



## Bird in the hand or pie in the sky?

Given the lack of dispensing-related information in the new GMS/PMS contract for England in 2016-17, dispensing GPs may be forgiven for thinking that there are no implications for that side of their business.

Not so, says the Dispensing Doctors' Association, which points out the potential significance of the following aspects:

- Extract of information identified to named GP level for peer review.
- Non-contractual ambitions for IT services such as use of the Electronic Prescription Service and on-line patient services.
- Increasing costs of dispensing service delivery.

**Data extracts:** The proposal from NHS Employers is to enable an extract of

information identified to named GP level to enable "quality improvement through internal reflection and peer review". Whether this data ultimately ends up on the front pages of the tabloids, subjecting GPs to a 'red-top review' is, at the moment, moot-but dispensing practices may wish to consider early on how their use of script equalization schemes might look to the average punter when it is screamed out in an hysterical 48pt headline.

**IT ambitions:** They may also want to consider the practicalities of the deal's non-contractual IT ambitions for practices operating in areas with slow broadband and serving a generally older patient base.

**Service costs:** Dispensing doctors might also want to consider the likelihood of achieving the projected 1% pay rise, given declining

reimbursement and the rising costs of the dispensing service, for example, those associated the incoming **Falsified Medicines Directive**, or even just the generally greater expense of delivering services in the rural environment.

No wonder GPs question whether the new deal is more pie in the sky than bird in the hand.



Author - Ailsa Colquhoun  
Award-winning freelance journalist and writer Specialist in NHS community pharmacy and dispensing practice.

## Drug tariff changes

Product	Price	Cat	Change
Isopropyl 15% Liquid paraffin 15% gel 500mg	£5.83	C	Basic Price
Pramipexole 2.62mg modified-release tablets (30)	£337.27	C	Basic Price
Pramipexole 3.15mg modified-release tablets (30)	£389.87	C	Basic Price
Salbutamol 200 micrograms/dose dry powder inhaler	£4.85	C	Basic Price
Salbutamol 95 micrograms/dose dry powder inhaler	£5.65	C	Basic Price
Erythromycin 2% solution (50ml)	£7.69	C	Basic Price
Rimexolone 10mg/ml eye drops (5ml)	£5.66	C	Basic Price

\*\*\*Basic drug price based on March 16 Drug Tariff

# Forte Group - Alliance Healthcare

## Roche Diagnostics

We are pleased to announce that Roche Diagnostics has added a new product to the current MDS scheme from 1<sup>st</sup> April. For your convenience please refer to the table attached for details of the product.

Supplier	Pip Code	Product Description	Alliance
Roche Diagnostic Accu-	3981214	Performa Test Strips (50s)	5%

## Daiichi Sankyo

Efient 5mg & 10mg film-coated tablets used to be Eli Lilly lines but are now Daiichi Sankyo and as such is available via Alliance Healthcare. Please refer to the table attached for details of the products.

Supplier	Pip Code	Product Description	Alliance
Daiichi Sankyo	3381399	Efient 5mg film coated tablets pack of 28	5%
Daiichi Sankyo	3381407	Efient 10mg coated tablets pack of 28	5%

## Lundbeck Brintellix

Lundbeck Ltd is pleased to announce the **extended** manufacturers discount scheme for Brintellix. Your discount will be paid monthly to you via Alliance Healthcare and is exclusive of your normal wholesaler discount.

The details of the scheme are detailed in the table below; Scheme 1 is running concurrently, check eligibility criteria for more details contact Forte 0370 241 8717

Supplier	Pip Code	Product Description	1-5 Packs	6-20 Packs
Lundbeck Ltd	3976941	Brintellix Vortioxetine 5mg	50%	60%
Lundbeck Ltd	3976958	Brintellix Vortioxetine 10mg	50%	60%
Lundbeck Ltd	3976966	Brintellix Vortioxetine 20mg	50%	60%

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## Pf Awards 2016 - Sales Team Award Winners



Last Thursday, 10th March 2016, saw the 16<sup>th</sup> annual Pharma Field awards, the premier awards within the UK healthcare industry whose purpose and vision is to deliver a cross industry awards programme which rewards excellence in pharmaceutical and medical device sales in a variety of categories.

The awards are open to teams in the UK Pharmaceutical and Medical Device industry, who have demonstrated outstanding performance, skills and knowledge as a team. The focus of the PF awards is around how the account team works effectively and skilfully with customers for the benefit of patients.



Forte were extremely proud to be represented by 5 Candidates in 3 separate Categories;

- Sales Team Award - Winners
- Remote E-Representative Award - Top Candidate
- Emerging Talent Award - Finalist

A huge congratulations to all involved for a gruelling competition process, a fantastic effort and a well deserved win!



## 2016 Open Surgery Workshop Launch

This month also saw the launch of our new look Open Surgery Workshop.

The inaugural workshop took place 01/03/16 at the beautiful Hatherley Manor Hotel in Gloucester. The aim of these workshops is to support the delegates with understanding their medical and dispensing businesses; identify issues and problems; and provide detailed ideas for solutions to enhance business performance.

Our Open Surgery Chair was Mark Stone Practice Pharmacist at Tamar Valley Health and DDA Board Member. Discussion points included; general pressures in the healthcare business environment, the evolving role of General Practice in the new models of Healthcare provision and lastly, the revolution of medicines supply.

We had a fantastic selection of delegates in attendance who really relished the new interactive format of the workshop, threw out some interesting challenges facing

dispensary and openly and honestly discussed key issues and barriers to medicine supply and general practice.

The feedback has been overwhelmingly positive;

“Very interesting to hear how different practices work, have differing points of view and to be able to exchange ideas” “it was great to engage fully in the session, it is easy to switch of in a lecture setting”

Our next Open Surgery will be on the Tuesday 17th May at the Park Farm Hotel, Norwich.

Please give us a call to book your place

Email :- [info@fortegroup.uk.com](mailto:info@fortegroup.uk.com). Phone :- 0370 2418717 opt#3

The full training schedule of events is available on our website

[www.fortegroup.uk.com](http://www.fortegroup.uk.com)

We look forward to seeing you there

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## Depression Cost/Comparison

Product	Strength	Generic	DT	MDS/WD	Profit
Venlalic XL	75mg	Venlafaxine	£11.20	20% +12%	£3.14
	150mg		£18.70	20% + 12%	£5.24
Cymbalta	30mg	Duloxetine	£22.40	8.5%	£1.90
	60mg		£27.72	8.5%	£2.36
Brintellix	5mg	Vortioxetine	£27.72	60% + 7%	£18.57
	10mg		£27.72	60% + 7%	£18.57
	20mg		£27.72	60% + 7%	£18.57

## Price Concessions

The Department of Health has granted the following price concessions for **March 2016**:

Drug	Pack size	Price concession
Bumetanide 1mg tablets (new)	28	£2.50
Celiprolol 200mg tablets	28	£19.83
Celiprolol 400mg tablets	28	£39.65
Cimetidine 400mg tablets	60	£19.99
Clindamycin 150mg capsules	24	£12.49
Desmopressin 10micrograms/dose nasal spray (new)	60 dose	£25.02
Ferrous Sulfate 200mg tablets	28	£2.85
Flecainide 50mg tablets (new)	60	£5.61
Flecainide 100mg tablets (new)	60	£5.88
Lamotrigine 5mg dispersible tablets sugar free	28	£7.99
Lercanidipine 10mg tablets	28	£5.99
Lercanidipine 20mg tablets	28	£9.85
Mefenamic acid 500mg tablets	28	£10.25
Pioglitazone 15mg tablets (new)	28	£24.00
Pioglitazone 30mg tablets	28	£34.99
Pioglitazone 45mg tablets	28	£39.55
Procyclidine 5mg tablets	28	£14.00

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.

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# Top tips for CQC inspection

So...You're just about on top of everything, managing your workload and then you get 2 weeks' notice of your CQC inspection!

This is usually met with feelings of dread but I think we should look at it as a positive exercise. Oh! Really! I hear you all exclaim and I completely understand your emotions but actually it is very productive ensuring that you are working safely and effectively and providing an excellent service to your patients.

Safe, Effective, Caring, Responsive and Well led is what the inspectors are looking for in a practice.

As far as the dispensary is concerned there are fundamental principles to observe:

- Is the dispensary clean, neat and tidy? First impressions count.
- Do you clean your shelves and cupboards and under your sink? What is under your sink?
- Safe custody of prescriptions. Are they in a locked cupboard in a lockable room? Who is in charge of ordering and distributing them and how is this recorded? Do you make a note of serial numbers when prescriptions are taken? This is very important to sort out and get running smoothly.
- Are all your SOPs reviewed within the last year?
- Have you updated SOPs after having changed clinical systems, changed staff or merged practices? Have you updated your CD ordering SOP as a result of the new Home Office requisition forms?
- Have you got a fridge monitoring protocol? Read the fridge temperatures at least once a day with a minimum and maximum and record in a designated fridge recording booklet or electronically.
- Are all the staff aware of what to do if the fridges break down at night or over a weekend? Do you have a cold chain protocol in the practice?
- Do you have a robust protocol for date checking medicines in the dispensary and also in doctors' bags? Electronic recalling is efficient. Set up

alerts on your outlook calendar.

- Do you have a protocol for checking dates and balancing CDs. This should be done at least monthly by two members of staff.
- Do you have a protocol for dispensing methotrexate?
- Do you have CPD (continued professional development) sessions either in house or externally? You should do. The inspectors will want to have sight of training undertaken and it is important for staff morale and enthusiasm to have regular training.
- Is the dispensary safe for you to work in? Do you observe confidentiality at all times? Can patients see any packages for collection with names on?
- Do you have a Hand Over book so that part time staff can communicate information to each other.

Most importantly make the inspectors aware of all the positive and helpful things that you do for your patients. If you don't tell them they won't know and it's all about being proud of the practice and what you all do. Make sure you can provide evidence for any excellent achievements you may have had. Evidence is proof.

We all work extremely hard and provide an excellent service for our patients. Be proud of yourselves!



Author - Sally Linch

Dispensary Manager , independent consultant and staff trainer

## 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](mailto:info@fortegroup.uk.com) or alternatively contact us on 0370 2418717 opt#3

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