Maximise your DAA revenue stream Unlock \$50k from 50 patients with One Solution

NO MATTER HOW MANY PACKS YOU DO, WE'VE GOT YOUR DAA STRATEGY COVERED **ASK US HOW AT APP**

up to
50 to
100
packs50 to
1000
packsmore than
100+
packsImage: the second s

amneal.com.au

1300 729 661

Pharmacy DAILY

healthnotes

Increasing pharmacy profit through customer engagement.

Training Circuit April 2016

Sydney | Canberra | Melbourne | Adelaide | Brisbane | Perth

SIGN UP NOW

Monday 14 Mar 2016

Today's issue of PD Pharmacy Daily today has three pages of news, a cover page from Amneal Pharmaceuticals, plus a full page from Pharmacy Alliance.

New Corum ceo

PHARMACY software and e-commerce company Corum Group has announced the appointment of Peter Wilton as its new chief executive officer.

Wilton holds a Bachelor of Economics, a Master of Applied Finance and is a Fellow of CPA of Australia and Associate of the Governance Institute of Australia.

He brings to the role "extensive strategic, commercial and leadership experience in senior executive roles ... across a range of industries and businesses," the company announcement said.

The Corum Group board acknowledged and thanked the outgoing David Clarke, the company's chief financial officer, who fulfilled the role of interim ceo over the last five months (**PD** 05 Nov 15) and will assist Wilton's transition into the ceo role.

PHARMACYDAILY.COM.AU

Pharmacy passport plan

PHARMACIES can access a new income stream in the form of identity verification and future passport processing, according to Geoff Stockton, the founder of PRM Group which launched PharmacyID about twelve months ago.

Since then he has signed up about 1500 pharmacies and is preparing a response to an expected passport application tender which will be issued by the government towards the end of the year, according to today's *Australian* newspaper.

Stockton confirmed that he had been approached by the Pharmacy Guild about the passport tender

NSW rescheduling

THE NSW government has reclassified three synthetic drugs marketed as recreational herbal teas and cannabis alternatives as Schedule 1.

AB-Chminaca, AB-Pinaca and AB-Fuminaca are now in the most serious illicit drug category "to ensure the community is kept safe from them," according to NSW attorney-general Gabrielle Upton.



which could see pharmacies as an alternative to Australia Post outlets for passport interviews.

Currently PharmacyID offers National Police History Checks, with pharmacies paid \$6 for each approved identification, and an estimated \$25 for passports.

"We estimate that if 25% of pharmacies in Australia join the PharmacyID network we will have a larger number of outlets than the current provider," the company said.

PBAC draft consult

THE assessment of co-dependent technology chapter of the draft revised PBAC Guidelines has now been published on the PBS website. Interested stakeholders are now

invited to provide a submission on this chapter.

Submissions will be accepted from 11 Mar 2016 until 5pm on 11 Apr 2016.

Go to www.pbs.gov.au.

Gum disease AD link

GUM disease has been linked to a greater rate of cognitive decline in people with Alzheimer's Disease (AD), early stage research published in *PLOS One*, and reported first by *BBC News*, has indicated.

The study, involving 59 people with mild to moderate dementia investigated over a six month period, was suggestive that the body's response to gum inflammation may be hastening the brain's decline by up to six-fold. **CLICK HERE** for more. Amneal DAA offer AMNEAL is today promoting

its pharmacy strategies for dose administration aids to enable unlocking of a significant revenue stream, with a full range of options availabile - see the **cover page** of today's **Pharmacy Daily** for details.

Are you familiar with the new Pharmacy Board requirements?

	RD your CPD credits		 -
PLAN your CPD	your CPD activities		 ъĒ
Learning plan more assured	The second	Constant of the second	
The second secon	Comparison of the second secon	Constanting of the second seco	μ

Visit the College at APP 2016 (stand #358) for a demonstration on how to develop your CPD plan utilising the College's learning platform.

Demonstration times: Saturday: 10:15am, 1pm, 3:15pm, 4:40pm. Sunday: 10:45am, 12:30pm.

Join before 31 March and get 25% off! \$252 (normally \$336) WWW.acp.edu.au

FOR SALE

JVM Sachet Machine -Model JV-280BX

- For accurate and fast packing of sachets for nursing home and community care customers
- In excellent working order supported by Meditec: Pharmacy Automation
- Reliable and low maintenance and low running costs

Price: \$40,000

Contact Brendan Bennett 0401 595 692 for further details.



Pharmacy Daily Monday 14th March 2016



PHARMACYDAILY.COM.AU

Pharma

Monday 14 Mar 2016

First Viagra generic

TEVA Pharmaceuticals will

blockbuster Viagra (sildenafil

citrate) sales as the US Food

Wednesday.

and Drug Administration (FDA)

approved the first generic version

of the erectile dysfunction drug last

Consumers will need to wait until

2017 though before they can see

savings with Teva spokeswoman

Denise Bradley telling Focus that

because of a 2013 pay-for-delay

settlement with Pfizer, the Israel-

based company has agreed to not

launch the generic until Dec 2017.

agreed with Pfizer not to launch its

generic version of Viagra until 2017.

abbreviated new drug applications

according to the Regulatory Affairs

Professionals Society report on the

Global generic giant Mylan

Alphapharm in Australia, also

At least nine other generic

with FDA seeking approval for

their versions of generic Viagra,

manufacturers have filed

matter.

Pharmaceuticals, parent of

begin to take a share of Pfizer's

Evidence-based policy push

THE challenge of reforming Australia's health system is being "enthusiastically embraced" by the country's bureaucracy, according to Martin Bowles, secretary of the Federal Department of Health.

Speaking on Fri to the Committee for Economic Development of Australia (CEDA), Bowles said modernising the system is a big challenge, but he is "confident great changes can be achieved by innovative, data-driven, evidencebased policy making".

Bowles said he had made widespread structural changes within the department, so staff can "participate effectively in this unique opportunity for change" with strong pressure due to the country's ageing population and epidemic of chronic disease.

He also cited "outmoded primary care financing arrangements, a disconnected health system and the need to embrace digital technology" as key issues. "This is why the Australian

government has a string of parallel and complementary health reforms currently underway, and implementing new strategies from these reviews requires new ways of thinking," Bowles said.

pharmacyClub pharmacyclub.com.au

Visit us at APP

As well as the review of the Medical Benefits Schedule, other issues in play include private health insurance and the implementation of electronic health records.

Data is key to driving policy, with Bowles saying one of his most pressing concerns is taking advantage of better data collection and reporting, "to give us the evidence of what is required, what is working and what isn't.

"We need to put data, analytics, evaluation and research at the centre of health care to make the system work smarter and more effectively," he added.

Despite the excitement of innovation and opportunity, "the pressures are ever present and if not managed properly could overwhelm us," he warned.

Dosage aids boom

pharmacist (Jub

pharmacistclub.com.au

STAND

WITH the Sixth Pharmacy **Community Pharmacy Agreement** (6CPA) including a funding increase to \$58m for dose administration aids (DAAs) in year one, and a further \$122 million over the remaining four years, DAA packing business DoseAid predicts there will be a boom in the business over the next two years.

Seth Grantley, national manager of DoseAid, said the topic is expected to be a hot one at APP2016 and would help enhance the industry's perception of DAAs.

"More than 3.7 million Australians will be aged 65 and over by 2020, which creates an opportunity but also a challenge for pharmacies when it comes to supplying the required volume of DAAs," Grantley said.

"APP will offer an excellent forum for pharmacists to soak up information relating to DAA growth and how they can use DAAs to help their customers and how their business can benefit from this growth."



YOU ASKED, DOSEAID DELIVERED

The improved DoseAid ordering solution is here!

- ✓ Easy to use
- ✓ Intuitive script and patient management
- ✓ Increase workflow efficiencies
- ✓ Quick dispense
- ✓ Virtual Pill Box auto updates
- ✓ Integrates with major dispensing and charting

Visit us at stand #135 at APP to try the solution.

FOR MORE INFORMATION CONTACT:

DoseAid Customer Support Phone: 1300 306 748 | Email: customerservice@doseaid.com.au | www.doseaid.com.au

Pharmacy Daily Monday 14th March 2016

t 1300 799 220

w www.pharmacydaily.com.au

page 2

Pharmacy

Monday 14 Mar 2016

Embracing cloud

computing

software that is stored in the cloud,

CLOUD computing enables the

efficient use of information and

and pharmacies can reap many

• Software and services can be

centralised databases established,

enabling pharmacies to streamline

operations and achieve savings.

means of consumer access offer

• Pharmacists and other health

professionals can access real-time

information when data is based in

the cloud, an enormously valuable

well as for patient management.

resource for innovations focused

health professionals. For example,

Exchange can, with the appropriate

consents, be re-used to populate

a more complete patient record.

As well as facilitating the move

to paperless prescriptions which

could help manage challenges of

To realise its full potential

pharmacy together with other

health professions must drive

innovations that connect and

deliver better services through the

medications.

cloud.

fraud and the misuse of Schedule 8

will become a much stronger

outcomes and conditions for

prescriptions information such

as that held within eRx Script

around improving patient

resource for running a pharmacy as

Looking forward, cloud computing

new ways for pharmacy to further

engage with customers and expand

Cloud-based apps that have

rapidly become the favoured

professional services.

shared between stores, and

benefits by adopting cloud based

Welcome to **PD**'s

feature. This week's

contributor is **Paul**

Naismith, CEO,

Fred IT Group.

services

weekly comment

PHARMACYDAILY.COM.AU

Zika warnings boost Weekly Comment

THE World Health Organization (WHO) has strengthened its advice to pregnant women, urging them not to travel to areas where the Zika virus is circulating.

The warning highlight was issued in the light of stronger evidence of an association between the virus and fetal malformations, said WHO.

The virus has now been detected in amniotic fluid and has been shown to cross the placental barrier and infect the fetus as well as being detected in the blood, brain tissue, and cerebrospinal fluid of fetuses after any termination of pregnancy.

Local transmission has been reported in 31 countries in Latin America, esp the Caribbean, Brazil, French Polynesia and Colombia. For more, CLICK HERE.

APC site maintenance

THE online web portal operated by the Australian Pharmacy Council will be undergoing maintenance between 9am and 5pm this Wed 16 Mar 2016, and during this time users will not be able to log in to complete exam registrations or applications for skills assessments.

EXPANDING NATIONALLY

For more information or to book a confidential meeting contact Jason Kelly on 0456 391 105 or jason@pharmacy4less.com.au or jason@pharma

PHARMACY 4 LESS **DISCOUNT CHEMIS**

Ibimicyn supplies

THE Therapeutic Goods administration advises health professionals that Ibimicyn ampicillin 500mg (as sodium) powder for injection vial and Ibimicyn ampicillin 1g (as sodium) powder for injection vial are now available.

Contact Juno Pharmaceuticals at info@junopharm.com.au or by phone on 1800 620 076 to stock.

COC clotting risk

COMBINED oral contraceptives (COCs) have been shown not to have an increased risk of venous thromboembolism (VTE) according to a new large Australian systematic review and meta-analysis.

While no increased risk of VTE with drospirenone was seen in prospective or case control studies, the risk of VTE was increased in retrospective cohort and nested case control studies.

The difference in risk of VTE based on the choice of progestin in COCs is, at worst, very small in absolute terms, the authors said.

CLICK HERE for the Australian Family Physician article.

Win with 🚺 Incrediwea

This week Pharmacy Daily and Key Sun Laboratories are giving readers the chance to win an Incrediwear Knee Brace each day.

Incrediwear garments are designed to provide effective relief from acute and chronic pain and inflammation without restricting mobility, whilst increasing circulation and offering incredible comfort. The garments utilise revolutionary therapeutic fabric which is infused with circulation enhancing natural elements of Germanium and Carbon. By increasing blood flow to the affected area, the healing process is accelerated and the body still gets the benefits of compression without the squeeze! Visit www.keysun.com.au

To win, be the first from NSW or ACT to send the correct answer to the question to comp@pharmacydaily.com.au

Fill in the blank: Incrediwear's advanced fabrics contain _ to dramatically increase circulation.

Check here tomorrow for today's winner.





CLICK TO ENQUIRE

A PRISON in the US state of Virginia has banned inmates from receiving personal photos, after guards found some of them chewing on the pictures that had been soaked in drugs.

According to the Roanoake Times, the superintendent of Western Virginia Regional Jail, Bobby Russell, said the photos had been soaked in suboxone, used to treat narcotic addiction.

Incredibly, previous incidents of suboxone soaking had already seen officials ban all non-white paper and any paintings or drawings because some had been found to be similarly adulterated.

SCIENTISTS in Sweden are putting their considerable talents to work by launching a project to figure out what cats are saying.

The five year research program at Lund University will see phonetics experts aim to "crack the feline code," by recording up to 50 cats in a range of locations to see how their mood affects the sounds they make.

"It seems that cats can vary the intonation or melody consciously, perhaps to convey a certain message or increase the urgency of a message or to convey emotion," said lead researcher Susanne Schotz.

"I have found with my cats they have a different sound in their melody when they are sad compared to when they are happy," she said.

One of the key outcomes is to discover how cats perceive human speech, and whether they like pet-directed messages "or prefer to be spoken to like human adults," Dr Schotz added, according to a report in the UK Telegraph newspaper.

The report didn't say how many cats Dr Schotz has at home.

Pharmacy Daily is Australia's favourite pharmacy industry publication. Sign up free at www.pharmacydaily.com.au. Postal address: PO Box 1010, Epping, NSW 1710 Australia Street address: 4/41 Rawson St, Epping NSW 2121 Australia P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Part of the Travel Daily group of publications.

Publisher: Bruce Piper info@pharmacydaily.com.au Reporter: Mal Smith Contributors: Nathalie Craig, Jasmine O'Donoghue, Bonnie Tai Advertising and Marketing: Magda Herdzik advertising@pharmacydaily.com.au Business Manager: Jenny Piper accounts@pharmacydaily.com.au

Travel Daily CRUISE trave Bulletin business events news D Pharmacy

Pharmacy Daily is a publication of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper







Exclusive to Pharmacy Alliance Members

POS, DISPENSE + SUPPORT THAT HELPS NOT HINDERS

Pharmacy Alliance have partnered with Z Software to provide independent pharmacy with a POS & Dispense system, as well as support that doesn't limit business.

-	
	Zigen

Z POS & Dispense Software

Manage your pharmacy seamlessly with an integrated solution that helps you manage your pharmacy with ease.

- O Designed & developed by pharmacists
- O Automatic real-time software & product updates including PBS updates (no manual end of month procedures)
- ✓ Automatic back-ups
- ✓ One centralised database
- ✓ Use your existing hardware*
- ✓ No up-front software licence fee and low monthly software service fee

Z POS & Dispense Support via Pharmacy Alliance

Pharmacy Alliance provides 24/7 help-desk support included in the monthly software service fee.

Plus, receive an exclusive Pharmacy Alliance member only discount on monthly software service fees.

JOIN PHARMACY ALLIANCE TODAY TO ACCESS NEXT GENERATION PHARMACY SOFTWARE AND SUPPORT

For membership enquiries: email: **enquiries@pharmacyalliance.com.au** call: **03 9860 3300**

Visit pharmacyalllaince.com.au/z-software in linkedin.com/company/pharmacy-alliance *Hardware requirement: within the last 5 years depending on specifications