

Gazette

YOUR MONTHLY DISPENSARY GAZETTE

A MEMBERS GUIDE TO THE NEW WEBSITE



www.dispex.net



NEW WEBSITE

Enhanced features for DISPEX MEMBERS

Editorial

Our one-stop-shop website now provides Dispex members with access to all the information they need to ensure the viability and profitability of their dispensaries.

This mid- month edition will introduce you to each main page, members will need to login to see the full content and monthly updates- so please bookmark the website and check in regularly.

If you are not current Dispex members, you will not be able to view the details included in this Gazette online. Should you wish to join, please email the team at enquiries@dispex.net

Highlights

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BRAND COMPARISONS



In this section, we compare brands in the same classes of drug, assuming the same clinical efficacy. The comparisons show the NHS cost and the difference in profitability taking into account wholesalers discount (reduced and full) and manufacturers' discount schemes (MDS). Discounts are offered and some disappear, often without notice. Every effort has been made to ensure the accuracy of the information supplied.

Each month we will be adding to the library of Comparisons and updating information as and when changes to discounts or prices occur.

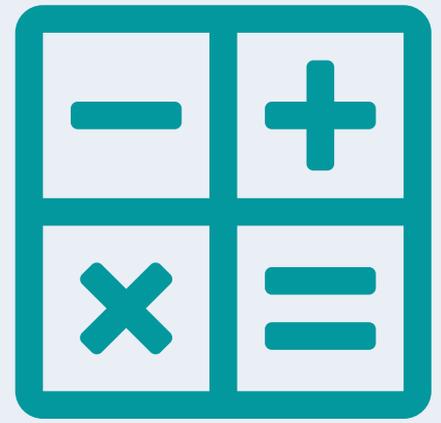
Comparisons include:

GnRH Analogues 	CVS – NOACs 	CVS – Diltiazem 
Women's Health – Levonorgestrel Devices 	Women's Health – Estradiol oral – not valerate 	Women's Health – Desogestrel 
Diabetes – Gliflozins 	Diabetes – Gliptins 	Diabetes – Glucagon-like Peptide-1 receptor Agonists (GLP1) 

Non-members can join [here](#)

GENERICS

Costing More Than Tariff



Each month over 100 generics, as priced in the Drug Tariff or DM+D, are priced at a lower price than the purchase price. When you take the clawback into account, this jumps up to nearer 150 generics.

The following **example** table highlights commonly dispensed generics which will make dispensing practices a loss as the best purchase price (from our preferred provider's price list) is more expensive than the reimbursement basic price. Members can login to utilise the full table!

Product	Pack	Tariff	Tariff minus Best Price [▲]	Best Price	BRAND	Advice
(a) last updated 1st July 2021						
Amantadine 100mg Caps	14	£5.65	-£3.14	£8.79	TEVA	Change (no endorsement)
Amorolfine 5% Paint (P)	3ml	£4.13	-£4.82	£8.95	ASPIRE	Change (no endorsement)
Baclofen 10mg Tabs	84	£1.81	-£1.40	£3.21	TEVA	Change (no endorsement)
Cetirizine 1mg/1ml Syrup S/F	200ml	£2.45	-£2.04	£4.49	PINEWOOD NO PRICE	Change & Endorse Best Price

Members can [login](#) to find a detailed description on how to use this page!

Non-members can join [here](#)

POSITIVE PARALLEL IMPORTS (PIs)



With many manufacturers reducing their Reduced Wholesaler Discount and many more reducing or ceasing their Manufacturers Discount Schemes (MDS) we have had a deep dive into the profitability and pitfalls of Parallel Imports (PIs).

We provide a list of Positive PIs, which are more cost effective than UK brands. There are many Negative PIs, which will decrease profitability if you use them instead of UK brands.

Our Spot Order Pad* automatically recognises the Negative PIs and prevents you from ordering them from our preferred provider. If you are signed up to order PIs from your main wholesalers, this will not prevent your main wholesalers from providing you with a Negative PI.

If ordering via the SPOT Order Pad, all Brands which are less beneficial to order as PIs will automatically default to your main wholesaler.

The easiest way to use the information is to search for your drug by pressing Ctrl + F on your keyboard



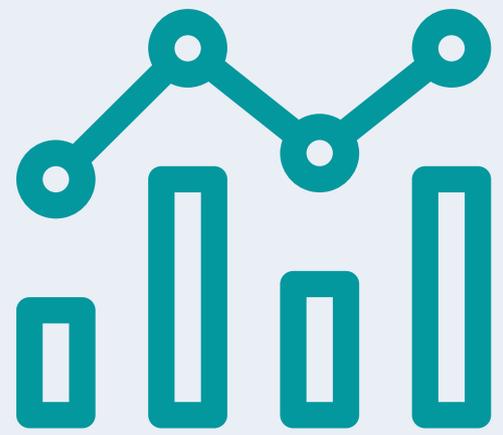
Product	Pack Size	NIC	Preferred Provider vs UK savings
ABASAGLAR 100IU/ML KWIKPEN (Pi) FRIDGE	5x3ml	£35.28	£0.18
ABBOTT THIN LANCETS 28G/36MM (Pi)	200	£7.88	£0.28

*Contact enquiries@spotdispensing.com to sign up to use the SPOT Order Pad – no sign up fee

Non-members can join [here](#)

BENCHMARK

Your Dispensing Profitability



A quick and easy tool to see how your Dispensary is performing. Just fill in the first three boxes to see how you compare to other NHS Dispensaries.

Typical Dispensary Dispensary using SPOTDispensing.com SPOT Priority Member

A quick and easy tool from SPOT Dispensing to see how your Dispensary is performing. Just fill in the first three boxes to see how you compare to other NHS Dispensaries.

Number of Items per year *

Number of Dispensing Patients *

Actual Gross Dispensing Profit as a % (your accountant should be able to provide you)

21%

[Calculate](#)

Benchmark Results

Your practice's profit per dispensing patient per annum

Use our tool to Benchmark your Dispensary, and find out how you might improve on Profitability

Non-members can join [here](#)

INFORMATICS

Dispex provides easily accessible information on a range of subjects including Dispensing Fee Scales, Discount Abatement Scales, Patent Expiry plus Information on Understanding Brands, Branded Generics and Parallel Imports, as well as How to compare Generic prices.

Members can login [here](#) to view all!

<p>Generics Costing More Than Tariff, and Concessions – a Dispex Solution</p> <p>We explain how to reduce and avoid losses on Generics costing more than the Drug Tariff price. Members must sign in to access this information</p> 	<p>Patent Expiry</p> <p>See the latest Patent Expiry dates so that you can plan for when products come off patents. Not all products are offered as generics soon after their expiry date. Products...</p> 	<p>Comparing Generics Suppliers</p> <p>Comparing suppliers of generics is very difficult, as often it is not comparing like for like and some companies make their generics purchasing so complex that you may never know...</p> 
<p>Discount Abatement Scale</p> <p>The discount abatement scale (which has not changed) Members must sign in to access this information</p> 	<p>Dispensing Doctors' Fee Scale</p> <p>The latest Dispensing Fee Scale, compared with the previous 6 months Members must sign in to access this information</p> 	<p>Aerosol vs Non-Aerosol Inhalers</p> <p>We compare the available Aerosol vs Non-aerosol inhalers. Members must sign in to access this information</p> 

Non-members can join [here](#)

DISCOUNT UPDATES



In this section we update members with the latest discounts offered by manufacturers and highlight any discounts withdrawn. We analyse the impact of these changes on individual brand profitability.

July Example- Astra Zeneca

AZ have reviewed their discount structure for Symbicort and Forxiga/Xigduo.

Members can login [here](#) to read the full Analysis of the discount changes!

If you have any issues accessing the website or need assistance in utilising the tools, please email the team at enquiries@dispex.net

Non-members can join [here](#)



NEW WEBSITE LOGIN-HOW TO

Your surgery will need to register for a new login!

Please send the following details to training@dispex.net

Dispex ID (if known)

Surgery Address

Main @nhs email address

i.e libertydispensary@nhs.net

Once registered each surgery will be allocated with one user login, your new login will be issued to the registered email address - keep an eye on your inbox and junk folders! Once you have logged in and had a look around, please feel free to send us any feedback!!

Non-members can join by clicking [here](#)

Members Save



£25 per month

for access to the Profitability, Discount Updates and Informatics Tools (SPOT)

£15

on every delegate place (online tutorials)

£30

per delegate place on our members' webinars (when available)



£18 per month

for one digital DispexCD register (offer commencing Sep 21 and only from your renewal date thereafter)

PLUS members have access to all the existing services such as the monthly Gazette, news bulletins, helplines and commercial offers

2021 ONLINE TUTORIALS

Live dispensary Training with a Dispex tutor



Each session is limited to 12 delegates!

SUMMER-WINTER SCHEDULE

We are pleased to add two new “bitesize” courses, **DRUMS** and **SOPS** to the the Autumn and Winter schedule*. Please note, it's not essential to attend course parts in order, as they have been designed to be stand-alone sessions and the full learning benefit will still be achieved.

JULY

- 21st July - Drug Tariff & Endorsing
- 22nd July - Understanding Profitability Part 2
- 28th July - Dispensary Customer Service Part 2
- 29th July - Intro to Practice Finance Part 2

AUGUST

- 11th Aug - Understanding Profitability Part 3
- 12th Aug - Practical Dispensary Management Part 2
- 18th August - Controlled Drugs Part 1
- 25th Aug - Business Management of a Dispensary Part 3

SEPTEMBER

- 2nd Sept - Intro to Practice Finance Part 1
- 8th Sep - Dispensary Customer Service Part 1
- 9th Sept - Business Management of a Dispensary Part 1
- 15th Sept - Drug Tariff & Endorsing
- 22nd Sept - Controlled Drugs Part 2
- 29th Sept - Understanding Profitability Part 1

OCTOBER

- 6th Oct - Dispensary Customer Service Part 2
- 7th Oct - SOPs
- 13th Oct - Business Management of a Dispensary Part 2
- 14th Oct - Intro to Practice Finance Part 2
- 20th Oct - Understanding Profitability Part 2
- 28th Oct - Controlled Drugs Part 1
- 29th Oct - Practical Dispensary Management Part 3

NOVEMBER

- 3rd Nov - Dispensary Customer Service Part 1
- 4th Nov - Intro to Practice Finance Part 1
- 9th Nov - Business Management of a Dispensary Part 3
- 10th Nov - DRUMS
- 17th Nov - Understanding Profitability Part 3
- 24th Nov - Dispensary Customer Service Part 2 **(3PM)**
- 24th Nov - Controlled Drugs Part 2
- 25th Nov - SOPs

DECEMBER

- 1st Dec - Drug Tariff & Endorsing
- 2nd Dec - Practical Dispensary Management Part 1
- 8th Dec - Understanding Profitability Part 1
- 9th Dec - Intro to Practice Finance Part 2
- 15th Dec - DRUMS

COURSE TIMES ARE 1-2PM

24TH NOV -CUSTOMER SERVICE - 3PM

HOW TO BOOK:

Please book online at dispex.net/training

Dispex members price: **£45+vat**

Non- members price: **£60+vat**

(Per delegate-per session/part)

Book Online - www.dispex.net

DispexCD

COMING SOON ONE FREE ACCOUNT PER MEMBER*



THE ONLINE CD REGISTER

NOTHING TO INSTALL, EASY TO SETUP

DispexCD runs on your computer's existing internet browser, allowing you to save space and eliminate the need for paper CD registers and CD returns registers.

Just register online and get started in minutes, using the computers already in your dispensary, or a tablet or smartphone. **PLEASE NOTE: You must register with the dispensary@nhs.net address!!**

PRICE

DISPEX MEMBERS*

- 6 months free trial
- *1 free account per member (offer commencing September 2021 and only from your renewal date thereafter)
- no setup costs
- no extra support costs
- Includes **Returns** registers

NON-MEMBERS

- 3 months free trial
- followed by an annual £216+vat subscription
- no setup costs
- no extra support costs
- Includes **Returns** registers

WHY SWITCH FROM PAPER TO ELECTRONIC CD REGISTERS?

SAVE TIME - bring more efficiency to your dispensing process. It means you can potentially save hours per month on the simple to use & time optimised system.

SAVE MONEY-Dispensaries can save an average of £50 per month by using DispexCD instead of paper CD registers.

REDUCE ERRORS- By eliminating calculation errors and misread handwriting, dispensaries using DispexCD have fewer CD discrepancies and errors.

SAFE & SECURE- Multiple layers of security and encryption plus daily back ups to protect your patient data.

FULLY COMPLIANT-Unlike some online CD registers, DispexCD is fully legally compliant and supports NICE best practice for the management of controlled drugs. Ace your next inspection with DispexCD in your Dispensary.

BEST PRICE - No cheaper price for a CD register

EXTRAS - includes Returns registers " It's best practice to record returns"

For further details and to sign up to the free trial please click [here](#)

YOU MUST REGISTER WITH THE DISPENSARY@NHS.NET ADDRESS!!

FREE next day
delivery

Dossett Boxes

7 Day Disposable Compliance Aids

This system offers four
tray types!

The dosette system has been designed for patients in the community who need help ensuring they take their medicines regularly in order to achieve the best health outcome!

ORDER- 01604 859000
EMAIL: ENQUIRIES@DISPEX.NET

STANDARD- CL01
EXTRA LARGE- XL01
CLEAR LITE- CLO8
CLEAR COLOURED- CL01CS
DUO

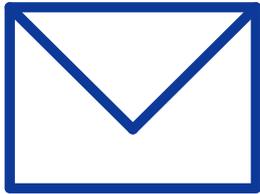
Contact the Dispex Team for a price list

WE'RE HERE TO HELP



Dispex Ltd

18 Oxleasow Road, East Moons Moat, Redditch B98 0RE



sales@dispex.net
training@dispex.net
enquiries@dispex.net



01604 859000

10am-3pm



dispex.net

New look site is now LIVE



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DISPEX LIMITED**