



ADDING VALUE TO YOUR
BUSINESS

**JOIN US
TODAY**



“

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
MD - PharmaPlus Ltd.*

Dear independent pharmacy contractor



HITEN PATEL MRPharmS
M.D. - PharmaPlus Ltd.

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Over the past two years, PharmaPlus has campaigned together with the pharmacy representative bodies and other affiliated organisations to revert the decision on the drastic funding cuts imposed on community pharmacy. However, implementation of the funding cuts has happened despite the best efforts of the sector to prevent them.

The introduction of the Quality Payment Scheme represents the government's intention to take the sector to a quality based agenda. In short, moving forward the amount of funding you get will depend on the quality of the services you provide.

We firmly believe that community pharmacy has a positive future providing that contractors are willing to do things differently. PharmaPlus has always positioned itself to support our members on the clinical and quality agenda in addition to our core service of medicines supply.

We have a huge amount of in house expertise to benefit our members and to navigate the new landscape. Help and guidance are at hand. We will fully support and work with you. We are confident that your businesses will survive and even thrive with practical, pragmatic and importantly, hands on help that we have been giving our existing members for over 20 years.

Our new EDGE platform is available to members and will make it easier for you to complete the drug ordering process, to allow you to focus on what is important - Clinical Services, both private PGDs and NHS. All of this is in addition to our normal function of negotiating with suppliers to save you money.

PharmaPlus has competitive Buying Group terms with over 40 suppliers; however, our fundamental strength is growing more as a Support Group. I urge YOU to join us NOW and be a part of our and your 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."*

10+

reasons to join today


PROFESSIONAL
SERVICES AND
SUPPORT



INDUSTRY UPDATES,
E-NEWSLETTERS



PHARMAPLUS EDGE
CASCADE ORDERING TOOL



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



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

-Bipin Patel,
Saxon Warrior Pharmacy

Professional Services

Our team is comprised of experienced pharmacists to support you in all areas of your business, clinical and professional needs, be it regulatory service, support for setting up services or analysing your business.

Service Case Development & Support for NHS Commissioning

We will support you in putting together bids for specific pharmacy services in your area and 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 up to date editable Standard Operating Procedures (SOPs) and protocols to meet all of your requirements for the pharmacy. Should any other protocol be required, they can be requested free of charge by asking our dedicated head office support.

Competition Analysis

We provide members with monthly EPS nomination and competition analysis reports for their pharmacies, so members can understand how well their pharmacy is performing in relation to the business potential in their local area.

Continuing Professional Development (CPD)

We have many recent sample CPD entries that can provide the necessary foundation for your submission to enable you to keep up to date.

Industry updates, regular e-mail alerts and e-newsletters

Our members receive weekly news updates, e-news alerts highlighting the important issues that have risen and provides details of new offers that we have negotiated on your behalf.

Pharmaplus whatsapp group provides you with instant messages, updates, alerts, advice and support as a forum to share best practice.

Dedicated Members Area

Provides access to information and downloadable documentation relating to various business and training aspects. Also gives access to booking forms for training and social events.

Pharmaplus launched the support for Quality Payments in December 2016 to ensure our members can make the most of available income streams after the funding cuts became a reality. Our support for members comes in the following ways:

- Training events to help plan your Quality Payment workload
- Weekly training videos to help keep you on track
- Evidence files and resources to help you maintain records
- Dedicated PharmaPlus mentors for Healthy Living Pharmacy guidance
- Dedicated telephone helpline to support you through the process

Quality Payments Support



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. We are always on the look out to develop new and exciting services for the dynamic pharmacy environment and find best deals for setting up private services. Below is a list of some of the services that we are currently providing support to our members with:

NHS

- New Medicine Service (NMS)
- Medicines Use Reviews (MURs)
- Stop Smoking
- Minor Ailments
- Alcohol and Substance Misuse
- Flu Vaccinations

PRIVATE

- Diagnostic Testing
 - Blood Testing
 - Allergy Testing
 - DNA Testing
 - Sexual Health Clinics
- A wide range of Patient Group Directions (PGDs)
 - Malaria
 - EHC
 - Oral Contraception
 - Erectile Dysfunction
 - Weight Management
 - Hair Loss
 - Asthma
- Travel Clinics including Yellow Fever
- Private Flu, Pneumonia and Childhood Vaccinations



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 Services, Rebates and Loyalty Payments

We offer business support at various levels and are always on the lookout for new and exciting ideas to support our members. Our extensive portfolio of suppliers includes all elements of the pharmaceutical market and we are constantly adding new suppliers to our list:

- Access to over 40 key suppliers with on-going competitive arrangements
- Annual supplier rebate pay-outs, bonus and loyalty payments
- Support with merchandising, category management and planograms
- Grants and business support aid
- Marketing support, web designing and e-commerce
- Business Consultancy Service
- Wholesale dealing setup and support
- One-to-one tailored support by our specially trained business professionals

Business services, rebates & our price comparison tool

PharmaPlus edge v2.0



PharmaPlus' own stock ordering tool which has a built in price comparison software and is fully integrated with your PMR system.

- Cheapest prices for Generics, PIs, Dressings and OTC products
- Several price comparisons in one click
- Tried and tested IT platform
- Save time and money
- Easy to use

Training seminars, events & webinars



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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 several conferences during the year, with experts in the field covering theoretical and practical training. Most of our conferences are held at a Central London venue. Some of the recent conferences have covered topics such as: the pharmacy funding cuts impact, use of IT and mobile-apps for pharmacy, Quality Payment maximisation, PGD advancements, PharmaPlus Edge V2.0 cascade system, marketing your pharmacy, independent prescribing, dementia and support on Healthy Living Pharmacy. We also run sessions for Support Staff training and have one of the best deals with a leading training provider.

Flu Vaccination Training

PharmaPlus runs a number of 'Advanced & Enhanced' Flu Vaccination training events for our members free of charge. These are conducted by certified trainers and cover the requirements for providing this service.

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 and videos are available for support staff and pharmacists from our website's members only section. These are tailored to help with clinical and business development and cover a wide range of topics. 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.

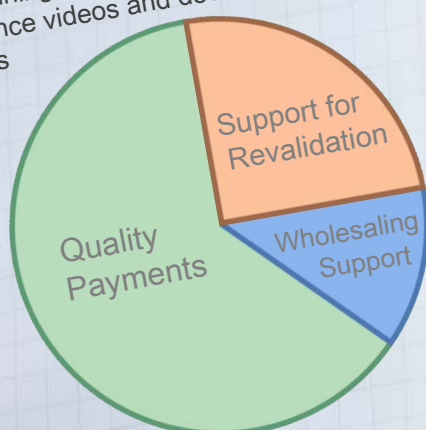
Student Training and Internship

Working closely with academic organisations we can help provide you 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.



Bespoke Training for Members

- ✓ One to one mentorship
- ✓ Face to face training with a small group
- ✓ Bespoke guidance videos and documentation
- ✓ Pharmacy visits





OUR RECENT EVENTS

Flu Training Basic Life Support

Practical sessions on advanced and enhanced Flu Vaccination Service training as well as Basic Life Support were held at our office.

Over 100 members were trained over three weekends in June/July 2017. These were at no cost for PharmaPlus members.

Healthy Living Pharmacy Pharmacy App Update for Pharmacy Owners

Two evening seminars attended by over 100 members were conducted in the North and South of London, where pharmacy owners were updated with various critical business information from PharmaPlus.

Pharmaplus launched a support service for members towards Healthy Living Pharmacy. Majority of the members signed up for the service and are now using Pharmaplus mentors to help them through the process.

A repeat prescription app service of one of our suppliers which was launched and trialled out with several of our members.

Funding Cuts Impact Quality Payments Independent Prescribing Business Growth

A full day seminar was held on a Sunday in March 2017 for an in-depth analysis of the funding cuts decision, and to discuss practical ways to increase profitability.

Pharmacy's current and future prospects were detailed together with over 10 speakers including industry experts and suppliers, demonstrating how to increase profitability.

Topics discussed included: Quality Payments, Wholesale Dealing, PGD Advancements, Dementia, The New Pre-Reg, Independent Prescribing and Marketing. PharmaPlus also launched its Edge V2.0 cascade system.

Staff Training EPS Nomination / Competitor Analysis Travel Check List Common Ailments

Two evening seminars were held in the North and the South of London for Pharmacy Support Staff Training. Support staff are the first point of contact for customers and training the support staff in selling techniques is of utmost importance.

We discussed several key factors in selling and up-selling specially in areas such as travel health and common ailments. We also did an EPS nomination and competitor analysis for the member pharmacies to help members review their business strategies and grow their business.



One-to-one support

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. Our pharmacists can be your mentors and provide you bespoke support in areas such as Quality Payments.

Are your SOPs up to date?

We provide our members with an array of SOP's to help with the running of their business. The key here is that we guide you and support you with all the SOP's.

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



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

We advise on bespoke and practical solutions to promote your pharmacy.

We can help with Community Pharmacy Patient Questionnaires (CPPQ) as well as help you design your Practice Leaflets.

We also help design personalised leaflets, stickers and posters in various designs, sizes and topics such as:

Smoking Cessation
Emergency Contraception
Minor Ailments Service
COPD Service
MUR Service

Flu Vaccinations
Diagnostic Testing
Travel Health
Mobility Aids
Weightloss

We can help design your own pharmacy video which you can use to promote your services within your pharmacy, on your website or on social media platforms.

We can help you create your website as well as social media platforms too.

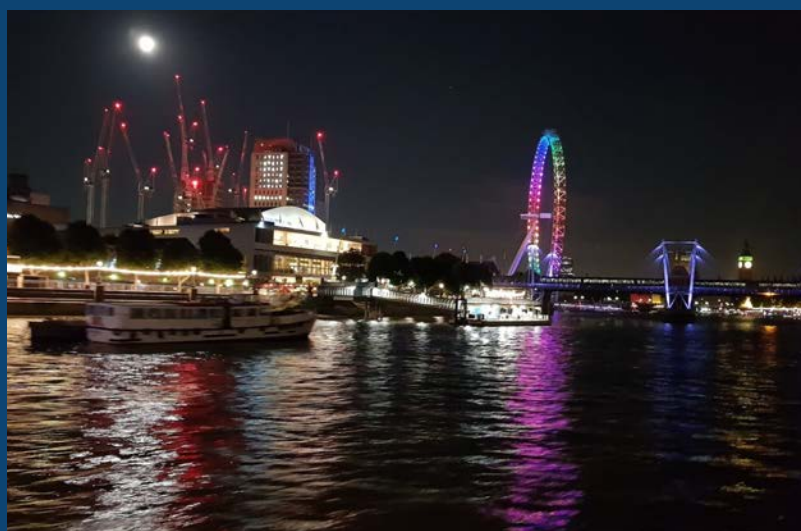
We offer various networking events throughout the year for our members so that they can have access to each others learnings, and can share their advice and experiences in a professional as well as social environment.

PharmaPlus represents members at the national level to ensure their voice is heard.

Marketing for your pharmacy

Professional networking & representation

SOCIAL EVENTS



JOIN US TODAY!

PharmaPlus Annual Membership Fees is £400.

Members receive much more cost savings and benefits in return from us, including professional services support, business insights and support, regular training seminars and social networking events. Some of the benefits and savings are outlined below.

Benefits for being a PharmaPlus member

	<u>Members</u>	<u>Non-Members</u>
Free Flu Vaccination Training	£0 (£120 saving)	£120
Pre-Reg Training	£875 (£275 saving)	£1150
GPhC Mock Inspections	£250 (£150 saving)	£400
GPhC Mock Inspection Action Plan Implementation	£400 (£100 saving)	£500
Wholesale Dealing Application Support	£150 (£150 saving)	£300
Standard Operating Procedure (SOPs) customisation	£100 (£200 saving)	£300
Personalised CPD planning & review service	£200 (£200 saving)	£400
Healthy Living Pharmacy (HLP) Pro package	£100 (£150 saving)	£250
Information Governance Support	£250 (£250 saving)	£500

Join us today by simply calling us on 0208 863 3335 and we will guide you through the process, or simply fill in the details below and send it to us either by email at info@pharmaplusltd.co.uk or by fax on 0208 863 4144.

NAME
PHARMACY / COMPANY
MAIN WHOLESALER
ADDRESS
ADDRESS
POSTCODE
TELEPHONE NUMBER
MOBILE NUMBER
EMAIL



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