

# PharmacyPro Update News, November 2009

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## PharmacyPro November Update cd – Please Keep

Please note that this month we have sent everyone a *PharmacyPro* update cd.

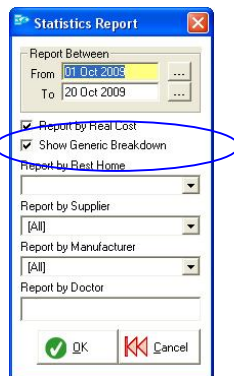
Please keep this cd taped to your master computer – it contains an Install set should you require it in future.

## New in PharmacyPro This Month

### Statistics Report

The Dispensary Statistics Report now has the option 'Show Generic Breakdown'.

With this option selected, a generic script /non-generic script breakdown will show at the bottom of the report:



Statistics Report From 01 October 2009 to 20 October 2009							
	No.	Real Cost	NHS Value	Patient Value	Total	GP(\$)	GP(%)
General NHS	125	\$6,728.00	\$4,266.26	\$4,117.40	\$8,383.66	\$1,656.66	20%
Concession	874	\$19,014.20	\$22,912.95	\$4,887.75	\$27,800.70	\$8,786.50	32%
Repat	56	\$1,236.71	\$1,606.07	\$170.80	\$1,776.87	\$540.16	30%
Drs Bag	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0%
Entitlement	325	\$7,090.46	\$9,950.65	\$141.10	\$10,091.75	\$3,001.29	30%
S-Net	455	\$3,802.94	\$0.00	\$9,645.95	\$9,645.95	\$5,843.11	61%
Failed Rx's	6	\$182.28	\$0.00	\$60.05	\$60.05	-\$122.23	-204%
Private	217	\$3,593.82	\$0.00	\$5,853.03	\$5,853.03	\$2,259.21	39%
OTC	0	\$0.00	\$0.00	\$0.00	\$0.00		
<b>Total</b>	<b>2058</b>	<b>\$41,648.31</b>	<b>\$38,735.93</b>	<b>\$24,876.08</b>	<b>\$63,612.01</b>	<b>\$21,963.70</b>	<b>35%</b>
Generics	1036		(50.34%)				
Generics Available	1232		Conv Rate (84.09%)				
Non Generics	1022		(49.66%)				

NHS Value: The amount contributed by Medicare Australia  
 Patient Value: The Patient Charge  
 Total NHS Value + Patient Value  
 GP(\$): The dollar amount of Gross Profit (Total - Cost)  
 GP(%): Gross Profit in Percentage (Total - Cost)/Total  
 S-Net: The General Scripts where the NHS Value is Zero, non-claimable  
 Failed Rx's: Failed Claim Scripts  
 Generics: The number of generics dispensed  
 Generics Available: The number of drugs dispensed that had an available generic  
 Generics Conv Rate: The % of generics drugs dispensed that had a generic available

This gives you a percentage of each type of script, as well as a Generic Conversion Rate, ie. the percentage of scripts that had a generic available, that were actually dispensed as a generic.

Note the explanation of the new information at the bottom of the report.

## Staff & Sales Report

You can now exclude GST from the 12 month history report. From the *PharmacyPro* Start Menu go to Reports, Sales Reports, Staff & Sales Report and tick 'Exclude GST'.

## 12 Month History / Staff & Sales Reports – run by Trade Name

The 12 Month History and Staff & Sales Reports can now be run for a selected trade name, or a group of items with a similar trade name.

Type part of the trade name required into the 'Trade Name' box and press OK.



You'll see a list of stockcards with trade names that match. Use the buttons below (or click on the tick box of each item), to select the items that you would like the report based on.

FLD	Trade Name	List Cost	Retail	Markup	ICSN	Product Group	Product Class
<input type="checkbox"/>	917154 BABY ALBUM WALLGALLERY 13 PHOTOS	\$14.10	\$26.95	73	0	Baby Gifts	
<input type="checkbox"/>	909485 BABY BAG BEARS	\$21.96	\$49.95	111	0	Baby Needs	
<input type="checkbox"/>	915446 BABY BANZ	\$12.09	\$19.95	65	1	Sunglasses	
<input type="checkbox"/>	901728 BABY BEAR 20CM	\$7.93	\$13.95	60	2	Baby Acc Toy	
<input type="checkbox"/>	916254 BABY BEAR BLUE	\$7.00	\$14.95	94	0	Baby Acc Toy	
<input type="checkbox"/>	916935 BABY BEAR PINK	\$7.00	\$14.95	94	0	Baby Acc Toy	
<input type="checkbox"/>	915557 BABY BLUE BEAR 21CM	\$9.49	\$16.95	100	0	Baby Acc Toy	
<input type="checkbox"/>	900098 BABY BLUE CUTIE RATTLE	\$4.55	\$9.95	99	0	Baby Gifts	
<input checked="" type="checkbox"/>	916766 BABY BOO 4X6 BOTTLE	\$7.36	\$15.95	97	2	Baby Gifts	
<input checked="" type="checkbox"/>	916767 BABY BOO 4X6 CUPBERRY	\$7.36	\$15.95	97	0	Gifts Misc	
<input checked="" type="checkbox"/>	914200 BABY BOO ANIMALS LOG (GF06)	\$13.50	\$23.95	114	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914199 BABY BOO ANIMALS MED (GF06)	\$7.95	\$15.45	94	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914210 BABY BOO BLANKET (GF06)	\$8.90	\$16.95	102	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914201 BABY BOO CARRY BAGKIT (GF06)	\$9.60	\$19.95	108	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	902918 BABY BOO CRAWLER BAG 20CM	\$9.50	\$16.95	95	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914209 BABY BOO CLOTHES HANGER (GF06)	\$11.00	\$24.95	114	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914192 BABY BOO CLOTH (GF06)	\$14.75	\$29.95	103	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914203 BABY BOO CLOTH BASKET (GF06)	\$13.40	\$27.95	108	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914202 BABY BOO PUMPKIN BAG (GF06)	\$8.85	\$16.95	114	0	Baby Acc Toy	
<input checked="" type="checkbox"/>	914193 BABY BOO GEARSET (GF06)	\$22.95	\$46.95	100	0	Baby Acc Toy	
<input type="checkbox"/>	914204 BABY BOO GIRAFFE MED (GF06)	\$12.05	\$26.95	113	0	Baby Acc Toy	
<input type="checkbox"/>	914190 BABY BOO HAND BAGS (GF06)	\$6.20	\$12.95	109	0	Baby Acc Toy	
<input type="checkbox"/>	914208 BABY BOO PUGSH ANIMAL MED (GF06)	\$7.95	\$16.95	113	0	Baby Acc Toy	
<input type="checkbox"/>	914189 BABY BOO PIVOTBALL BAG (GF06)	\$16.40	\$39.95	112	0	Baby Acc Toy	
<input type="checkbox"/>	914207 BABY BOO RAG DOLL BAGKIT (GF06)	\$13.40	\$27.95	102	0	Baby Acc Toy	
<input type="checkbox"/>	914191 BABY BOO S HAND BAG (GF06)	\$3.95	\$8.95	127	0	Baby Acc Toy	
<input type="checkbox"/>	914206 BABY BOO SLEEPING BAG (GF06)	\$24.15	\$35.95	49	0	Baby Acc Toy	
<input type="checkbox"/>	914188 BABY BOO TOY BAG (GF06)	\$11.20	\$23.95	114	0	Baby Acc Toy	
<input type="checkbox"/>	916720 BABY BOO TURTLE BAGS 30CM	\$11.34	\$24.95	100	0	Baby Gifts	
<input type="checkbox"/>	900099 BABY BOTTLE 125ML JOLZ	\$1.60	\$2.95	60	0	Baby Needs	

## PharmX

If you aren't already using PharmX Internet ordering and would like to do so, please contact us on ph. 1800 887 610.

Using the PharmX ordering gateway allows you to send orders and retrieve invoices via the Internet from any computer. The available suppliers include: Alphapharm, API, Arana Qld, Athertons, Barrett VIC, CDN, Central Hospital Supplies, CHS NT, CostSave, CPIAM, Dean Garbutt, DHL Direct, DHL Wholesale, Express Buying Solutions, Genepharm, IPS, Kororis, Nadglen, NPD, Sigma, SWAPS WS, Symbion and Unite Pharmacies Distribution.

## Staff Security Cards

Do you need staff security cards for Christmas? We can supply these for \$2+GST each. Bungies are also available at \$2+GST each – use these to attach the card to your pocket.

## Hardware Upgrades

With the holiday season fast approaching, now would be the time to get any flaky hardware upgraded while it is still relatively easy to replace. Hardware problems at Christmas are the same as having your car breakdown - very inconvenient.

## Supplier Update

If you would like us to add the stock file of a particular supplier, please contact us with the supplier details. The following files have been updated in *PharmacyPro* this month:

Amcal
Blackmores
Gibson Eyewear
Guardian
SSS
Stylesetter

### *PharmacyPro Business Reports ... Your Tools to Business Success*

Report: **Staff and Sale Report and Customer Count**

Recommended Frequency: **MONTHLY**

Importance: **HIGH**

You obviously can do very little without customers, and monitoring the trend of your customer count can be very revealing. You may notice the change directly from your sales, but would you notice a drop of say 5% over time?

Identifying the trend is step 1. Step 2 is having a strategy to respond to the trend you see.

How to use the Staff and Sales Report in your store:

- 1) This report has a number of uses. For monitoring customer count, report by Last Week or Last Month. Select the 'By Date' option.
- 2) Make note of the customer count and graph this in Excel each week, and as a monthly total.

**Find This Report: From the *PharmacyPro* Start Menu go to Reports, Sales Reports, Staff and Sales Report.**

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