	£0.00
	Amt Elastic Hosiery		0.00	£0.00
	Amt Current Charge Rate		114.00	£1,100.10
	Amt Current Charge Rate		108.00	£1,042.20
	Amt Current Charge Rate		56.00	£540.40
	Amt Current Charge Rate		83.00	£800.95
	Amt Prev Charge Rate		0.00	£0.00
DRGD	Adjustment for Description	COM		£0.00
DRGD	Advance Recover for	COM		£66,663.58
DRGD	Previous Interim Amount	COM		£0.00



PCSE Dispensing Drug Statement

Description

Drugs

Drugs (Dispensing)

Paycode

Description

Source

£

DRGD

Dispensing GPs - Cost of Drugs

COM

£67,132.53

DRGDPF

Dispensing GPs - Professional Fees

COM

£21,980.49

DRGPRX

Prescription charges collected and remitted by GPs - contra

COM

-£3,483.65

Total: £85,629.37

Quarter Payment Date: 01/12/2023

Number of Items Referred Back/Disallowed: 2

Total Credits

Paycode

Description

Source

Unit Cost

£

DRGD

Basic Prices

COM

£66,171.40

DRGDPF

On Cost

COM

0.00

£0.00

DRGDPF

Additions

COM

0.00

£0.00

DRGDPF

Dispensing Fees

COM

224.20

£17,814.93

DRGDPF

Dispensing Fees

COM

228.00

£4,165.56

DRGDPF

Container Allowance

COM

£0.00

DRGDPF

Oxygen, Basic Prices

COM

£0.00

DRGDPF

Oxygen, Rents & Fees

COM

£0.00

DRGD

VAT

COM

£1,515.73

DRGD

Adjustments for Description

COM

£0.00

DRGD

Advances for Prescriptions

COM

0.00

£0.00

DRGD

Advances for Prescriptions

COM

11516.00

£73,506.94

DRGD

Interim Payment Amount

COM

£0.00

Total: £163,174.56

Total Debits

Paycode

Description

Source

Unit Cost

£

DRGD

Discount

COM

11.18

£7,397.96

Advance No. Charges Item

431.00

£0.00

Amt Elastic Hosiery

0.00

£0.00

Amt Current Charge Rate

114.00

£1,100.10

Amt Current Charge Rate

108.00

£1,042.20

Amt Current Charge Rate

56.00

£540.40

Amt Current Charge Rate

83.00

£800.95

Amt Prev Charge Rate

0.00

£0.00

DRGD

Adjustment for Description

COM

£0.00

DRGD

Advance Recover for

COM

£66,663.58

DRGD

Previous Interim Amount

COM

£0.00

Total: £77,545.19



PCSE Dispensing Drug Statement

Description

Drugs

Drugs (Dispensing)

Paycode

Description

Source

£

DRGD

Dispensing GPs - Cost of Drugs

COM

£67,132.53

DRGDPF

Dispensing GPs - Professional Fees

COM

£21,980.49

DRGPRX

Prescription charges collected and remitted by GPs - contra

COM

-£3,483.65

Quarter Payment Date: 01/12/2023

Number of Forms: 4238

Number of Prescriptions: 9773

Number of Items Referred Back/Disallowed: 2

Total Credits

Paycode

Description

Source

Unit Cost

£

Basic Prices

COM

DRGDPF

Additions

COM

0.00

£0.00

DRGDPF

Dispensing Fees

COM

224.20

£17,814.93

DRGDPF

Dispensing Fees

COM

228.00

£4,165.56

DRGDPF

Container Allowance

COM

£0.00

DRGDPF

Oxygen, Basic Prices

COM

£0.00

DRGDPF

Oxygen, Rents & Fees

COM

£0.00

DRGD

VAT

COM

£1,515.73

DRGD

Adjustments for Description

COM

£0.00

DRGD

Advances for Prescriptions

COM

0.00

£0.00

DRGD

Advances for Prescriptions

COM

11516.00

£73,506.94

DRGD

Interim Payment Amount

COM

£0.00

Total Debits

Paycode

Description

Source

Unit Cost

£

DRGD

Discount

COM

11.18

£7,397.96

Advance No. Charges Item

431.00

£0.00

Amt Elastic Hosiery

0.00

£0.00

Amt Current Charge Rate

114.00

£1,100.10

Amt Current Charge Rate

108.00

£1,042.20

Amt Current Charge Rate

56.00

£540.40

Amt Current Charge Rate

83.00

£800.95

Amt Prev Charge Rate

0.00

£0.00

DRGD

Adjustment for Description

COM

£0.00

DRGD

Advance Recover for

COM

£66,663.58

DRGD

Previous Interim Amount

COM

£0.00

DRGD

£66,171.40



PCSE Dispensing Drug Statement

Description

Drugs

Drugs (Dispensing)

Paycode

Description

Source

£

DRGD

Dispensing GPs - Cost of Drugs

COM

£67,132.53

DRGDPF

Dispensing GPs - Professional Fees

COM

£21,980.49

DRGPRX

Prescription charges collected and remitted by GPs - contra

COM

-£3,483.65

Quarter Payment Date: 01/12/2023

Number of Forms: 4238

Number of Prescriptions: 9773

Number of Items Referred Back/Disallowed: 2

Total Credits

Paycode

Description

Source

Unit Cost

£

DRGD

Basic Prices

COM

£66,171.40

DRGDPF

On Cost

COM

0.00

£0.00

DRGDPF

Additions

COM

0.00

£0.00

COM

224.20

COM

228.00

DRGDPF

Oxygen, Rents & Fees

COM

£0.00

DRGD

VAT

COM

£1,515.73

DRGD

Adjustments for Description

COM

£0.00

DRGD

Advances for Prescriptions

COM

0.00

£0.00

DRGD

Advances for Prescriptions

COM

11516.00

£73,506.94

DRGD

Interim Payment Amount

COM

£0.00

Total Debits

Paycode

Description

Source

Unit Cost

£

DRGD

Discount

COM

11.18

£7,397.96

Advance No. Charges Item

431.00

£0.00

Amt Elastic Hosiery

0.00

£0.00

Amt Current Charge Rate

114.00

£1,100.10

Amt Current Charge Rate

108.00

£1,042.20

Amt Current Charge Rate

56.00

£540.40

Amt Current Charge Rate

83.00

£800.95

Amt Prev Charge Rate

0.00

£0.00

DRGD

Adjustment for Description

COM

£0.00

DRGD

Advance Recover for

COM

£66,663.58

DRGD

Previous Interim Amount

COM

£0.00

DRGDPF
DRGDPF

Dispensing Fees
Dispensing Fees

COM
COM
224.20
228.00

£17,814.93
£4,165.56



PCSE Dispensing Drug Statement

Description				
Drugs				
Drugs (Dispensing)				
			Total:£85,629.37	
Paycode	Description	Source	£	
DRGD	Dispensing GPs - Cost of Drugs	COM	£67,132.53	
DRGDPF	Dispensing GPs - Professional Fees	COM	£21,980.49	
DRGPRX	Prescription charges collected and remitted by GPs - contra	COM	-£3,483.65	
Quarter Payment Date: 01/12/2023				
Number of Forms: 4238				
Number of Prescriptions: 9773				
Number of Items Referred Back/Disallowed: 2				
Total Credits			Total: £163,174.56	
Paycode	Description	Source	Unit Cost	£
DRGD	Basic Prices	COM		£66,171.40
DRGDPF	On Cost	COM	0.00	£0.00
DRGDPF	Additions	COM	0.00	£0.00
DRGDPF	Dispensing Fees	COM	224.20	£17,814.93
DRGDPF	Dispensing Fees	COM	228.00	£4,165.56
DRGDPF	Container Allowance	COM		£0.00
DRGDPF	Oxygen, Basic Prices	COM		£0.00
DRGDPF	Oxygen, Rents & Fees	COM		£0.00
DRGD	VAT	COM		£1,515.73
DRGD	Adjustments for Description	COM		£0.00
DRGD	Advances for Prescriptions	COM	0.00	£0.00
DRGD	Advances for Prescriptions	COM	11516.00	£73,506.94
DRGD	Interim Payment Amount	COM		£0.00
Total Debits			Total: £77,545.19	
Discount		COM	11.18	
	Advance No. Charges Item		431.00	£0.00
	Amt Elastic Hosiery		0.00	£0.00
	Amt Current Charge Rate		114.00	£1,100.10
	Amt Current Charge Rate		108.00	£1,042.20
	Amt Current Charge Rate		56.00	£540.40
	Amt Current Charge Rate		83.00	£800.95
	Amt Prev Charge Rate		0.00	£0.00
DRGD	Adjustment for Description	COM		£0.00
DRGD	Advance Recover for	COM		£66,663.58
DRGD	Previous Interim Amount	COM		£0.00

DRGD

£7,397.96



PCSE Dispensing Drug Statement

Description			
Drugs			
Drugs (Dispensing)			
		Total: £85,629.37	
Paycode	Description	Source	£
DRGD	Dispensing GPs - Cost of Drugs	COM	£67,132.53
DRGDPF	Dispensing GPs - Professional Fees	COM	£21,980.49
DRGPRX	Prescription charges collected and remitted by GPs - contra	COM	-£3,483.65
Quarter Payment Date: 01/12/2023			
Number of Forms: 4238			
Number of Prescriptions: 9773			
Number of Items Referred Back/Disallowed: 2			
Total Credits			
		Total: £163,174.56	
Paycode	Description	Source	Unit Cost
DRGD	Basic Prices	COM	£66,171.40
DRGDPF	On Cost	COM	£0.00
DRGDPF	Additions	COM	£0.00
DRGDPF	Dispensing Fees	COM	£17,814.93
DRGDPF	Dispensing Fees	COM	£4,165.56
DRGDPF	Container Allowance	COM	£0.00
DRGDPF	Oxygen, Basic Prices	COM	£0.00
DRGDPF	Oxygen, Rents & Fees	COM	£0.00
DRGD	VAT	COM	£1,515.73
DRGD	Adjustments for Description	COM	£0.00
DRGD	Advances for Prescriptions	COM	£0.00
DRGD	Advances for Prescriptions	COM	£73,506.94
DRGD	Interim Payment Amount	COM	£0.00
Total Debits			
		Total: £77,545.19	
Paycode	Description	Source	Unit Cost
DRGD	Adjustment for Description	COM	£0.00
DRGD	Advance Recover for	COM	£66,663.58
DRGD	Previous Interim Amount	COM	£0.00

Amt Current Charge Rate
Amt Current Charge Rate
Amt Current Charge Rate
Amt Current Charge Rate

114.00
108.00
56.00
83.00

£1,100.10
£1,042.20
£540.40
£800.95



Dispensary Monthly Commercial Tracker

<u>Dispensary Income (Nett of VAT)</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>
Drugs	£56,486.00	£54,085.00	£59,967.00
Disp Fees	£16,143.00	£15,276.00	£16,110.00
VAT PA	£1,301.00	£1,140.00	£1,540.00
NWOS			
Private Rxs	£500.00	£500.00	£500.00
DSQS	£1,115.00	£1,115.00	£1,115.00
Other Rebates			
Total Income	£75,545.00	£72,116.00	£79,232.00
<u>Dispensary Costs (Nett of VAT)</u>			
Wholesaler Spend *	£56,817.00	£58,048.00	£51,484.00
Disp Salaries	£8,435.00	£8,435.00	£8,435.00
Other Costs **	£42.00	£42.00	£42.00
Total Costs	£65,294.00	£66,525.00	£59,961.00
Net Operating Margin	£10,251.00	£5,591.00	£19,271.00
	13.57%	7.75%	24.32%
Average Net: 15.21%			



Benefits of Effective Dispensary Management



DISPENSARY TEAM
WELL TRAINED



STRONG
GOVERNANCE
ARRANGEMENTS



WELL ORGANISED
DISPENSARY



INCREASE NET
MARGIN



FUTURE PROOF
PROFITABILITY

Come And Talk To Us

Prescribing & Analytics

Staffing Issues

Knowledge & Training

Surgical Lines

Income Reimbursement

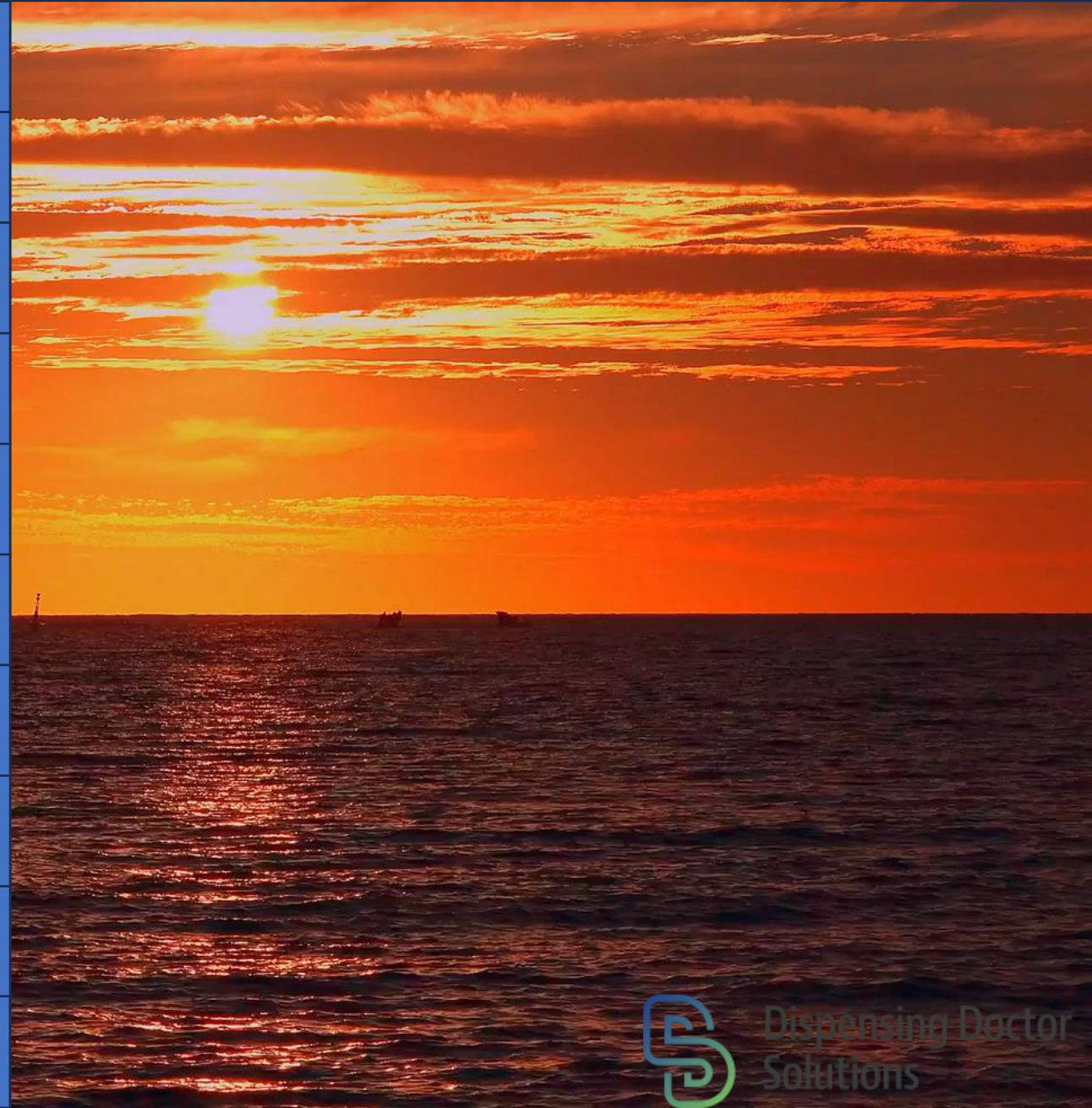
Procurement

Horizon Scanning

VAT

Drug Tariff

Financial Management





Contact Details

Prad Savania

Director

Dispensing Doctor Solutions Ltd

07885 705346

prad.savania@dispensing-doctor.co.uk



Dispensing Doctor
Solutions

www.dispensing-doctor.co.uk

Dispensing Doctor Solutions Ltd © Copyright 2018