

Biz-Insider



NEWSLETTER

OCTOBER, 2012

CONTENTS

Insider Introduction.....	1
Resourceful Relationship delivers Efficiency.....	2
Insider Goes Online to find some Interesting Websites.....	2
Social Media.....	3
Join us for a business special 'Cloud Discovery' Webinar.....	3
Profit Growth through Category Management and JR.spacelink.....	4
Contact the Team.....	4

INSIDER INTRODUCTION

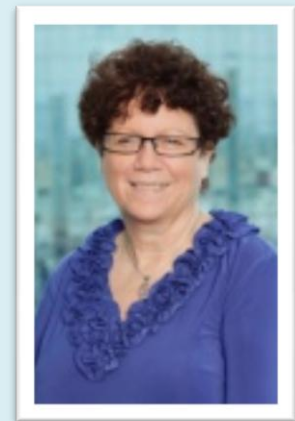
Welcome to our latest newsletter. We have decided that from this edition both our JR.bizlink and JR.spacelink newsletters will be combined. We hope you enjoy our new format.

We recently have offered a "lite" version of our JR.spacelink technology to our pharmacy clients - please refer to the inside of the newsletter. We hope those clients that are applicable take up the offer. We have also been very busy revamping our Group Module for the "Premium" version of JR.spacelink and look forward to our clients' feedback.

Welcome to all our new members of our Women in Pharmacy group in linked-in and Facebook. If you haven't joined please avail yourself.

Well there is a lot in this newsletter - so enjoy and we always welcome feedback.

Teresa Hooper
Partner



OUR PARTNERS

Chris Ball / Peter Camenzuli / Jason Evans / Warwick Face / Nigel Fischer / Brett Headrick/ Nigel Batters
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RESOURCEFUL RELATIONSHIP DELIVERS EFFICIENCY

MIPAC is a respected provider of design, automation, control, instrumentation, electrical engineering and process optimisation that has been in business for over 15 years.

The company has successfully delivered more than 200 projects worldwide. The demands on the business include being able to continually respond to process improvement, being able to handle a changing labour workforce and being able to remotely access and handle data from remote locations.

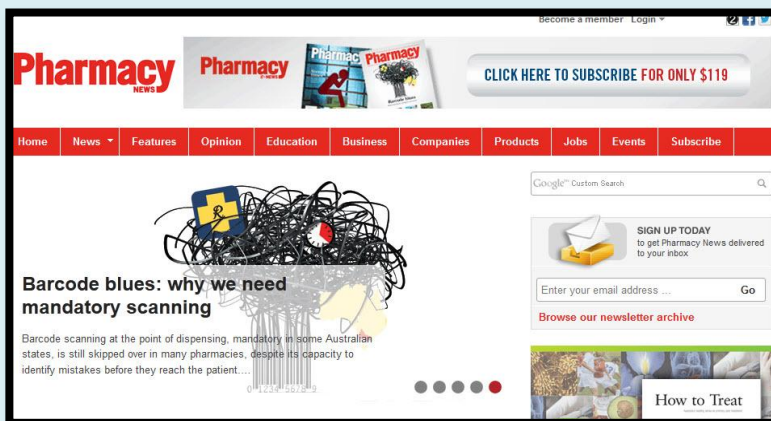


JR.bizlink was selected to become their support partner for the Greentree business solution. Beyond the solution, it would seem JR.bizlink have impressed MIPAC with their overall expertise and support.

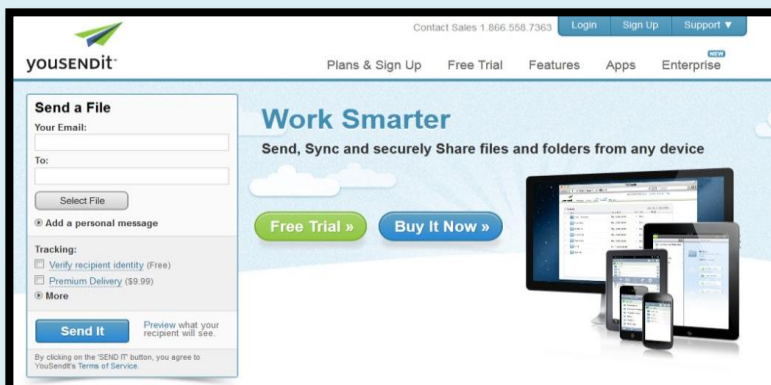
[Read the full story here](#)

[Contact Teresa](#) to find out more about solutions for customer benefits.

INSIDER GOES ONLINE TO FIND SOME INTERESTING WEBSITES



Pharmacy news is the long-standing one stop resource for all your Pharmacy related news. Here's where you can find the website: <http://www.pharmacynews.com.au/home>



YouSendIt has millions of registered users in 193 countries. YouSendIt. is the go-to file collaboration service for both consumers and enterprise. The service that allows large file sharing and syncing from any device, is free to trial for 14 days. Here's where you can find the website: <https://www.yousendit.com/>

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SOCIAL MEDIA

Take a look at JR.bizlink's social media activity and sign up for alerts:



JOIN US FOR A BUSINESS SPECIAL 'CLOUD DISCOVERY' WEBINAR

October 24th at 4pm (Qld time) 45 mins presentation followed by 15 mins Q&A.

Arguably the **one business word on everybody's tongue at the moment is 'cloud'**. That word is usually followed by many, like...What exactly is it? What are the costs? challenges? risks?

So many questions, Sean Dendle of Cloud specialists [Cymax](#) will answer them all, including **how 'moving to the cloud' could dramatically transform your business forever?**

During the webinar Sean will share:

- A simple model - unravelling the cloud enigma
- A cloud customer case study - outlining the migration implementation process
- What the potential cloud pitfalls are and how to avoid them
- How to safely and securely assess your 'cloud suitability'
- The startling business benefits of being in the cloud



Registration details available from [Victoria Cole](#)

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PROFIT GROWTH THROUGH CATEGORY MANAGEMENT AND JR.SPACELINK

The next two years are shaping as a very important period for Pharmacy owners as after this date total dispensary Gross Profit dollars will decline under "Price Disclosure" reductions (assuming no growth in script numbers). While difficult to accurately predict, it is out of this concern that we are writing to make a special offer to all of our clients.

Over many years you will have heard us promote category management principles and the benefits of our category management program JR.spacelink, which analyses and reports store productivity at a Space (GMROS) and Stock (GMROII & Stock Intensity) level.

Recently we completed further product development which has extended JR.spacelink's capability beyond retail category level to now incorporate a Dispensary stock productivity component which can provide deal analysis, price integrity checks, "what if?" analysis around below co-payment pricing and much more.

JR.spacelink works by interfacing with your POS over the web to allow you to view reports via our website. The data is security protected and used by us to create benchmarks that are important to growing and protecting profit. The normal cost is \$100 per month (+GST) but we are waiving the cost for a two year period for any client that commences using JR.spacelink during the next six months. There is also no requirement to use the service beyond the two year free period.

It is important we make this investment now to both provide maximum support to our client base and ensure we gather as much data as possible to make our future advice and the industry wide benchmarking as meaningful as possible. For those of you that belong to a group of Pharmacies there is also an additional group module that allows for specific store to store benchmarking available for a modest fee.

If you are interested in our offer and your current Point of Sale is one of the below, please call so we can arrange a time to connect you.

- ✓ *MINFOS*
- ✓ *FRED Office*
- ✓ *Mountaintop*
- ✓ *Lots*

If your POS is not one of the above we will be considering adding other POS Systems over the next twelve months so please register your interest anyway.

[Download the JR.spacelink Special Offer here](#)

CONTACT THE TEAM

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