

# Data-driven insights to help grow your business

MyBusiness Health is a tool from Mylan that analyses the data your pharmacy is generating every day. The data-driven insights from MyBusiness Health can highlight opportunities, savings and revenue that you may be overlooking.

It's estimated that about 80% of predictions made through data analysis reflect what you already know about your business. It's in that other 20% you're going to find surprises and insights.<sup>1</sup>

## These are some of the powerful data-driven insights you can obtain from MyBusiness Health:

The average Aussie pharmacy is missing out on approximately \$12,000 per year in potential Premium Free Dispensing Incentive (PFDI)<sup>2</sup>

## What could your business be making?

Aussie patients paid over \$150 million in Brand Price Premiums (BPPs) in the last year<sup>2</sup>

## How much could you save your patients?



“ With the pharmacy industry ever changing, MyBusiness Health is a vital tool in helping my customers maximise their business potential. It gives them greater visibility into their own business and greater control. A favourite feature of MBH with my customers is the ability to identify gaps in their generic offering, opportunities to improve their margins whilst providing a more affordable alternative for their patients. ”

– Kelsey Brosnan,  
Mylan Business Advisor

## Talk to your Mylan Australia Business Advisor today



Paperless

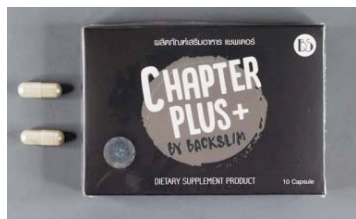
“Gone are the days of wasting time bundling and sorting prescriptions. Scan them in any order and Medview Paperless automatically allocates and reconciles them. Finding the relevant prescription is quick and easy.”

**PETE TZIMOS**  
Eden Rise Pharnasave Pharmacy  
& Berwick Pharmacy



**Today's issue of PD**  
*Pharmacy Daily* today has two pages of news and a front cover wrap from Mylan.

## Close the chapter



**THE** Therapeutic Goods Administration has issued a warning about “Chapter Plus+ By Backslim Capsules,” saying after testing they have been found to contain the undeclared prescription-only substance sibutramine which was withdrawn in 2010 after a study showed an increased risk of major cardiac events.

The same issue applies to Li Da Weight Loss Capsules, with TGA investigations showing a number of people in Australia may have bought these products online.



## Pharmacy scholarships open

**THE** Pharmacy Guild of Australia is inviting applications for the Pharmacy Scholarship Scheme for 2019, with the bursaries worth up to \$40,000 per applicant.

Under the Rural Pharmacy Scholarship Scheme, up to 30 full-time scholarships are available annually, valued at \$10,000 per annum over a four year period.

The scheme is supported by the Department of Health under the 6th Community Pharmacy Agreement, and provides financial support to encourage and enable students from rural and remote communities to undertake undergraduate or graduate studies in pharmacy.

Courses must lead directly to registration as a pharmacist, and recipients are encouraged to seek employment in rural and remote areas following graduation.

Applicants under the scheme may be in any year of undergraduate or postgraduate study.

Aboriginal and Torres Strait Islander Pharmacy Scholarships are also available, with three full-time scholarships available annually for which applications can be made at any time during the year.

Pharmacy Guild National President George Tambassis said

the scholarships provided “financial assistance and support for would-be pharmacists to realise their ambition.

“It is a great initiative that helps students achieve their goals, and supports community pharmacy in rural and remote areas where the local pharmacy is a vital component of the health system,” he said.

Tambassis noted that community pharmacy was the only part of the health sector that had grown in rural and regional Australia in recent times.

“We want to keep it strong so that vital pharmacy services continue to be available wherever they are needed,” the Guild President said.

Apply online at [6cpa.com.au](http://6cpa.com.au).

## Mylan data tool

**AUSTRALIAN** pharmacies are missing out on \$12,000 in potential Premium Free Dispensing Incentives annually, according to Mylan Australia.

The company is today highlighting its new MyBusiness Health tool, which analyses pharmacy data to uncover opportunities, and savings and revenue which pharmacy owners may be overlooking.

Mylan noted that Australian patients paid more than \$150 million in Brand Price Premiums in the last year, with the data tool also able to pinpoint potential significant patient savings.

For more information see the cover page of today's *PD*.

## Perth robbery

**WESTERN** Australia Police are looking for a man over an alleged robbery of a drive-in pharmacy in the Perth suburb of Bayswater last Sat afternoon.

According to the *West Australian* the miscreant was wearing a balaclava at the time of the incident and threatened staff with a knife as he demanded drugs, before absconding in a maroon Hyundai.

## FSM hails changes

**HEALTH** insurers in Australia paid out more than \$50 million on natural therapies in the Jun 2018 quarter, with Friends of Science In Medicine (FSM) hailing government changes to withdraw financial support for such items.

From 01 Apr 2019 insurers will no longer be subsidised for treatments such as homeopathy, Reiki, iridology and more, with FSM saying the move sends a clear message about their lack of efficacy.

**When it comes to inflamed fungal skin infections, don't leave yourself open.**

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Resolve more than the itch.

† Resolve Plus is indicated for inflamed fungal infections where bacterial infection may be present\*

Your pharmacist's advice is required. Resolve Plus 1.0 contains Miconazole Nitrate 2% w/w and Hydrocortisone 1% w/w. For inflamed or itchy fungal skin infections. Directions: Clean and dry affected area thoroughly. Gently apply to affected and surrounding skin twice daily. Once inflammation has subsided continue treatment with an antifungal cream for 14 days after symptoms disappear to avoid recurrence. Do not use Resolve Plus 1.0 on children under 12 years unless recommended by a doctor. Review full PI before recommending or supplying Resolve Plus 1.0 PI available on request from Ego Pharmaceuticals Pty Ltd, Australia. Reference: 1. Resolve Plus Product Information Date of Most Recent Amendment June 13 2017.

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### 1st Group seals deal

**LISTED** digital health, media and technology firm 1st Group Limited has signed a one-year contract to provide technology solutions to SmartClinics, digitising more of its patients' journeys and replacing existing HotDoc and HealthEngine systems at 34 GP medical centres.

## 90m under co-pay scripts

**ABOUT** 90 million prescriptions were dispensed at prices below the current patient co-payment levels over the year to 30 Jun 2018, according to new data released by the Health Department.

The annual report collates data collected through pharmacy software systems, with the total number of under co-pay scripts up about 5% from 85 million during the prior 12 month period.

During the 2017/18 year the general co-payment was \$38.80, while the concessional co-payment was \$6.30.

The most common item supplied at prices lower than the co-payment was amoxicillin, with 5.6 million scripts, followed by rosuvastatin at 4 million and then atorvastatin at 3.2 million.

There were 2.7 million under co-pay scripts for cefalexin, followed by perindopril at 2.4 million and escitalopram at 2.3 million.

Others in the top ten included irbesartan (2.1 million), sertraline (2 million), pantoprazole (2 million)

and metformin (1.6 million).

Paracetamol+codeine combinations were in 11th position on the list, with 1.5m scripts.

A full spreadsheet detailing all under co-payment scripts for 2017/18 is available at [pbs.gov.au](http://pbs.gov.au).

### AHPRA Vic closed

**THE** Melbourne office of the Australian Health Practitioner Regulation Agency (AHPRA) is closed today due to the Melbourne Cup public holiday.

It will return to normal operation from tomorrow at 9am.



### Dispensary Corner

**THERE'S** been a major case of food rage in Italy, with a vegan woman ordered to pay compensation after threatening to kill her mother for serving up bolognese sauce.

The newly unemployed 48-year-old female had recently moved back home, and tensions flared when mum started cooking up the traditional meat-based meal.

In a court hearing last week a lawyer for the matriarch said the "family dynamic had degenerated over irreconcilable differences" in relation to the mother and daughter's different food cultures.

The daughter said she had for many years had "no sensory or olfactory contact" with animal products before moving home.

The smell of a simmering rich meat sauce was enough to spark a violent confrontation, with the daughter allegedly grabbing a kitchen knife and threatening to stab her mother if she kept cooking the spag bol.

The mother launched a civil suit over the incident, which was eventually decided in her favour, according to the *Gazzetta di Modena* newspaper.

A judge ordered the daughter to pay €500 in compensation to her 69-year-old parent, along with €400 in court costs.

### NZ pharmacy strike

**PHARMACISTS** working for New Zealand's Nelson Marlborough District Health Board have voted in favour of strike action over ongoing delays in negotiating a new collective employment agreement.

A strike notice has been filed for a "complete withdrawal of labour" at Nelson Hospital and Wairau Hospital in Blenheim for a 24 hour period, with the walkout following a year of failed bargaining.

Union group APEX, which is representing pharmacists and pharmacy technicians over the issue, said rates of pay in NZ hospitals were much lower than community pharmacists in the private sector.



### Guild Update

#### My Health Record

**COMMUNITY** pharmacies are urged to register for My Health Record system by the end of 2018, which will provide timely access to their patients' key health information.

My Health Record provides timely access to a patient's key health information; assisting with improved clinical decision making and provision of personalised care through access to clinical documents.

Pharmacies are urged to register with the My Health Record system by December 31 by using the tailored Community Pharmacy Registration Form.

As of September, 68 per cent of pharmacies had registered to use My Health Record, and we expect this number to grow.

Pharmacists can access the Guild's online CPD modules jointly developed with the Digital Health Agency (ADHA) to support the uptake and implementation of My Health Record.

For more information on the benefits of utilising My Health Record in your pharmacy, and to register, visit [www.guild.org.au/resources/ehealth](http://www.guild.org.au/resources/ehealth).

## Win with Cetaphil

This week Pharmacy Daily & Cetaphil are giving away each day the Cetaphil Sun SPF50+ Ultra-Light Lotion and Cetaphil Sun SPF50+ Kids Liposomal Lotion valued at \$35.

Cetaphil, one of the leading brands in the therapeutic skin care category, provides the highest UV SPF (50+) for sensitive skin. Designed for sensitive and oily skin, **Cetaphil Sun SPF50+ Ultra-Light Lotion** nourishes with Vitamin E and is perfect on the face and body. **Cetaphil Sun SPF50+ Kids Liposomal Lotion** (meaning it spreads easily on your kids' skin) offers a paraben free formula and a pump dispenser with dosage leaflet for optimal protection. Cetaphil Sun offers everyday high-quality sun protection for the whole family. See [www.cetaphil.com.au](http://www.cetaphil.com.au) for details.

To win, be the first person from QLD to send the correct answer to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

**What ingredient is Cetaphil Kids free from?**

*Check here tomorrow for today's winner.*

