



**5 MINUTES OF YOUR TIME
COULD SAVE YOU**

£1370*

*See membership page



PharmaPlus is a support group
- we use the expertise in our
industry and the collective
experience of our members to
maintain a strong foundation
for the challenging times that
lie ahead.

*HITEN PATEL MRPharmS
MANAGING DIRECTOR - PHARMAPLUS LTD*

www.pharmaplusltd.co.uk
info@pharmaplusltd.co.uk
Telephone: 0208 863 3335
Fax: 0208 863 4144

Unit B1, Livingstone Court
55 Peel Road, Harrow
Middlesex, HA3 7QT

Dear pharmacy owner



On December 17th, 2015 the government announced plans to impose drastic funding cuts. This could affect the way medicines are supplied by community pharmacies in the future. If their plans go ahead as intended in October 2016, then the changes will be significant and because of their likely impact on our industry, both dates will be remembered for a long time to come. In short, the plans being considered for community pharmacies include:

- A reduction in spending on community pharmacies by approximately £170m, equating to 6% from October 2016 (however this will actually be nearly 12% because the £170m will be taken over 6 and not 12 months). This together with other funding reductions in subsequent years, could amount to in excess of £25,000 being taken from the 'bottom line' for the average pharmacy!
- An attempt to reduce pharmacy numbers in areas where there are too many 'clusters' of pharmacies.
- Promotion of dispensing efficiencies - particularly online, 'hub and spoke' and other technologies and extending the period of treatment.
- Promoting pharmacy integration with GP practices and other sectors in the NHS.

These are not temporary or one-off changes and cumulatively they will result in the biggest shake-up in our sector since most of us started practicing pharmacy!

From a positive perspective, help and guidance are at hand, PharmaPlus will work with you through this crisis and make sure you, as members, are supported throughout these changes and beyond. We are confident your businesses will not only survive but thrive with practical and pragmatic help from PharmaPlus - as it has been doing for its members for nearly 20 years.

As you read through this brochure you will find that we have introduced a number of clinical services to maximise your income. This includes revenue streams you should be exploiting as a 'given' and other services which are new and innovative. We also have extremely competitive terms with over 30 suppliers. By working smarter we will help compensate you for the losses incurred due to the government-led funding cuts. We are more than a buying group; we are a support group on a mission. Unfortunately, our sector does not have the luxury of time - so I urge YOU to join us NOW and be a part of our success story. As John M. Richardson Jr once said:

*"When it comes to the future, there are three kinds of people:
Those who let it happen;
Those who make it happen;
And those who wonder what happened."*

HITEN PATEL MRPharmS
MANAGING DIRECTOR - PHARMAPLUS LTD

10+ reasons to join today



PROFESSIONAL SERVICES AND SUPPORT



SUPPORT FOR NHS COMMISSIONING



INDUSTRY UPDATES, E-NEWSLETTERS & WEBSITE



CLINICAL SERVICES



ONE-TO-ONE SUPPORT



MARKETING FOR YOUR PHARMACY



GPhC MOCK INSPECTIONS



SOCIAL EVENTS



BUSINESS SERVICES, REBATES AND LOYALTY PAYMENTS



PROFESSIONAL NETWORKING AND REPRESENTATION



TRAINING SEMINARS, EVENTS AND WEBINARS



Professional services & support

Professional Services

Our team in the professional services department is comprised of experienced pharmacists to support you in all your business, clinical and professional needs. Some examples of our offering includes support for setting up both private and NHS services, regular conferences and regulatory advice.

Continuing Professional Development (CPD)

We will support you in your CPD evaluation process. We have many recent sample CPD entries that can provide the necessary foundation for your submission.

Service Case Development

We will support you in putting together bids for specific pharmacy services in your area. We can support you in delivering your own case proposals for consideration at a clinical commissioning group or local authority.

Standard Operating Procedures (SOPs)

We provide you with a huge array of editable Standard Operating Procedures (SOPs) and protocols to meet all of your requirements for the pharmacy. These procedures are available for download from us. Should any other protocol be required, they can be requested free of charge by asking our dedicated head office support. We have over 700 pages in our SOP portfolio which are constantly being revamped and updated for our members.



Best advice and perfect solutions on all professional issues, always!

*-Bipin Patel,
Saxon Warrior Pharmacy*

We provide a free monthly newsletter to all our members. The newsletter highlights the important issues that have risen and provides details of new offers that we have negotiated on your behalf.

Our Members Area provides access to information and downloadable documentation. Additionally, we can help you develop your own website to increase the reach of your business!

Industry updates, e-newsletters and website

How will you fare in the new NHS?

Do you see a decrease in your fees from enhanced services and dispensing?

Do you need additional sources of revenue?

Do you feel confident in putting together a bid or proposal for funding a new service?

PharmaPlus can help you construct a bid and even put you in touch with other people in your area.

**Support for NHS
comissioning**



Clinical services

Clinical Services

We provide a whole host of clinical services to meet the needs of your pharmacy and the clinical commissioning group that you work with. Some recent examples include 'COPD' & 'Pneumonia' services.

More work is currently being conducted in other areas to develop new and exciting services with the help of a variety of providers in the industry.

Diagnostics

We provide support to our members for use of both private screening and diagnostic services so they can support their patients and help them remain healthy and active!

Private Patient Group Directions (PGDs) and other Clinical Services

We have fantastic deals with a variety of PGD suppliers throughout the UK.

Our PGDs have been significantly discounted and are very competitive.

Travel Clinics

We can help you to set up your own travel clinic using our nominated suppliers.



Offered me practical understanding and theoretical knowledge of clinical services we provide through our pharmacy, including setting up a Travel Clinic.

*-Kalpesh Patel,
Garner Pharmacy*



Business

We are always on the lookout for new and exciting ideas to support our members. We regularly scout the markets for grants and other forms of business aid. This information is then passed onto our members who can then access funds that would otherwise have gone unnoticed. We offer a one-to-one tailored service for your pharmacy by our specially trained business professionals.

- Access to over 35 key suppliers with on-going competitive arrangements
- Quarterly supplier rebate pay-outs
- EPOS solutions for your pharmacy
- Additional loyalty profit share scheme
- Support with merchandising, category management and planograms
- Marketing support through web designing and e-commerce

Supplier Discounts

The PharmaPlus team spends a considerable amount of time and effort in sourcing the best deals for our members. We have in excess of 35 suppliers to provide you with the best possible discount available. We use our collective power of 200 members to negotiate the best rates. Our extensive portfolio of suppliers includes all elements of the pharmaceutical market and we are constantly adding new suppliers to our list.

Loyalty Payments and Rebates

All members receive an end of the year loyalty bonus. The loyalty payment depends on the extent you have used our nominated suppliers, and the amount usually exceeds our membership fee.

Wholesaling Setup Support

We provide a package which helps you from the beginning to the end in setting up a wholesale operation in your pharmacy.

We are able to complete your application, provide you with essential paperwork and put you in touch with a reputable company to supply to.

Business services, rebates and loyalty payments

Training seminars, events & webinars



“

Very informative event - new learning will free up my time to focus on patient care and services.

-Dhaval Patel, Cross Chemist



Training Conferences: Clinical – Professional – Business

We organise training conferences with experts in the field covering theoretical and practical training. Our recent conference was held at a Central London venue and covered: the pharmacy funding crisis, pensions auto-enrolment and launch of the pneumococcal vaccination service. For further information regarding our conferences please contact us on 0208 863 3335.

Support Staff Training

We have one of the best deals available with a leading training provider for pharmacy support staff.

Pre-reg Training & Support

We provide a tailor-made solution to pre-registration training. This course is heavily discounted by our providers and is one of the best rates in the market.

Professional Training Webinars and Videos

Free and regular webinars are available for support staff and pharmacists. These are tailored to help with clinical and business development. All the webinars include a CPD component that can be used to support your professional requirements.

Evening Training Seminars

We provide a variety of evening seminars to discuss pharmacy based issues. We hold these events in North and South London and they provide an excellent networking opportunity with your peers. These events are well attended and continue to be one of the greater features of our offering.

Student Training and Internship

We have worked closely with academic organisations to provide you with the funding to take on a student for experience purposes. Students are the future of this proud profession and we are glad that we can help mould the next generation of pharmacists.

Flu Vaccination Training

PharmaPlus runs a number of Flu Vaccination Training events for our members free of charge throughout London. These are conducted by certified trainers and cover the requirements for providing the 'Advanced & Enhanced' flu vaccination services.





OUR RECENT EVENTS

Flu training **Basic Life Support**

Advanced and enhanced Flu Vaccination service.

Price of training seminars for non-members - £129 per person.

Practical sessions on Flu Training as well as Basic Life Support were held.

Check 34 **Prescription endorsement** **EPS seminar**

How to maximise your revenue from EPS Release 2.

How to help contractors make the most of their NHS income by ensuring correct endorsement of prescriptions and correct submissions to the NHS BSA.

How to make the most of Check 34 tool to analyse your prescription data and benchmark yourself with other local pharmacies.

Pneumococcal vaccinations **Pension auto enrolment**

Pension Auto Enrolment - the new changing rules.

The Pneumococcal Vaccination Service.

Discussion on pharmacy funding cuts and how pharmacists can overcome the cuts by maximising their services delivery.



One-to-one support

Are your SOPs up to date?

Are you maximising your savings through PharmaPlus?

We have dedicated and experienced pharmacists in our team to assess your pharmacy and support you through practical one on one sessions. We provide our members with an array of SOP's to help with the running of their business.

GPhC mock inspections

How would you fare in a GPhC inspection?

Are you confident your pharmacy would achieve a satisfactory rating or higher?

We have an experienced pharmacist who will thoroughly inspect your pharmacy, asking various questions to all the team members and ensuring you have the necessary paperwork in place to be compliant with your regulatory requirements.



Exceptional Mock GPhC Inspection from PharmaPlus got me and my staff motivated and resulted in a fantastic result during the actual GPhC Inspection.

-Dilip Desai, Andrew Bass Pharmacy



The PharmaPlus team supplies various promotional materials to the members to help market their pharmacy in the local area and increase footfall.

We can advise you on bespoke and practical promotional solutions for your pharmacy.

We offer leaflets, stickers and posters in various designs and sizes covering a range of topics such as:

- Smoking Cessation**
- Travel Health**
- Flu Vaccinations**
- Emergency Contraception**
- Mobility Aids**
- Weightloss**
- MUR Service**
- Minor Ailments Service**
- COPD Service**

We offer various networking events throughout the year for our members so that they can interact with each other and share their experiences.

We also do regular social events, seminar evening and provide access to other members for support and advice.

We represent our members at a national level to ensure that their voice is heard.

Marketing for your pharmacy

Professional networking and representation

SOCIAL EVENTS



JOIN US TODAY!

PharmaPlus members whose total annual spend is £250,000 through our nominated suppliers on average receive a loyalty payment of **£600**

Free Flu Vaccination Training for our members saves you **£120**

GPhC Mock Inspections offered to members for £250 (cost to non-members £400) - you save **£150**

GPhC Mock Inspection Action Plan Implementation provided to members for £400 (non-member price £500) - you save **£100**

Wholesale Dealing Application Support provided to members for £150 (non-member price £300) - you save **£150**

Personalised CPD planning & review service for members: £200 (price for non-members £400) - you save **£200**

Standard Operating Procedure (SOPs) customisation for members: £100 (cost to non-members £300) - you save **£200**

Information Governance Support for members: £250 (for non-members £500) - you save **£250**

PharmaPlus Annual Membership Fees: £400



NAME
PHARMACY/COMPANY
MAIN WHOLESALER
ADDRESS
ADDRESS
POSTCODE
TELEPHONE NO.
MOBILE NO.
FAX NO.
EMAIL

*Correct at the time of printing, and may be subject to change. Please contact Pharma Plus Ltd. for further details.



www.pharmaplusltd.co.uk
info@pharmaplusltd.co.uk
Telephone: 0208 863 3335
Fax: 0208 863 4144

Unit B1, Livingstone Court
55 Peel Road, Harrow
Middlesex, HA3 7QT