

Monthly service

Commercial bulletin

Special points of interest:

This bulletin is free to interested people in Pharma & Healthcare

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www.wavedata.co.uk

Delivery charges for pharmacies

Analysts predict that pharmacies could soon be charged for deliveries of high volume medicines.

Pharma Business Solutions (PBS) price cuts, bankruptcies among pharmacies and the end of many drug patents have put downward pressure on wholesalers.

With further cost cutting expected wholesalers may stop providing discounts to pharmacies, and begin charging service fees for the delivery of high-volume products within a 24-hour time frame.

To read more

<https://www.pharmacynews.com.au/news/are-wholesalers-about-start-charging-urgent-deliveries>

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Relocation for the European Medicines Agency (EMA)

It's been announced that the European Medicines Agency (EMA) is to be relocated from London to Amsterdam after Brexit.

The Dutch city of Amsterdam won a battle to host the EMA, along with the European Banking Agency, with both of them employing 1000 staff.

The relocation from London's Canary Wharf will take place after Brexit.

To read more

<http://www.eveningtimes.co.uk/>

[news/15672831.European_Medicines_Agency_to_relocate_from_London_to_Amsterdam_post_Brexit/](http://www.eveningtimes.co.uk/news/15672831.European_Medicines_Agency_to_relocate_from_London_to_Amsterdam_post_Brexit/)

GP receptionists to direct patients

A system to train GP receptionists in directing patients to different services if they do not require an appointment with a doctor has been trialled in parts of England.

The system was over a 10 month period, covering 64,000 patients, an estimated 930 GP hours were saved.

The receptionists have been given roles called "care navigators" to help patients see the right person the first time, as part of a £45 million programme to free up GPs' schedules.

To read more

<http://practicebusiness.co.uk/scheme-that-sees-gp-receptionists-direct-patients-to-services-trialed/>

New Year's Resolutions!

Maybe I am a little early for this, but its always a rush getting articles written and published in the lull between Christmas and New Year!

1 Find out More About How A Dispensing Contractor is Reimbursed.

Primarily most medicines and devices are listed in the Drug Tariff, which is a list of medicines and devices and the published reimbursement price repaid to the dispensing contractor for dispensing a medicine or device. The more you know about this subject, the better your relationship will be with your primary care objectives. It is vital that pharma understands the Drug Tariff, how it works and what the implications are for a product NOT being listed in the Drug Tariff.

2 Find out more about the various primary care dispensing contractors

In Primary Care NHS Prescriptions are mostly dispensed from retail pharmacies and dispensing doctors. But do you know what the figures are?

3 Find out More About How the Drug Tariff Works.

The Drug Tariff is published and distributed by The Stationery Office on behalf of NHS Prescription Services. However, the contents and policy are determined by the Department of Health for England and the Welsh Government. There are separate Drug Tariffs for Scotland and Northern Ireland published on behalf of the Scottish and Northern Ireland Offices of State.

4 Learn about the main categories of drugs listed in Part VIIIA of the Drug Tariff.

Category A - Drugs which are readily available as a generic.

Category C - Drugs which are NOT readily available as a generic and therefore the price is based on the NHS list price of a particular brand, manufacturer or distributor.

Category M - Drugs which are readily available as a generic, where the Department of Health calculate the reimbursement price based on information submitted by manufacturers and an agreed level of profit is left in the system for pharmacy contractors.

If you want to find out more about the Drug Tariff and Dispensing Doctors in particular we are giving away three one hour consultancies at our offices in Blisworth, near Northampton, specifically on these topics for the first three pharma companies to register interest. To register your interest in a free one hour seminar please email greg@dispex.net to book your appointment spot.

Merry Christmas and a Happy New Year!

PS Dispex and the Dispensing Doctors are running a number of mini-conferences around England in 2018 with limited sponsorship opportunities available. Contact michelle@dispex.net to find out more!

Environmental pollution at pharmaceutical factories

Letters have been sent to UK Secretaries of State for Foreign Affairs, Health and the Environment; the Scottish Cabinet Secretary for Health and Sport; the Chief Medical Officer for England; and the Chief Executives of the NHS in England and Scotland, urging them to tackle the environmental pollution at pharmaceutical factories supplying the UK's National Health Service (NHS).

The letters have highlighted various finding from reports and investigations.

To read more
<https://epha.org/call-for-urgent-action-to-tackle-environmental-pollution-at-pharmaceutical-factories-supplying-the-uks-national-health-service-nhs/>

Wavedata Live Upgrade

Users of our Wavedata Live service at <http://www.wavedata.net> may have notice that the screens have changed colour and that German pharmacy purchase prices have been added.

This new data is included in the annual subscription price for 'Platinum / Unlimited Access' clients, and can be explored by credits users (who purchase credits as they need them) in the normal way.

If you purchase credits, each of the two German reports will deduct 200 credits from your total. If your company pays an annual invoice you can run the German data without worrying about additional costs or credits.

www.wavedata.net

Seqirus UK vaccines is investing to Liverpool site

Seqirus makes seasonal vaccines to help protect consumers against the flu,

Seqirus will be investing £40 million to its site in Liverpool adding about 100 jobs so it can shorten the time it takes to respond to an outbreak, it will also enable Seqirus to build a fill-finish operation at the Liverpool site where it makes Flud, its adjuvanted seasonal flu vaccine.

The investment means that completion of more pandemic vaccine's will be much quicker, saving vital days in getting vaccines out to protect the British population as well as to other countries around the world

To read more
<http://www.borderless.net/seqirus-investing-52m-adding-100-jobs-to-u-k-flu-vaccine-site/>

Price WatchUK

Erratic UK shifts are observed in October

Average UK trade prices for our basket of recently-launched generics saw some unusually pronounced changes in October, accompanied by a substantial list of concession prices being offered by the country's Department of Health (DoH) at the end of the month.

This came after increasing pressures on UK pharmacists caused by generic supply issues (Generics bulletin, 20 October 2017, page 12).

To see more go to <http://www.wavedata.co.uk/newinfo.asp> and view our article from this month's Generics Bulletin.

WaveData

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www.generics-bulletin.com



Forthcoming events

Organizer	Date	Venue	Link or Email
CPhI India	27th - 30th Nov 17	India	https://registration.n200.com/survey/0uv7ztsqruryu?actioncode=CPHI421&cid=em_VIS_DRV20171031%7C1&actioncode=CPHI421
Beyond 2019: UK Trade in Goods Post-Brexit	28th Nov 17	london	http://www.policy-uk.com/booking/2728/?g=2937443
BioTuesday	28th Nov 17	Bristol	https://www.eventbrite.co.uk/e/obn-biotuesday-company-showcase-bristol-tickets-33049781787
Partnerships in Clinical Trials Europe	28th - 29th Nov 17	Amsterdam	www.emig.org.uk
Validation University - MHRA, Shire, Sanofi, Bayer	28th - 30th Nov 17	The Spencer Hotel Dublin City	info (a/t) kenx.org
EMIG Scotland postponed	30th Nov 17	Edinburgh	www.emig.org.uk
TOPRA - Heads of Medicines Agencies	1st Dec 17	Tallin, Estonia	Lynda (a/t) topira
EMIG HR Group	5th Dec 17	london	www.emig.org.uk
EMIG Wales	5th Dec 17	Gwent	www.emig.org.uk
EMIG N Ireland Group Meeting	6th Dec 17	Belfast	www.emig.org.uk
EMIG Market Access Group	7th Dec 17	london	www.emig.org.uk
Christmas Networking Drinks Reception	7th Dec 17	london	http://hiap.govconnect.org.uk/index.php?option=com_reg
The future for general practice in England	7th Dec 17	london	http://www.westminsterforumprojects.co.uk/book/general-practice-17
Christmas Workshop and Networking Reception	7th Dec 17	London	www.plg-group.com/events/christmas-workshop-and-networking-evening
Priorities for social services in Wales - integration, regional working and the National Dementia Strategy	12th Dec 17	Wales	www.emig.org.uk
28th EMIG Business Development Group Meeting	13th Dec 17	Bicester	https://emig.ngaevents.co.uk/events/xxviii-meeting
EMIG BD meeting	14th Dec 17	Oxfordshire	www.emig.org.uk
Policy conference on personalised and genomic medicine	14th Dec 17	london	http://www.westminsterforumprojects.co.uk/book/personalised-medicine-and-genomics
Policy conference on the future of NICE in health and social care - relevant for data and digital technology - with NICE, ABPI, PHE, SMC and Myeloma UK	11th Jan 18	london	http://www.westminsterforumprojects.co.uk/book/NICE-2018
What now for pharmacy services?	16th Jan 18	london	Rebekah.Fumagall (a/t) westminsterforumprojects.co.uk
Conference on primary care in Scotland - note: pharmaceutical companies attending - ministerial keynote plus BMA, RCGP Scotland, NHS Highland & Scottish School of Primary Care	17th Jan 18	Scotland	http://www.westminsterforumprojects.co.uk/cpd
Policy conference on improving sepsis outcomes: early diagnosis, treatment and education	18th Jan 18	london	http://www.westminsterforumprojects.co.uk/book/sepsis-outcomes-18
GVP Module V Training Day	18th Jan 18	london	http://www.dsru.org/courses/course-calendar/course/gvp-module-v-training-day/
Conference on data protection and the regulatory framework	25th Jan 18	london	http://www.westminsterforumprojects.co.uk/book/data-protection-2018
Digital Health Conference	25th Jan 18	london	https://alerts.pinsentmasons.com/reaction/RSGenPage.aspx?rsid=2d9B74XGY7EDoovaH3uFKYBOoXeFiUd1ETeGQe12BojNKxAd_UUToVvjgNPY9hwo&aes=y
Policy conference on priorities for mental health - keynotes: NHS England, NHS Confederation, CQC and PHE	1st Feb 18	Central London	http://www.westminsterforumprojects.co.uk/cpd
HiAP 2018 - A Strategy for Improving Population Health	6th Feb 18	london	http://hiap.govconnect.org.uk/index.php?option=com_reg
PLG AGM & Business Development Awards Evening	8th Feb 18	london	
The health and social care workforce in England: recruitment, retention and the impact of Brexit	15th Feb 18	london	www.emig.org.uk
Policy conference on STPs - keynotes BMA, NHS Providers, NHS Partners Network, West Berkshire ACS and KPMG	20th Feb 18	london	http://www.westminsterforumprojects.co.uk/book/sustainability-and-transformation-partnerships-18
Policy conference on Big Data in healthhealth - inc. opportunities for pharma	22nd Feb 18	london	http://www.westminsterforumprojects.co.uk/book/big-data-in-health-18

Organizer	Date	Venue	Link or Email
Conference on the future for NHS estates: investment, optimisation and the Naylor Review	27th Feb 18	london	http://www.westminsterforumprojects.co.uk/book/NHS-estate-2018
Conference on AI and robotics - inc cyber security - innovation, funding and policy priorities	27th Feb 18	london	http://www.westminsterforumprojects.co.uk/book/artificial-intelligence-and-robotics-18
Policy conference on improving access to medicine and implementing the Life Sciences Industrial Strategy - inc. pharma	1st Mar 18	london	http://www.westminsterforumprojects.co.uk/book/access-to-medical-treatments-2018
3rd OTCToolbox/PLG OTC Conference and Networking Event	1st - 2nd Mar 18	London	www.plg-group.com/events/3rd-otctoolboxplg-otc-conference-and-networking-event
European Drug Safety Summit 2018	7th - 8th Mar 18	London	cwilliams (a/t) acieu.net
Meet your clients at eyeforpharma Barcelona 2018	13th - 15th Mar 18	Barcelona	gquartin (a/t) eyeforpharma.com
EMIG Business Development Group	22nd Mar 18	Oxfordshire	www.emig.org.uk
Conference on life sciences in Scotland - innovation, regulation and preparing for Brexit - keynotes: Scottish	22nd Mar 18	Scotland	http://www.westminsterforumprojects.co.uk/cpd
GIRP - Supply Chain Conference	21st - 22nd Mar 18	Windsor	www.hdauk.co.uk
Mental health and wellbeing in Scotland - service delivery, strategy implementation and support for young people	28th Mar 18	Central Edinburgh	http://www.scotlandpolicyconferences.co.uk/book/SPC-mental-health-18
Conference on policy priorities for regenerative medicine and advanced therapies	17th Apr 18	london	http://www.westminsterforumprojects.co.uk/book/regenerative-medicine-2018
Dementia 2020 The Next Phase	17th Apr 18	london	http://2018.dementia2020.co.uk/agenda
Policy conference on the devolution of health and social care	19th Apr 18	london	http://www.westminsterforumprojects.co.uk/book/devolution-of-health-2018
BioTrinity 2018	23rd - 25th Apr 18	london	www.biotrinity.com
Real-World Evidence & Access Europe 2018	24th - 25th Apr 18	Berlin	jmackintosh 9a/t) eyeforpharma.com
11th European Biosimilars Congress	26th - 27th Apr 18	Italy	http://biosimilars-biologics.pharmaceuticalconferences.com/europe/call-for-abstracts.php
Pharmacovigilance Europe Congress 2018	22nd - 23rd May 18	london	pharmacovigilance (a/t) gravitonevents.org
Big Data for Pharmacovigilance	20th - 21st June 18	london	http://www.dsru.org/courses/course-calendar/course/big-data-for-pharmacovigilance-conference/
EMIG Business Development Group	21st June 18	Oxfordshire	www.emig.org.uk
FIP World Congress hosted by The Royal Pharmaceutical Society	2nd - 6th Sept 18	Glasgow	www.emig.org.uk
The 2018 DDA (Dispensing Doctor Association) and Best Practice conferences and exhibition	17th-18th Oct 18	Birmingham	https://www.dispensingdoctor.org/conference/
EMIG Business Development Group	18th Oct 18	Oxfordshire	www.emig.org.uk
EMIG Business Development Group	13th dec 18	Oxfordshire	www.emig.org.uk

We're on the web
www.wavedata.co.uk

WaveData — Top ten searched products where the focus was to November 2017

According to WaveData, these were the most commonly investigated products in searches of the online pricing data

Wavedata Live at <http://www.wavedata.net>

Both uk and pi prices were viewed for each product, giving some indication of where the focus was to November 2017

Product	17-Aug	17-Sep	17-Oct	17-Nov
Perindopril Tabs 2mg 30	£0.45	£0.63	£3.72	£5.60
Gabapentin Caps 300mg 100	£8.50	£11.20	£9.36	£8.95
Perindopril Tabs 4mg 30	£0.56	£1.05	£4.55	£6.51
Amlodipine Tabs 5mg 28	£0.19	£1.88	£2.33	£1.77
Citalopram Tabs 20mg 28	£1.00	£1.96	£2.43	£2.47
Amlodipine Besilate Tabs 5mg 28	£0.22	£2.01	£2.88	£2.48
Amlodipine Besilate Tabs 10mg 28	£0.26	£2.15	£2.91	£2.52
Duloxetine E/C Caps 60mg 28	£4.56	£7.97	£13.05	£12.09
Atorvastatin Tabs 10mg 28	£0.44	£0.49	£0.46	£0.42
Olanzapine Tabs 10mg 28	£59.47	£53.56	£45.62	£36.17

This bulletin now goes out to 4800 plus people.

If you would like to add or suggest any articles/comments, please let me know by the 13th December 2017, as I will be issuing the next bulletin on the 20th December 2017

If you have any colleagues who would like to receive this, please let them know about it.

You can view all copies of the Bulletin at

<http://www.wavedata.co.uk/newinfo.asp>

**Jackie Moss
WaveData Ltd**

**E-mail: Jackie@wavedata.co.uk
Twitter [@wavedata](https://twitter.com/wavedata)**