

Space-Insider

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EDITORIAL

We had a great turnout at APP – so thank you to everyone who visited us at the JR.pharmacy booth.

Thank you also to those APP attendees who took the opportunity to attend our JR.spacelink online seminar on Thursday, 22 March, 2012 – for category management including retail and dispensary analysis.

Understanding the importance of tracking the profitability of both categories and products within those categories is fundamental to profitably tailoring your offer to customer’s needs.

JR.spacelink “Quality Manages for Profit” in the following ways:

- Optimises margins
- Maximises Return on space/GMROS
- Builds average retail sale and lines per transaction
- Enhances systems - data quality improves once you start using it!
- Maximises operational Efficiency

Managing the profit generated by product that sits on the shelves in your Pharmacy has never been so important. As the 1 April changes impact over coming months Pharmacy will need to buy at the best price, meet customers’ perceived best value/price, (which doesn’t mean cheapest), and for cashflow purposes optimise stock levels and stock turns.

JR.spacelink is designed to provide information in an easy and simple manner, to drive the decisions that matter.

Teresa Hooper
 Partner
 JR.bizlink



DISPENSARY/GENERIC

We have expanded JR.spacelink and it now reports into 2 distinct sections :-



looks at:

- ⇒ buying opportunities for Generics
- ⇒ Your store's pricing compared to your competitors
- ⇒ Historical review of buy price vs. your suppliers' promises.
- ⇒ Substitution Rates

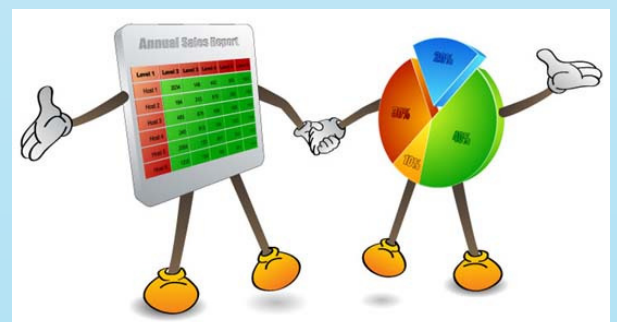
looks at:

- ⇒ What's working and what isn't in terms of shelf space within the pharmacy
- ⇒ Categories returning the best profits
- ⇒ Companion Sales
- ⇒ Moving annual totals for Sales and Gross Profit \$\$

MONITORING PROFIT IN CHANGING TIMES

Outlined ahead are the following samples of the type of reports from JR.dispensary that can assist your business:

- ⇒ Pricing Integrity Check
- ⇒ Competitor Price/Profit Comparison Report
- ⇒ Deal Comparison Report





Pricing Integrity Check

Transaction Start Date: 1/1/2011
 Transaction End Date: 8/1/2011

Supplier Name	PDE	Description	Quantity	Last Cost		Agreed Deal Price		Variance	
				Last Cost	Total	Deal Price	Total	Total Variance	Percentage Variance
Pfizer Pty Limited									
	9323610001191	ALPHAMOXY SYRUP 125MG /5ML 100ML	63	\$ 1.24	\$ 77.85	\$ 1.32	\$ 83.16	\$5.31	6.82 %
	9323610001153	ALPHAMOXY 250MG CAP	49	\$ 1.18	\$ 57.82	\$ 1.48	\$ 72.52	\$ 14.70	25.42 %
	9323610001207	ALPHAMOXY SYR 250MG /5ML 100ML	128	\$ 1.78	\$ 227.80	\$ 1.90	\$ 243.71	\$ 15.91	6.98 %
	9323610001177	ALPHAMOXY 500MG CAP	452	\$ 2.41	\$ 1,090.72	\$ 2.94	\$ 1,330.69	\$ 239.97	22.00 %
	9322147010010	AMOXIL 250MG CAP	9	\$ 2.59	\$ 23.31	\$ 1.48	\$ 13.32	-\$9.99	-42.86 %
	9322147010270	AMOXIL 500MG CAP	144	\$ 4.23	\$ 608.72	\$ 2.94	\$ 423.94	-\$184.78	-30.36 %
	9322150000000	AMOXIL DPS 100MG/ML 20ML	36	\$ 4.01	\$ 144.38	\$ 2.94	\$ 105.98	-\$38.39	-26.59 %
	9322147009540	AMOXIL POWDER SACHET 3GM	5	\$ 2.15	\$ 10.73	\$ 1.87	\$ 9.36	-\$1.37	-12.77 %
	9322147010355	AMOXIL SYRUP SF 125MG/5ML 100ML	29	\$ 2.42	\$ 70.04	\$ 1.32	\$ 38.28	-\$31.76	-45.34 %
	9322147010362	AMOXIL FORTE SYR 250MG/5ML 100M	31	\$ 3.06	\$ 94.75	\$ 1.90	\$ 59.02	-\$35.72	-37.70 %
	93240520001619	AMOXYCILLIN SANDOZ BG 1000MG TAB	5	\$ 3.32	\$ 16.59	\$ 3.04	\$ 15.20	-\$1.39	-8.38 %
	9336666003361	CILEX 500MG CAP	69	\$ 2.14	\$ 147.52	\$ 3.02	\$ 208.66	\$ 61.13	41.44 %
	0931662660070	CODEINE PHOSPHATE 30MG TAB (FM)	158	\$ 40.39	\$ 6,381.37	\$ 5.38	\$ 850.67	-\$5,530.70	-86.67 %
	9338475077571	GENRX AMOXYCILLIN SYR 250MG	4	\$ 2.15	\$ 8.60	\$ 1.90	\$ 7.62	-\$0.98	-11.44 %
	9323610000309	IBILEX SYRUP 125MG/5ML 100ML	11	\$ 2.04	\$ 22.46	\$ 2.01	\$ 22.09	-\$0.37	-1.66 %
	9323610000194	IBILEX 250 250MG CAP	36	\$ 1.73	\$ 62.29	\$ 1.69	\$ 60.77	-\$1.52	-2.44 %
	9323610000316	IBILEX SYRUP 250MG/5ML 100ML	35	\$ 3.23	\$ 113.16	\$ 2.98	\$ 104.44	-\$8.72	-7.70 %
	9323610000187	IBILEX 500 500MG CAP	440	\$ 3.04	\$ 1,338.35	\$ 3.02	\$ 1,330.56	-\$7.79	-0.58 %
	9323829000602	KEFLEX 250MG CAP	11	\$ 4.30	\$ 47.28	\$ 1.69	\$ 18.57	-\$28.71	-60.73 %
	9331134000620	KEFLEX 500MG CAP	182	\$ 7.53	\$ 1,369.68	\$ 3.02	\$ 550.37	-\$819.31	-59.82 %
	9323829000510	KEFLEX SYRUP 125MG/5ML 100ML	1	\$ 5.29	\$ 5.29	\$ 2.01	\$ 2.01	-\$3.28	-62.04 %
	9331134000637	KEFLEX SYRUP 250MG/5ML 100ML	8	\$ 6.85	\$ 54.81	\$ 2.98	\$ 23.87	-\$30.94	-56.45 %
	9324052000520	MAXAMOXY BC 1000MG TAB	6	\$ 4.45	\$ 26.70	\$ 3.04	\$ 18.24	-\$8.46	-31.69 %
	9316626602438	SIGMAXIN 250MCG WHITE TAB	27	\$ 3.55	\$ 95.89	\$ 3.05	\$ 82.30	-\$13.59	-14.17 %
	9316626602445	SIGMAXIN-PG 62.5MCG BLUE TAB	43	\$ 3.33	\$ 143.34	\$ 2.84	\$ 122.12	-\$21.22	-14.80 %

- This report is used to confirm that the current cost of a drug is within the agreed deal arrangement.
- This report only displays items that fall under a deal with any supplier.
- The report accepts Start Date, End Date and Supplier as parameter and the output displayed has Last Cost, Agreed Price and Variances.



Deal Comparison Report

Transaction Start Date: 01-Jan-2010
 Transaction End Date: 01-Jan-2012
 Wholesale Ethical Discount: 10
 Deal 1: Test 20 Molecule
 Deal 2: All Products 10
 Deal 3: Test 20 Molecule



Report Summary

Total without deal : \$ 5,629.82
 Total Test 20 Molecule : \$ 4,503.86
 Total All Products 10 : \$ 5,066.84
 Total Test 20 Molecule : \$ 4,503.86
 Total Ethical Deal : \$ 5,066.84

PDE	Description	Qty	Buy Price	Test 20 Molecule(%)	Test 20 Molecule(\$)	All Products 10(%)	All Products 10(\$)	Wholesale Ethical Discount	Amount
9323610001177	ALPHAMOX 500MG CAP	1191	\$3.68	20%	\$2.94	10%	\$3.31	10.00%	\$3.31
9323610001207	ALPHAMOX SYR 250MG /SML	293	\$2.38	20%	\$1.90	10%	\$2.14	10.00%	\$2.14
9323610001191	ALPHAMOX SYRUP 125MG /SML	175	\$1.65	20%	\$1.32	10%	\$1.49	10.00%	\$1.49
9323610001153	ALPHAMOX 250MG CAP	107	\$1.85	20%	\$1.48	10%	\$1.67	10.00%	\$1.67
9322147010010	AMOXIL 250MG CAP	34	\$1.85	20%	\$1.48	10%	\$1.67	10.00%	\$1.67

- This report is used to compare different deals offered by supplier.
- The report displays discount percentage and price offered by suppliers per item in a tabular format.
- If an item is not offered a discount by supplier, the report prompts the user to enter a proposed value for comparison.
- The report also accepts a percentage value to display "Wholesale Ethical Discount" for each item.

Competitor Price Comparison Report

Transaction Start Date: 01-Jan-2010

Transaction End Date: 01-Jan-2012

PDE	Description	Molecule	Qty	PBSList Price	Current Price	Competitor Price	Potential Loss Per Item	Potential Loss Total	Breakeven Number	Breakeven Percentage	Target Qty	Target Increase/Decrease in Sales
9323610001153	ALPHAMOX 250MG CAP	Amoxycillin	107	\$1.85	\$10.49	\$9.49	\$1.00	\$106.63	118	111.00%	128	\$92.66
9323610001207	ALPHAMOX SYR 250MG /5ML 100ML	Amoxycillin	293	\$2.38	\$14.76	\$14.00	\$0.76	\$223.47	309	105.00%	321	\$168.53
9322882006620	BUDAMAX AQUEOUS 64MCG 120	Budesonide	35	\$22.01	\$31.65	\$31.00	\$0.65	\$22.77	36	102.00%	42	\$194.23
9315430053344	EDRONAX 4MG TAB	-NA-	47	\$0.00	\$36.94	\$35.00	\$1.94	\$91.23	50	106.00%	56	\$223.77

- This is a reporting tool that allows the user to compare and analyse current price of items against the competitor's price.
- The report includes items that are both patient funded and otherwise.

WATCH THIS SPACE!

Our next webinar series will be :-

JR.spacelink 23rd April, 2012

JR.paylink 26th April, 2012

JR.bizlink 27th April, 2012

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