



t 0370 241 8717
 e info@forte.uk.com
 f 01622 790 754
 forte.uk.com

Practice Matters

Feb 2017

DDA Updates



2017 promises to be every bit as challenging for the NHS as 2016 was. I hope that you are coping with the winter pressures. Please be assured that the Dispensing Doctors' Association (DDA) is working hard on your behalf to ensure that MPs, NHS England and the Department of Health understand the unique challenges of practising in remote and rural areas of the country.

unique challenges of rural communities. The population is sparse, public transport is almost non-existent, poverty can actually be more worse than in some of the inner cities. NHS and local government funding formulae do not adequately deal with these problems and the cost of providing the service can be higher than in urban settings.

All of this means that rural communities, and the local NHS, gets a raw deal. After many years of making these points to people in authority, the penny seems to have dropped at long last. On Tuesday 31st January, the first meeting of the All Party Parliamentary Group (APPG) on rural health and social care was held. In the chair was Anne Marie Morris, MP for Newton Abbott in Devon. Ms Morris and her colleagues are disappointed at the very urban-centric nature of public policy. They have also realised that the Government's slender majority is made up of constituencies, which are predominantly rural.

Have you seen the Sustainability and Transformation Plan (STP) for your local area? Has anybody from the CCG been in contact with you about a Multi-speciality Community Provider (MCP) contract? Don't sign up to anything before you have taken advice. **You might lose your dispensing rights!**

The DDA is working with the new APPG and we hope that it might lead to some change in policy by the Government. As ever, the wheels of the bureaucracy turn slowly, but perhaps this will give them a bit of a nudge.

STPs and MCPs are the new acronyms to look out for. The 44 STPs are designed to restructure NHS and social care. Some are quite radical and will almost certainly involve reducing the numbers of hospital beds. The intention is to transfer resources and services into local communities. In rural areas, this could mean greater utilisation of community hospitals, perhaps becoming 'urgent/ambulatory care hubs'.

One thing that we do know for sure is that MPs, and also local councillors, are very sensitive to the concerns of their local electorates. Please take the time to write to your MPs and councillors. Invite them to visit your practice to see for themselves how hard you are working and the important contribution you make to the local community. Perhaps invite the local paper to come and take a picture; politicians love publicity!

What is certain is that very few of these plans acknowledge the unique role played by the rural dispensing GP practice. You are already a local hub, or one-stop-shop, for your community because you provide a medical and a dispensing service, not to mention other vital health services to the local community. Just like the rural post offices, the practice is a focal point for village life.

The DDA's website <http://www.dispensingdoctor.org/about-the-dda/dda-political-lobby-documents/> has a wealth of information and advice, should you contact your local politicians. Don't forget that the country councils are up for election in May, so why not write to your incumbent councillor and the other candidates standing against them? Please share any responses you receive with the DDA.

The NHS Five Year Forward View (5YFV) and GP Forward View (GPFV), surprisingly, make no reference to rural communities whatsoever. Many of the STPs are urban-centric in their focus. This is not surprising, given where many people in the country live. However, it is disgraceful that so little thought has been given to the

Matthew Isom - DDA Chief Executive

For all your Practice Requirements



Trading as Forte Pharma Ltd a company registered in England and Wales.
 Registered Office: 380 New Hythe Lane, Larkfield, Kent, ME20 6RZ
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Drug Tariff changes

Product	Quantity	Basic Price	Category	Change	Purchase Price
Docusate 50mg/5ml oral solution sugar free	300ml	£7.99	A	Basic Price and Cat C to A	N/A
Ethanol 90% including duty	100ml	£13.53	C	Basic Price and Cat A to C	£14.29
Loperamide 2mg tablets	30	£2.15	A	Basic Price and Cat C to A	£0.95
Quinagolide 75 microgram tablets	30	£55	C	Basic Price and Cat C	N/A
Zinc sulfate 220mg capsules	30	£6.95	C	Basic Price and Cat C	N/A

* Basic drug price based on Feb'17 Drug Tariff

** Purchase price based on [Forte Direct](#) pricing. Please call for more details on 0370 2418717

DACs - What are they? - Dispensing appliance contractors



The answer will be most likely, but are you using them to your advantage?

DACs are appliance contractors specialising in the supply on prescription of appliances including stoma, incontinence, and woundcare products.

DACs are subject to different remuneration arrangements to Pharmacy and Dispensing Doctors. As Dispensing Doctors we can take advantage of this by using a DAC such as NWOS.

In 2010 the department of health revised the regulations for all Pharmacy Contractors to provide new compulsory essential services for Part 1X prescription items. See Drug Tariff. Thus, we can take advantage of the NWOS Appliance Partnership scheme.

Many DACs have close relationships with stoma

manufacturers and will often sponsor nurses in the NHS. Patients are then set up with a direct service. This offers no benefit to the practice. You could consider approaching your patients using such a scheme and offer them the choice to change to another supplier. You will find that some patients are happy with their current supplier but many would be happy to switch.

By using the NWOS appliance partnership the practice will benefit from receiving a combination of a dispensing fee, an essential fee as well as Partnership fee in addition Stoma items will also attract an advance fee. Please note that the partnership payment may vary depending on your membership level with the Forte Group.

For example, if you are a Forte Group member 8501 you would receive the following reimbursement for the following items sent to NWOS.

Hazel Harris
Dispensary Manager—Wye Surgery

Description of Appliance	NWOS Partnership Payment	Dispensing Fee	Essential Fee	Advance Fee	Total
Wound Care / Hosiery	£2.30	£0.90	-	-	£3.20
Intermittent Self Catheters	£2.30	£0.90	£9.30	-	£12.50
Other Catheters	£2.30	£0.90	£3.40	-	£6.60
Incontinence Appliances	£2.30	£0.90	£3.40	-	£6.60
Stoma Accessories	£2.30	£0.90	£3.40	-	£6.60
Stoma	£2.30	£0.90	£3.40	£4.32	£10.92

As the items are delivered to the practice the next day you will need to arrange for the patient to collect from the surgery or for the practice to deliver.

You can also use NWOS for your Non dispensing patients

but you must obtain the patients consent to change their DAC supplier.

Contact [Karl Lincoln - Internal Sales NWOS](#) for more details on 0370 2418717

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Outstanding Performance

Congratulations to Forte Group member and Forte Trainer Hazel Harris from the Wye Surgery on their CQC inspection by achieving a rating of “Outstanding”.



Drs Miles, Fox and Di Biasio
Quality Report

Wye Surgery
 Oxentum Road
 Wye
 Ashford
 Kent
 TN25 5AY
 Tel: 01233884585
 Website: www.wyesurgery.co.uk

Date of inspection visit: 31 August 2016
 Date of publication: This is auto-populated when the report is published

This report describes our judgement of the quality of care at this service. It is based on a combination of what we found when we inspected, information from our ongoing monitoring of data about services and information given to us from the provider, patients, the public and other organisations.

Ratings	
Overall rating for this service	Outstanding ☆
Are services safe?	Good ●
Are services effective?	Good ●
Are services caring?	Good ●
Are services responsive to people's needs?	Outstanding ☆
Are services well-led?	Outstanding ☆

DDA member, the [Wye Surgery](#), near Ashford, Kent has been given an overall outstanding rating by the CQC for its outstanding performance on the measures of responsiveness and quality of leadership.

Inspectors particularly noted that the practice was proactive in reducing medicines waste: one dispensary technician had an extended role to provide support to staff of a local care home, to reduce the amount of unnecessary medicines ordered for residents - even though none of the care home patients qualified for the practice’s dispensing service.

General patients were also educated to only order what they needed; cost savings were calculated at £887.97 over a two-week period.

Inspectors described the delivery service for housebound and vulnerable patients as providing outstanding care for older people. Inspectors also noted that six dispensers held the NVQ3 qualification, and four were registered pharmacy technicians, who shared good practice with other surgeries.

By Ailsa Colquhoun

<http://www.dispensingdoctor.org/news>

E- Consultancy Service



Exclusively to the Forte Group members, Sally Linch is now on hand as a completely independent consultant and advisor to answer any queries and offer advice to all our **8501 Members** via our E-consultancy Service.

Whatever your commercial or dispensary query, all you need to do is email Sally (sally.linch@nhs.net) with “Forte” followed by your **Alliance account number** in the subject header and she will reply with an answer within 3 working days.

Sally is currently working at White Horse Medical Practice in Oxfordshire where she has successfully

managed the dispensary over number of years with a large team of dispensers plus managed the integration of two practices. Sally also works as an independent consultant and trainer.

She offers her time to other practices to help train and develop staff on site so you can concentrate on running the dispensary rather than worrying about outsourcing training courses for staff development.

Sally knows that time in the dispensary is scarce, and that running a successful and profitable dispensary requires discipline, protocol and team work. She is an expert regarding all things dispensing with a particular focus on finance, purchasing and profitability.

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Forte Group - Alliance Healthcare

MDS Updates

Agamatrix (Test strips & lancets)

We are pleased to announce that **Agamatrix** is now available via Alliance. For your convenience please refer to the table attached for details of the product. MDS is automatically signed up. **No paperwork required.**

Pip Code	Product Description	Alliance Discount
3420601	Agamatrix Ultra-Thin Lancets 33G (200)	10%
3725553	WaveSense JAZZ Duo Test Strips (2 x 25)	10%
3401619	WaveSense JAZZ Test Strips (50)	10%

Top Dispensing Deals - GnRH analogues

Manufacturer	Product	MDS	Price	Profit
Concordia	Lutrate 1 month	26%	£63.95	£16.63
Concordia	Lutrate 3 month	26%	£191.86	£49.88
Takeda	Prostap 1 month	20%	£75.24	£15.05
Takeda	Prostap 3 month	20%	£225.72	£45.14
Astra Zeneca	Zoladex 1 month	22.5%	£65.00	£14.63
Astra Zeneca	Zoladex 3 month	22.5%	£235.00	£52.88
Ipsen	Decapeptyl 1 month	15%	£69.00	£10.35
Ipsen	Decapeptyl 3 month	15%	£207.00	£31.05

All discounts are subject to sign up, please contact your local representative or call 0370 241 8717 Opt:2 to check your sign up status. All prices and discounts were thought to be correct at time of print. Comparison is not necessarily dose equivalent.

Have you recently changed your contact details?

It is important that we hold the most up-to-date information regarding our customers. If you have recently changed any of your details, such as your name, address, telephone.

Please let us know by emailing info@fortegroup.uk.com or alternatively contact us on 0370 2418717 opt#3

For more regular industry updates and news breaks don't forget to follow us on



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Price Concessions

The Department of Health has granted the following price concessions for February 2017:

Drug	Pack size	Price concession
Amitriptyline 50mg tablets	28	£3.50
Buspirone 5mg tablets (new)	30	£17.50
Candesartan 2mg tablets	7	£2.25
Dapsone 50mg tablets	28	£46.19
Exemestane 25mg tablets	30	£12.60
Flecainide 100mg tablets	60	£16.53
Glibenclamide 5mg tablets	60	£11.57
Leflunomide 10mg tablets (new)	30	£7.79
Leflunomide 20mg tablets (new)	30	£9.03
Lorazepam 1mg tablets	28	£2.49
Mirtazapine 15mg tablets	28	£5.71
Mirtazapine 45mg tablets	28	£5.45
Mirtazapine 30mg tablets	28	£1.61
Mirtazapine 45mg tablets	28	£5.95
Naratriptan 2.5mg tablets	6	£23.00
Nitrofurantoin 100mg tablets	28	£16.80
Nitrofurantoin 50mg tablets	28	£17.50
Oxazepam 10mg tablets	28	£7.97
Oxazepam 15mg tablets	28	£7.97
Ropinirole 0.5mg tablets	28	£15.50
Ropinirole 1mg tablets	84	£56.71
Ropinirole 2mg tablets	28	£22.25
Ropinirole 5mg tablets	84	£165.00
Spironolactone 50mg tablets	28	£5.20
Valsartan 160mg capsules	28	£5.20
Valsartan 40mg capsules (new)	28	£4.72
Valsartan 80mg capsules (new)	28	£5.55
Zolmitriptan 2.5mg tablets	6	£15.30

No additional endorsements are required for price concessions. Price concessions only last for the month in which they are granted. Price Concessions can change during the month so additional items are sometimes added.

For more regular industry updates and news breaks don't forget to follow us on



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Open Surgery Workshops - Dates & Locations



Forte Group annual Open Surgery Workshop sessions are back in 8 locations for 2017. Please see below dates, locations and venues.

Don't miss out this exciting opportunity to participate and benefit from our vibrant discussions with key speakers as: Dr. Richard West, Mark Stone and Lesley Strong and meet with leading suppliers & manufacturers in our exhibition.

Please contact us to book your **FREE** place:
Email: info@fortegroup.uk.com **Phone:** 0370 2418717

Month	Confirmed dates	Locations	Speakers	Who Should attend?	Venue Details
April	25/04/2017	Gloucester	Mark Stone	GPS, PM, BM & DM	The Speech House Hotel, Coleford, Gloucestershire, GL16 7EL
May	25/05/2017	Norfolk	Dr. Richard West	GPS, PM, BM & DM	Park Farm, Hotel, Norwich Rd, Hethersett, Norfolk, NR9 3DL
July	06/07/2017	East York <i>New</i>)	Dr. Richard West	GPS, PM, BM & DM	The Lowther Hotel, Aire St. Goole, East Yorks, DN14 5QW
July	20/07/2017	Kent	Dr. Richard West	GPS, PM, BM & DM	Mercure Hotel, Maidstone, ME17 1RE
September	05/09/2017	Cornwall	Mark Stone	GPS, PM, BM & DM	Westberry Hotel, Rhind St, Bodmin PL31 2EL
September	28/09/2017	Cambridge	Dr. Richard West	GPS, PM, BM & DM	Holiday Inn, Lakeview, Bridge Road, Impington, Cambridge, CB24 9PH
November	16/11/2017	Staffordshire	Dr. Richard West	GPS, PM, BM & DM	Best Western Stafford M6/j14 Tillington Hall Hotel ST16 1JJ
December	05/12/2017	North Wales <i>(New)</i>	Lesley Strong	GPS, PM, BM & DM	Seiont Manor Hotel - Caernarfon Llanrug, Caernarfon LL55 2AQ

2016 - Customer's Feedback

- "Event was effective to engage fully in the session as it is easy to switch off in a lecture seating"
- "Good method of discussion therefore the meeting was effective"
- "Great meeting and very Informative"
- "Interactive approach, Relevant hot topics"
- "Opportunity to discuss with other practices their ideas"
- "Dr Richard West presentation very informative & vision for future"
- "Enjoy the group working, better understanding.
- "Excellent Speakers"
- "Discussion style -very interesting"
- "I found everything interesting applied to the workplace with lots of ideas/suggestions.
- Presentation and content was extremely informative"
- "Useful to get other practice thoughts"
- "Enjoy the group discussions"
- "The whole approach was well presented and informative"
- "Networking with other dispensing practices"
- "Very enjoyable evening, good to meet with other members to exchange ideas & information"

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Doing it for charity



We are excited to announce that Forte Team will be taking part in The Two Ball Banger Beach Rally on 27th-31st of July to raise £1000 funds for Alzheimer's Research UK.

The team spend their whole professional lives on the road so we thought if they are going to be on the road, it might as well be for a bloody good cause and "hey, what's another 2500 miles between friends?"

The Team decided we wanted to raise money for a great cause and the best way to do this would be to spend four days in a "banger" (a car worth no more than £500) attempting to drive from St Omer in France, down through Europe ending in Barcelona, Spain all whilst dressed as "sexy" (read stubbly and disgusting) nurses in a

car decked out to look like an ambulance.

We will give you progress updates on the "banger" and the boys in each bulletin. We would really love as many of our members and colleagues to get behind Team Forte and help raise some serious cash for a fantastic cause and more importantly to...

Wish us luck!!!!

www.justgiving.com/fundraising/team-forte2017



Sam Strong



Myles Hall



David Wood



Ryan Newell

www.justgiving.com/fundraising/team-forte2017

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We are supporting
Alzheimers Research
UK

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Abbreviated Prescribing Information - for full prescribing information, including side effects, precautions and contraindications, see Summary of Product Characteristics (SmPC)
Product name: InVita D3 800 IU soft capsules. Composition: Each capsule contains colecalciferol (vitamin D3) 800 IU (equivalent to 0.02 mg vitamin D3). **Indications:** Prophylaxis and treatment of vitamin D deficiency in adults and adolescents with an identified risk. As an adjunct to specific therapy for osteoporosis in patients at risk of vitamin D deficiency, preferably in combination with calcium. **Dosage and administration:** Recommended dose: One capsule (800 IU) per day; increase if necessary for treatment of vitamin D deficiency, with dose adjusted according to desirable serum levels of 25-hydroxycolecalciferol (25(OH)D), the severity of the disease and the patient's response to treatment. The daily dose should not exceed 4,000 IU (5 capsules per day). **Hepatic impairment:** No dose adjustment is required. **Renal impairment:** Do not use in patients with severe renal impairment. Paediatric population: Not recommended in children under 12 years of age. The capsules should be swallowed whole with water. **Contraindications:** Hypersensitivity to the active substance or to any of the excipients; hypercalcaemia and/or hypercalciuria; nephrolithiasis and/or nephrocalcinosis; hypervitaminosis D. **Warnings and precautions:** Use with caution in impaired renal function; monitor effect on calcium and phosphate levels. Consider the risk of soft tissue calcification. In patients with severe renal insufficiency colecalciferol is not metabolised normally

and other forms of vitamin D should be used. During long-term treatment, monitor serum calcium levels and renal function (via serum creatinine measurements). Monitoring is especially important in elderly patients on concomitant treatment with cardiac glycosides or diuretics and in patients with a high tendency to calculus formation. In case of hypercalcaemia (exceeding 300 mg (7.5 mmol)/24 hours) or signs of impaired renal function the dose should be reduced or the treatment discontinued. Use with caution in patients with sarcoidosis due to possible increase in vitamin D metabolism; monitor serum and urinary calcium levels in these patients. Allow for the total dose of vitamin D where patients consume treatments containing vitamin D. Additional doses of vitamin D should be taken under close medical supervision; monitor serum calcium levels and urinary calcium excretion frequently. **Undesirable effects:** Uncommon (>1/1,000, <1/100): Hypercalcaemia and hypercalciuria. Rare (>1/10,000, <1/1,000): pruritus, rash, urticaria. Not known (cannot be estimated from the available data): Hypersensitivity reactions such as angio-oedema or laryngeal oedema. **NHS Price:** £2.50 (28 pack). **Legal Classification:** POM. **MA number:** PL 24837/0070. **Marketing Authorisation Holder:** Consilient Health Limited, 5th Floor, Beaux Lane House, Mercer Street Lower, Dublin 2, Ireland. Further information is available on request from Consilient Health (UK) Ltd, No. 1 Church Road, Richmond upon Thames, Surrey TW9 2QE, United Kingdom. **Date of preparation or last revision of PI:** December 2016. UK/INV1216/0042

Adverse events should be reported. Reporting forms and information can be found United at www.mhra.gov.uk/yellowcard.

Adverse events should also be reported to Consilient Health (UK) Ltd, No. 1 Church Road, Richmond upon Thames, Surrey TW9 2QE, Kingdom, or on +44(0)203 751 1882

References:

1. MIMS December 2016.

