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NDIS wage theft

THE Australian Services Union NSW & ACT wants the Govt to urgently stamp out rampant wage theft of disability support workers as it investigates more than 30 providers in NSW alone, and has referred two providers to the NDIS commission.

iNova to buy Betadine

INOVA is set to acquire the consumer health product portfolio from Mundipharma International, which is primarily made up of the Betadine brand.

The company stated this acquisition will add substantial scale to iNova's portfolio of higher-growth consumer health medicines, and aims to expand iNova's geographic footprint.

The combined business aims to have a substantially larger geographic footprint with comprehensive coverage across Asian markets and the Middle East, with additional presence across Europe and Canada.

Asia will represent iNova's largest region following the deal.

Following the transaction, iNova's consumer health product portfolio will account for over 80% of its total product sales.

"This acquisition transforms the scale of iNova and accelerates our market expansion to high-growth markets in Asia and the Middle East," said Dan Spira, CEO of iNova.

"Moreover, it demonstrates how iNova is implementing its strategic expansion through M&A, capturing a foothold in high-growth categories and new markets with



highly credible, trusted consumer health brands.

"Betadine has tremendous global brand equity with over 60 years of use by healthcare professionals and consumers worldwide.

"We see significant potential to build on this heritage and make it the most trusted antiseptic brand throughout iNova's geographies."

He added consumer health products are currently benefiting from several structural tailwinds, ageing and growing populations, rising discretionary incomes, and the post-COVID shift towards preventative healthcare.

The portfolio of acquired assets has an attractive financial profile with multiple drivers for growth, including new product innovation and marketing to expand sales.

The transaction is the culmination of a global sales process run by Deutsche Bank.

Today's issue of PD

Pharmacy Daily today features two pages of news, plus full pages from:

- TerryWhite Chemmart
- The Pharmacy Guild

IPO in the wings

GALDERMA today announced a private placement of approximately US\$1 billion (A\$1.5 billion) for newly issued shares, from a group consisting of current shareholders, new investors, as well as management.

The transaction is expected to close in the coming weeks.

The dermatology company will use the proceeds of the private placement to strengthen its balance sheet and to further accelerate its organic growth momentum fuelled by its unique integrated dermatology strategy.

An Initial Public Offering remains the likely next step in Galderma's "ambition to become the leading dermatology company in the world".

"With our relentless focus on commercial execution and premium positioning in high-growth, attractive markets...we are committed to advancing our differentiated innovation pipeline which includes two disruptive biologics with blockbuster potential for long-term sustainable growth," shared CEO Flemming Ørnsvov. Learn more [HERE](#).



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Sarcoma impacts childhood cancers

WITH Sarcoma Awareness Month in Jul, the Australia and New Zealand Sarcoma Association (ANZSA) is highlighting the importance of ongoing research into rare and complex cancers to increase survival rates, as sarcoma

accounts for 20% of cancers diagnosed in childhood.

Further, the ANZSA National Sarcoma Database gathers sarcoma-specific clinical data covering diagnosis, treatment, and outcomes for patients with bone and soft tissue tumours.

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Dispensary Corner



SUPERMARKET trolleys with a special sensor fitted to the handles can help spot a hidden heart-rhythm condition that increases the risk of stroke, a trial has found reported *BBC*.

Researchers in Liverpool asked local stores to stock the modified trolleys, which scan customers' grip pulses for any irregularities while they shop.

More than 2,000 shoppers used them and were asked to hold the bar for at least 60 seconds before releasing.

The light would show as red if an irregular heartbeat was detected, otherwise, it stayed green.

During the two months of the study, 39 people were newly identified with atrial fibrillation.

Lead researcher Prof Ian Jones, from Liverpool John Moores University, explained, "this study shows the potential of taking health checks to the masses without disrupting daily routines".

"Nearly two-thirds of the shoppers we approached were happy to use a trolley and the vast majority of those who declined were in a rush rather than wary of being monitored.

"This shows that the concept is acceptable to most people and worth testing in a larger study," Jones concluded.



Labels that talk to you

A **SMARTPHONE** app, called **OurPillsTalk** which is the invention of a NSW pharmacist, reads medicine labels out loud and can translate them into over 40 languages, assisting disadvantaged or susceptible patients by reducing adverse drug events.

The best part is that it can be considered part of a MedsCheck with a \$64 remuneration under the 7CPA for the participating pharmacist when he introduces the app to the patient and shows them how it works.

Founder and pharmacist Steve Cohen shared that to help mitigate some of the impacts of the 60-DD policy, "it's not all doom and gloom as there are ways to make money while increasing safety and so saving lives".

"My app helps a broad spectrum of people such as the visually impaired, the elderly, non-English speakers, Aboriginal & Torres Strait Islanders, those with early dementia, and dyslexia," Cohen said.

"Pharmacists can help by identifying if these customers need help with understanding their medication, by downloading the app onto their phones and

providing a demo by scanning QR barcodes, via the dispenser labels.

"This effectively can be considered a MedsCheck with a \$64 remuneration, which is an additional source of income that is being overlooked.

"The app is free, and uses existing QR barcode labels that are within most dispensary software such as Aquarius Dispense, Corum LOTS Dispense, Fred Dispense Plus, Merlin, and Minfos, meaning there is no additional work or cost for pharmacists."

The other useful features within the app include CMI information and a tab that directs the user to healthdirect.gov.au to learn more about their health diseases and conditions.

Another feature is the history settings where the drugs scanned into the app can be shared with a healthcare professional or even emailed in an emergency to a hospital and are also useful if travelling overseas and you need to see a doctor there.

Cohen is keen to also see if this not-for-profit service can get support from the pharma industry.

For more information, **CLICK HERE**.

Guild Update



NIP budget decision

FOLLOWING advocacy by the Pharmacy Guild, community pharmacies will be funded to administer vaccines through the National Immunisation Program (NIP) from 01 Jan next year.

Eligible patients who elect to receive NIP vaccines through their local community pharmacy will no longer face an administration fee under Federal Government plans.

The government's **Rebuilding Medicare for the 21st Century strategy** will see pharmacies paid \$19 per shot for providing NIP vaccines to patients.

The Pharmacy Guild also provides full courses and a refresher course for pharmacists to acquire the skills and knowledge required to deliver vaccination services to the community.

For details, **CLICK HERE**.

Medcan's access program milestone

MORE than 5,000 patients have benefitted from subsidised access to plant-based treatments since Medcan's Compassionate Access Program (CAP), Cann I Help, began.

The program assists eligible patients to cover the cost of medicinal cannabis products that they otherwise may not be able to afford, the company stated.

"This amounts to \$1.6 million dollars since we launched the program in 2020," said Medcan

co-founder Gareth Ball.

"The CAP is our way of offering a helping hand and it makes a significant difference to so many people's lives, for example, patients with palliative care needs or those suffering from cancer are eligible for product subsidises of up to 50%."

The milestone comes soon after the Cann I Help network was awarded Best Clinic/Telehealth Service of the Year at the 2023 Aust/NZ Cannabiz Awards.

Co-design plan

THE LGBTIQ+ Health and Wellbeing 10 Year National Action Plan Expert Advisory Group held its first meeting yesterday, to co-design Australia's first national plan alongside communities, focused specifically on improving the health and wellbeing of LGBTIQ+ people.

The discussions were about current issues and complex healthcare needs facing LGBTIQ+ people.

We're dedicated to care for you and your team

“ I love the new Dedicated to Care brand campaign. It's what we are about. As pharmacists, we don't do our job for the money, or public admiration. We do it to help people and put a smile on their face.

The difference is astounding.. incredible!

The business support is fantastic. There's much to think about when you run a pharmacy and being so busy I lose track of what's going on. The new systems that TWC are implementing means I can monitor what's happening in the industry, offer training to my team, streamline administration, and gain operational efficiencies.

I wonder what on earth we did before joining TWC. The decency of support teams and their belief in us gives me the rocket fuel to keep doing what I love.”

Wendy McKay

TWC Drouin, Vic, joined in 2022



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- Providing industry advocacy & insights.
- Expert support for your business.



The Pharmacy
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