

# LET'S PLAY FANTASY FORMULARY

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Dispex Director

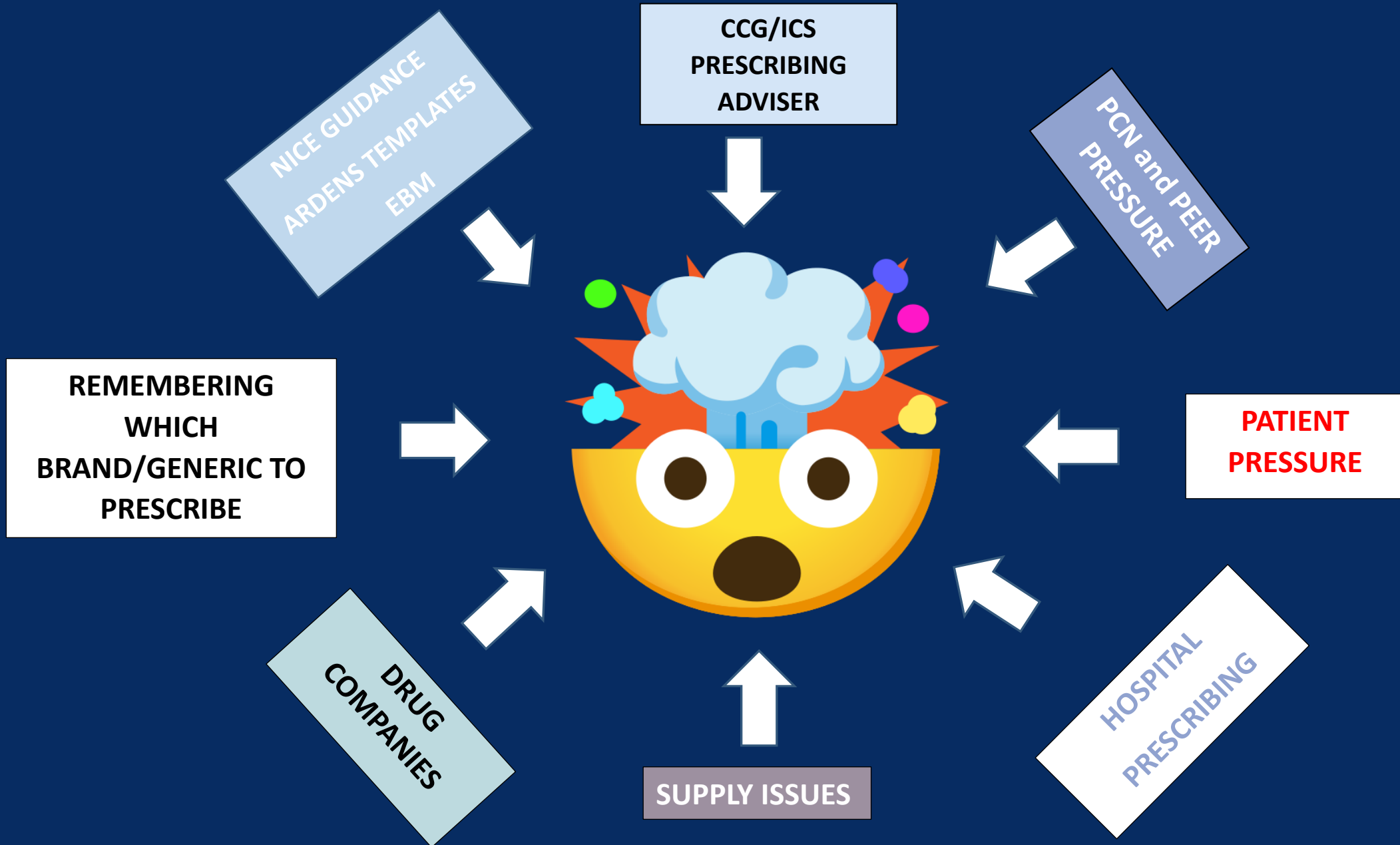
Hexagon6 Director

# LET'S PLAY FANTASY FORMULARY

or

How to select a formulary that fits best with the patient's clinical need, the NHS drug budget and the need for you to maintain a viable general practice

# PRESSURES ON PRESCRIBERS



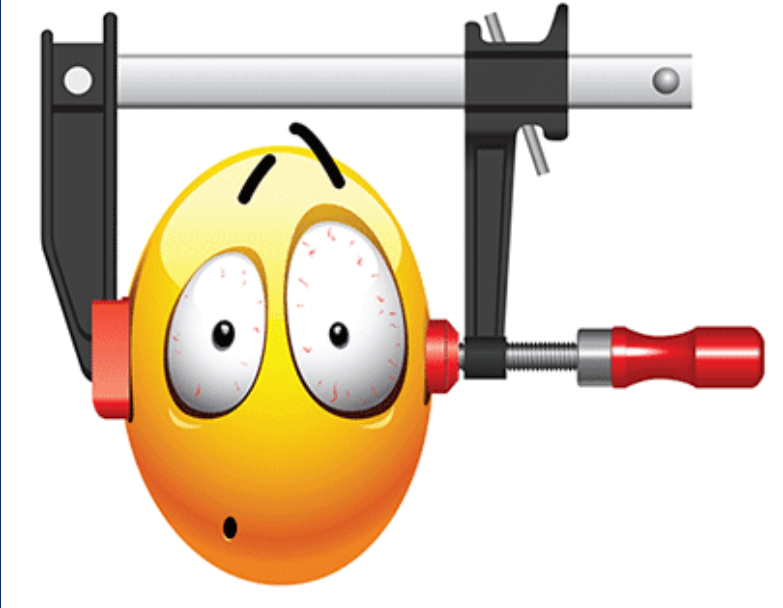
# PRESSURE ON DISPENSING



USING THE  
CORRECT  
WHOLESALER

TIME

PATIENTS



BRAND vs  
GENERIC

SUPPLY  
ISSUES

PRESCRIBER APATHY  
or IGNORANCE

GENERICS  
AT A LOSS

NEW PRESCRIBERS  
GOING OFF  
FORMULARY

HOSPITAL  
PRESCRIPTIONS

BRAND –  
UK OR PI

# DEALING WITH PROBLEMS YOU CANNOT CONTROL

NICE GUIDANCE  
ARDENS TEMPLATES  
EBM



THEY ARE GUIDELINES

Lack of Evidence does not mean  
that the drug does not work



## PUT PATIENT CARE FIRST

CCG/ICS PRESCRIBING  
ADVISER and  
PCN and PEER PRESSURE



Do what is RIGHT for the patient and  
the Practice - You are the one taking  
Clinical Responsibility

DRUG  
COMPANIES



ENGAGE WITH  
THEM BUT  
MAKE NO  
PROMISES

SUPPLY ISSUES



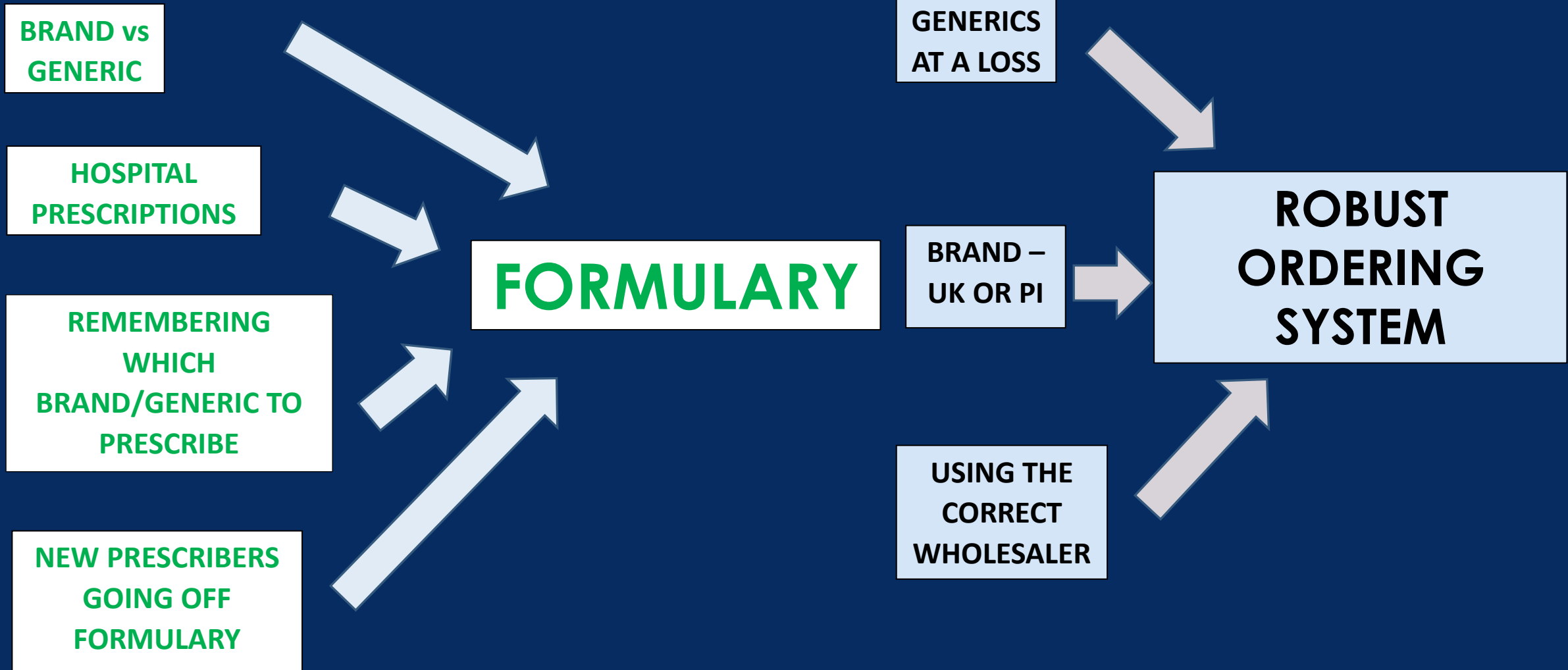
OUT OF YOUR CONTROL –  
EXPLAIN PROBLEM TO PATIENTS  
– KEEP UP TO DATE - SPS

PATIENT  
PRESSURE



Blame sensationalism and  
Social Media –but always do  
what YOU think is RIGHT for  
the patient

# SOLUTIONS TO DECREASE PRESSURE



# PRACTICE FORMULARY - PRINCIPLES

**CLINICIANS MUST AGREE**

**BASED ON CLINICAL EFFECTIVENESS**

**PRESCRIBE GENERICALLY WHERE POSSIBLE**

**COST EFFECTIVE FOR PRACTICE AND NHS**

**LIVING DOCUMENT – CHANGE AND REVIEW REGULARLY**

**ADAPT CLINICAL SYSTEM/TEMPLATES**

# **PRACTICE FORMULARY - PRINCIPLES**

**NEW PRESCRIBERS MUST BE GIVEN A COPY**

**ENCOURAGE DISPENSERS TO TAKE OWNERSHIP/OVERSIGHT**

**NEED A PRESCRIBING FORMULARY AND A DISPENSING FORMULARY**

**DISPENSERS MUST KEEP DISPENSING FORMULARY UP TO DATE**

**DISPENSER MUST COMMUNICATE SUPPLY ISSUES TO PRESCRIBERS**

**BE PREPARED TO CHANGE THE FORMULARY IF YOU ARE MAKING A LOSS**





# MY FANTASY FORMULARY

HIGHLIGHTING PRODUCTS WHICH SHOULD BE **PRESCRIBED** AS A **BRAND**  
AND GENERICS WHICH SHOULD BE **DISPENSED AS BRANDS**

## BNF 1 – GASTRO-INTESTINAL

IBD – MESALAZINE (D – **OCTASA**)

CONSTIPATION – MACROGOL – (D – **COSMOCOL**) - REST GENERIC

ANTACIDS – **GAVISCON ADVANCE**

HAEMORRHOIDS – **UNIROID** – ONLY FROM AAH



# MY FANTASY FORMULARY

## BNF 2 – CVS

NOACS – EDOXABAN OR APIXABAN (D- GENERIC)

NITRATES – ISOSORBIDE MONONITRATE XL 60MG TABLETS-  
DISPENSE **MONOMIL**

ANTI-ANGINALS – TICAGRELOR (D- **BRILIQUE** – PI)

DILTIAZEM XL – P AND D **VIAZEM** OR **ZEMTARD**

DILTIAZEM SR – P AND D **ADIZEM**

ALL THE REST - GENERICS



## MY FANTASY FORMULARY



### BNF 3 – RESPIRATORY

PATIENT COMES FIRST

DEVICE – MDS (WITH/WITHOUT SPACER)

- BADPI – ALL DIFFERENT

- REDUCING CARBON FOOTPRINT

PARTICLE SIZE

DOSAGE

COMBINATIONS – DOUBLE AND TRIPLE



# MY FANTASY FORMULARY

## BNF 3 – RESPIRATORY

### ASTHMA/COPD – INHALERS

- SABA – SALBUTAMOL CFC FREE MDI

BADPI – COST NHS DOUBLE AND NO PROFIT

- ICS – **SOPROBEC** MDI –

BEWARE OF CONVERTING FROM QVAR – DOSAGES MAY BE DIFFERENT

BADPI – NOT ALL STRENGTHS AVAILABLE UNLESS USING ACCUHALER - **EXPENSIVE**

-LAMA – **BRALTUS** OR **INCRUSE ELLIPTA**

IF SPIRIVA RESPIMAT (MDI)– DISPENSE REFILL AS DEVICE MAKES A LOSS



# MY FANTASY FORMULARY

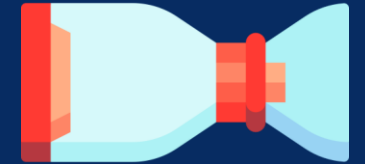
## BNF 3 – RESPIRATORY

### ASTHMA/COPD – INHALERS (CONT)

- LABA + LAMA – **ANORO ELLIPTA**
- LABA + ICS – **FOSTAIR NEXTHALER/MDI**
  - FLUTICASONE + SALMETEROL MDI (D **SEREFLO**)
  - FLUTICASONE + SALMETEROL DPI (D **SERETIDE** – PI)
  - **FOBUMIX EASYHALER** DPI (DISCOUNT VIA PSUK\*)
- LABA + LAMA + ICS – **TRIMBOW NEXTHALER**



## MY FANTASY FORMULARY

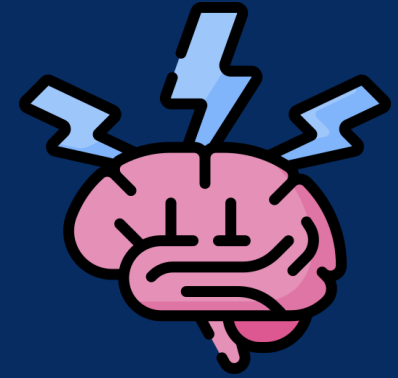


### BNF 3 – RESPIRATORY

-PEAK FLOW METERS – **MEDI STD RANGE** (FROM AAH)

-SPACERS – **SPACE CHAMBER PLUS COMPACT  
AEROCHAMBER PLUS FLOW VU**

# MY FANTASY FORMULARY



## BNF 4 – CNS

ALL GENERIC EXCEPT:

METHYPHENIDATE XL

TABS – (D – **XAGGITIN**)

CAPS – (D- **EQUASYM PI**)

## BNF 4A – PAIN

GENERIC

BUPRENORPHINE PATCHES – (D – **RELETRANS**)

OXYCODONE MR – (D- **OXYPRO**)

TRAMADOL MR – (D- **MAXITRAM**)

## MY FANTASY FORMULARY



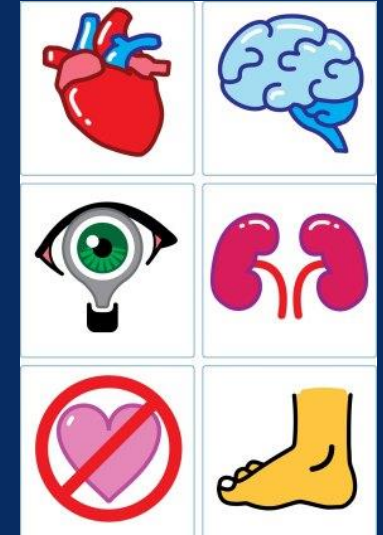
BNF 5 –INFECTION –  
ALL GENERIC

NITROFURANTOIN CAPS – 50MG OR 100MG–  
(NOT MR – LOSS ON MR VS £3 -£6 PROFIT)

EXCEPT **ACEA CREAM** (METRONIDAZOLE)



# MY FANTASY FORMULARY



## BNF 6 –ENDOCRINE DIABETES –

METFORMIN – GENERIC

DPP4 INHIBITORS (GLIPTINS) – ALOGLIPTIN (**VIPIDIA**) –ALLIANCE ONLY

OTHER GLIPTINS WILL BE COMING OFF PATENT SOON

SGLT1 INHIBITORS (GLIFLOZINS) – DAPAGLIFLOZIN (**FORXIGA**)

BGTS – **WAVESENSE**

**GLUCORX NEXUS**

# MY FANTASY FORMULARY

## BNF 6 –ENDOCRINE

### OSTEOPOROSIS –

CALCIUM + VIT D – **NATECAL** FROM AAH



### GNRH –

**PROSTAP** (FROM ALLIANCE ONLY)

**ZOLADEX**



### HRT –

**ZUMENON**

**FEMOSTON AND FEMOSTON CONTI**



# MY FANTASY FORMULARY



## BNF 9 –BLOOD AND NUTRITION VITAMIN D DEFICIENCY –

LOADING DOSE - COLECALCIFEROL 20,000U **CAPS** (ORDER GENERICALLY)

MAINTENANCE DOSE – COLECALCIFEROL 800U **CAPS** (ORDER GENERICALLY)

## BNF 10 –MUSCULOSKELETAL –

ALL GENERIC

NSAID GELS – IBUPROFEN (ORDER GENERICALLY OR FENBID)





# MY FANTASY FORMULARY

BNF 11 –EYES

ALLERGY – SODIUM CROMOGLYCATE 13.5ML  
OTRIVINE-ANTISTIN

OCULAR LUBRICANTS



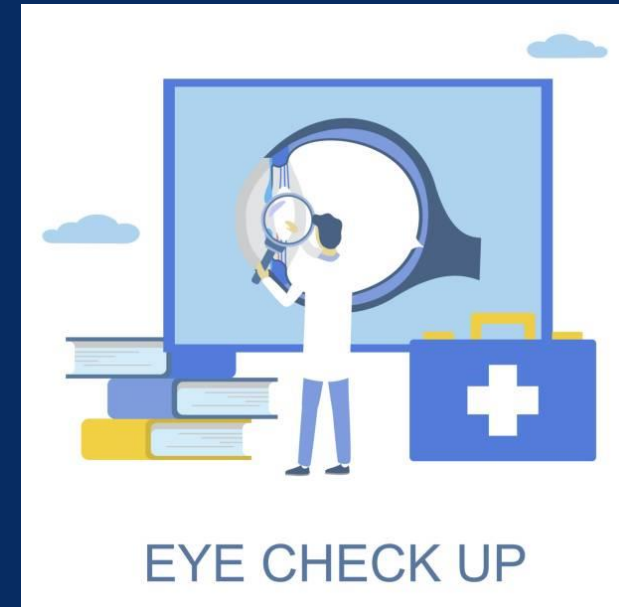
# MY FANTASY FORMULARY



## OCULAR LUBRICANTS:

TYPE - CARMELLOSE,  
HYPROMELLOSE,  
CARBOMER,  
HYALURONIC ACID  
OTHERS

- \*PRESERVATIVE FREE (OR NOT)
  - \*UNIT DOSE OR DROPPER OR GEL
  - \*STRENGTH – PERCENTAGE
  - \*BRAND VS GENERIC
- FREE SAMPLES - !!!!!!!!!!!





## MY FANTASY FORMULARY

### OCULAR LUBRICANTS- CARMELLOSE:

STRENGTH, PRESERVATIVE FREE (OR NOT), SDU , GEL, DROPS

STRENGTHS- **0.5%** OR **1%** X **10ML** OR **30X0.5ML** SDUS

GENERIC PRESCRIBING

CARMELLOSE – ONLY CARMELLOSE SDUS 0,5% AND 1% PF IN PART VIIIA



## MY FANTASY FORMULARY

**OCULAR LUBRICANTS - HYPROMELLOSE :**  
STRENGTH, PRESERVATIVE FREE (OR NOT), SDU , GEL, DROPS

**0.3%, 0.32% OR 0.5% - BY BRAND ONLY**

GENERIC PRESCRIBING

HYPROMELLOSE – ONLY 0,32% NON PF X 10ML  
AND 0, 32% PF SDU X 30



## MY FANTASY FORMULARY

### OCULAR LUBRICANTS – CARBOMER:

STRENGTH, PRESERVATIVE FREE (OR NOT), SDU , GEL, DROPS

**0.2% GEL OR 30X0.6ML SDUS**

GENERIC PRESCRIBING

CARBOMER – ONLY '980' 0,2% NON PF X 10ML,  
'980' 0,2% PF SDU X 30  
AND '974P' 0,25% GEL X 10G





# MY FANTASY FORMULARY

## OCULAR LUBRICANTS: HYALURONIC ACID

PRESERVATIVE FREE OR NOT – ALL BY **BRAND** ONLY



0.03%  
0.05%  
0,1%  
0,15%  
0,17%  
0,18%  
0,2%  
0,25%  
0,3%  
0,4%



30 x 0.33ml  
20 x 0,3ml  
20 x 0,4ml  
30 x 0,4ml  
20 x 0,45ml  
20 x 0,5ml  
30 x 0,5ml



30 x 0.4g gel



# MY FANTASY FORMULARY

## OCULAR LUBRICANTS:

CARBOMER – **XAILIN GEL**  
**GENERIC – DISPENSE CLINITAS**

CARMELLOSE – **CELLUSAN 0,5% AND 1% (PF) OR**  
**EVOLVE 0,5% (PF) OR**  
**XAILIN FRESH 0.5% (PF)**

HYPROMELLOSE – **XAILIN HYDRATE 0,3%**  
**EVOLVE HYPROMELLOSE 0.3%**



# MY FANTASY FORMULARY

## OCULAR LUBRICANTS:

### SODIUM HYALURONATE –

- 0,10% - **XAILIN HA TEARS (PF) OR  
HYLO-TEAR (PF) OR  
VISUXL (PF)**
- 0.15% - **THEALOZ DUO**
- 0,20% - **XAILIN HA PLUS (PF) OR  
HYLO-FORTE (PF) OR  
EVOLVE HA (PF) OR  
HYDRAMED**
- 0,30% - **XAILIN HA INTENSE (PF)**
- 0,40% - **HYDRAMED FORTE (PF)**



## MY FANTASY FORMULARY

### OCULAR LUBRICANTS: OTHERS

PARAFFINS –

**XAILIN NIGHT** OR  
**HYDRAMED NIGHT**

PHOSPHOLIPIDS –

**VISUEVO**

POLYVINYL ALCOHOL –

**SNO-TEARS** – LESS OF A LOSS

PROPYLENE GLYCOL –

**SYSTANE** – ORDER PI

# MY FANTASY FORMULARY

BNF 12 ENT

STEROID NASAL SPRAY –

FLUTICASONE GENERIC (ORDER GENERIC)-

150 DOSE NOT 120 DOSE – (AVAMYS – BREAK EVEN VS £8+ PROFIT)

BECLOMETASONE GENERIC





# MY FANTASY FORMULARY

## BNF 13 SKIN

EMOLLIENTS

CREAM

OINTMENT

OATMEAL

ANTIBACTERIAL

ANTIPRURITIC

HEEL BALM

**ZEROBASE**

**HYDROMOL**

**ZEROVEEN**

**OILATUM PLUS**

**BALNEUM PLUS**

**FLEXITOL**



## MY FANTASY FORMULARY

### BNF 13 SKIN

STEROIDS WITH OR WITHOUT ANTIFUNGALS/ANTIBIOTICS

PRESCRIBE GENERICALLY AND ORDER GENERICALLY

SUN DAMAGE –DICLOFENAC SODIUM 3% GEL –  
(D- **SOLACUTAN**)

## MY FANTASY FORMULARY

- ENSURING YOU ORDER FROM THE CORRECT WHOLESALER
- NEED A ROBUST CASCADE SYSTEM – TPOS
- TPOS WORKS TO AN EXTENT, BUT ONLY FOR SOLUS PRODUCTS

### **IDEAL ORDERING SYSTEM –**

- \*ALL BRANDS WILL AUTOMATICALLY DEFAULT TO YOUR CHOSEN SUPPLIER FOR THAT PRODUCT – PRESET BY YOU
- \*ALL PRODUCTS WHERE PARALLEL IMPORTS ARE MORE PROFITABLE THAN UK SUPPLIED BRANDS DEFAULT TO PARALLEL IMPORTS





ETHER

W1

W2 solus and targeted

W3 Solus and targeted

W4 Solus and targeted

PI vs UK

Generic

W2 if W1 cannot supply



Thank You

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