

Microsoft

# Commercial bulletin

## Special points of interest:

This bulletin is free to Interested people in Pharma & Healthcare

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[www.wavedata.co.uk](http://www.wavedata.co.uk)

## New drug system for NHS

A new way that the NHS buys drugs could save money and deliver better outcomes for patients, says a new report from the Social Market Foundation think tank.

The report, Outcomes-based reimbursement of medicines, argues that the NHS should adopt a new way of paying for drug treatments, based on whether or not treatments improve patients' health. Adopting an outcomes-based system of purchasing medicines could result in better value for money because the government would only pay for what works.

Report author and SMF research director said:

"With pressure on the health budget growing, the NHS should adopt the principle of only paying for what works when it buys medicines. This would simultaneously drive better value for money and mean that patients could be given earlier access to new treatments.

"Given the NHS spends £17bn on medicines each year, the reforms would also steer manufacturers to develop innovative drugs that can make the largest improvements to patient health."

To read more

<http://www.smf.co.uk/paying-works-new-drug-system-save-nhs-money-get-medicines-patients-faster/>

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## Price Watch .....UK

### Olanzapine rises have field to themselves

Olanzapine dominated this column last month (Generics bulletin, 16 June 2017, page 12) and its dramatic price increases continued to monopolise the rankings in June.

Despite a sharp fall in prices of our representative product basket last month – a double-digit decline in the Price Watch Index to just 66.9 (Generics bulletin, 7 July 2017, page 8) – prices of olanzapine in numerous presentations continued to rise in unprecedented multiples (see Figure 2). WaveData pointed out that olanzapine was not only responsible for the top-five highest price rises, as shown, it also took seventh, eighth and ninth spots as well as places 11 to 13. Only quetiapine's price rises featured alongside olanzapine in the top 14.

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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## URGENT APPEAL FROM INTER CARE FOR MEDICINES FOR HEALTH UNITS IN SUB-SAHARAN AFRICA.

Inter Care is a UK Registered Charity established in 1974. We have a Wholesale Dealers Authorisation and are fully compliant with the rules of Good Distribution Practice. With the support of our generous donors of funds and medical goods, and the help of over 50 volunteers, we have, to date, supplied over £13 million worth of targeted medical aid to around 130 Health Units in five African countries.

Our overheads are low, and although we are able to afford a supply of the most needed basic generics, we urgently need more donated medicines, particularly antibiotics, from pharmaceutical manufacturers and wholesalers. We hope the readers of WaveData will help us continue our support of those most in need in rural sub-Saharan Africa.

*“As a Trustee and Responsible Person of Inter Care I have visited many of our African clinics to build partnerships and ensure that the supplies we send are appropriate and sustainable. I have seen first hand the difference our donations make to the lives of patients and staff in deprived rural hospitals, clinics, prisons and centres for orphaned and vulnerable children.” – Dr Jean Widdowson, retired pharmacist.*

*“We are deeply humbled by your generosity and your actions in supporting the delivery of quality health care and improving access to quality medicines in the hospital. It is our hope that this strong partnership will continue”.* Joshua A Daklo, Administrator – The Kings Medical Centre, Ghana, Inter Care partner.

### **WE URGENTLY NEED GENERICS AND ANTIBIOTICS**

For further information visit [www.intercare.org.uk](http://www.intercare.org.uk), or contact Diane Hardy on 0116-2695925 or by e-mail at [diane.hardy@intercare.org.uk](mailto:diane.hardy@intercare.org.uk).

**PLEASE HELP US TO CONTINUE WITH THIS VITAL WORK**

Facebook: @INTERCAREMEDICALAID

Twitter: @ICMedAid4Africa

Instagram: intercaremedicalaid

*Inter Care sends high quality medical aid to rural health units in sub-Saharan Africa*

## Forthcoming events

Organizer	Date	Venue	Link or Email
Findacure is hosting 'The Cambridge Rare Disease Showcase'	24th Aug 17	Cambridge	<a href="https://www.eventbrite.co.uk/e/the-cambridge-rare-disease-showcase-tickets-35405225984">https://www.eventbrite.co.uk/e/the-cambridge-rare-disease-showcase-tickets-35405225984</a>
Symposium on Trial Design in Rare Diseases - Asterix End Symposium	18th - 19th Sept 17	Netherlands	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Quarterly Meeting	4th Sept 17	london	<a href="http://www.delegant.co.uk/emig/">http://www.delegant.co.uk/emig/</a>
EMIG HR Group	12th Sept 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Scotland	14th Sept 17	Edinburgh	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Wales	19th Sept 17	Gwent	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
Scottish Medicines Consortium (SMC) Industry Engagement Event	20th Sept 17	Glasgow	<a href="https://www.eventbrite.com/e/smc-industry-engagement-event-tickets-32254908299">https://www.eventbrite.com/e/smc-industry-engagement-event-tickets-32254908299</a>
EMIG Market Access Group	21st Sept 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Regulatory, Safety & Quality Group Source Transfers, with TRAC Services	11th Oct 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
Delivering the Long-term Sustainability of the NHS, Policy-UK Forum	11th Oct 17	london	<a href="http://policy-uk.com/booking/2531/?g=2937443">http://policy-uk.com/booking/2531/?g=2937443</a>
EMIG BD meeting	19th Oct 17	Oxfordshire	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
Next steps for eye care services and treating visual impairment: quality, innovation and STPs Morning	24th Oct 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Regulatory, Safety & Quality Group	1st Nov 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Quarterly Meeting	6th Nov 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Parliamentary Dinner	6th Nov 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
Conference on corporate governance - shareholder influence, boardroom composition & reform options - keynote: Financial Reporting Council - Westminster Business Forum	7th Nov 17	london	<a href="http://www.westminsterforumprojects.co.uk/book/corporate-governance-2017">http://www.westminsterforumprojects.co.uk/book/corporate-governance-2017</a>
Action Duchenne Annual Conference	10th - 12th Nov 17	Birmingham	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Scotland	30th Nov 17	Edinburgh	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG HR Group	5th Dec 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Wales	5th Dec 17	Gwent	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG N Ireland Group Meeting	6th Dec 17	Belfast	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG Market Access Group	7th Dec 17	london	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
EMIG BD meeting	14th Dec 17	Oxfordshire	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
<b>PLG events</b>			
XIII International Pharma Licensing Symposium	28th - 29th Sept 17	Madrid	<a href="http://www.plg-group.com/events/xiii-ipls-madrid">www.plg-group.com/events/xiii-ipls-madrid</a>
Christmas Networking Drinks Reception	7th Dec 17	london	

## Pharmacy Show and CPHI

Our MD Charles Joynson will be exhibiting at the Pharmacy Show on 8<sup>th</sup> and 9<sup>th</sup> October, and will be visiting CPHI this year in Frankfurt on the 24<sup>th</sup> and 25<sup>th</sup> October.

Please let him know if you'd like to meet up by emailing [info@wavedata.co.uk](mailto:info@wavedata.co.uk)



## Do you have employees driving on company business?

Driving on company business is the **MOST** dangerous activity an employer ever asks an employee to undertake on behalf of its business. *Therefore, are you currently legally compliant and doing enough to reduce accident rates and protect your valued employees and reduce costly and time consuming accidents?*

In the **UK**, between **800 and 1000** people are killed annually in work-related collisions. 1/3<sup>rd</sup> of deaths on UK roads are during 'at work' journeys. According to the **European Transport Safety Council**, it is estimated that business drivers account for an estimated **40%** of road deaths across Europe. A heavily regulated environment has led to the safest roads in the UK and as a result, the UK's 'Best Practice' solutions are now being rolled out across Europe and the rest of the World as other countries are keen to reduce risks employees face in the course of their working day

Typically, organisations have reactively only focussed on fleet safety following a high cost collision or death. However, proactively addressing Work Related Road Risk (WRRR) in 2017 is a "business-critical" activity and initiating a Driver Safety Programme will clearly deliver a host of financial, human, legal and CSR benefits. As well as crucially protecting the safety and wellbeing of your employees - managing WRRR also provides a multitude of other business benefits including:

**Financial Benefits/Cost Savings:** road accidents are both costly and time consuming. Reducing accident rates by **30-40%** in Year 1 is achievable.

**Reducing Rising Insurance Costs:** these are inevitable unless the organisation takes proactive action to reduce accident rates

**Legal Compliance:** ensuring that the business is fully legally compliant wrt to its employees "Driving at Work" simply isn't an option

**Protecting Employees and Saving Lives:** nothing is more important than protecting the safety and wellbeing of your most valued asset - your people.

**Improving Operational Efficiency:** road accidents are both time consuming and costly and also increase absenteeism

**Enhancing your CSR Profile:** in theory every employer wants to take all reasonable steps to ensure its employees get home safely every night: (but in 2017 is your organisation actually doing enough / or even legally compliant?)

**Differentiating your organisation:** with your internal + external stakeholders

**Inexplicably however - many organisations still do not have a robust and systematic approach to addressing WRRR (or even a "Driver Safety Policy") in place.** Therefore, if your organisation would like to undertake the necessary proactive actions to protect the safety of your employees driving on company business and similarly save time and money by reducing vehicle collision rates, then helpfully, multi-award winning Applied Driving Techniques (Global Solutions) who specialise in WRRR Consultancy and provide a fully managed service, can help you reduce your accident rate by up to **30-40%** in Year 1.

Take advantage - **right now**, of its **free no obligation "Driver Safety Process and Policy Compliance Audit"**.

You can also contact ADT - who provide a **one-stop shop, complete and managed service** Globally (as well as across the UK/ROI) on: <http://www.applieddriving.co.uk/contact-us/> or Call on **01489 883230**. You can also download their brochure: <http://www.applieddriving.co.uk/global-e-brochure/> or alternatively visit their website:

[www.applieddriving.co.uk](http://www.applieddriving.co.uk)

*"By teaming up with ADT we have been able to ensure we are best placed to understand and minimise the risk factors a fleet operation faces in order to meet legal obligations, improve driver safety and ultimately save lives. We are committed to highest levels of road safety and ethical behaviour in everything we do, so better protecting our employees, the local community in areas we work in and the wider general public is an important business priority."*

**Mark Laker, Management of Road Risk Project Manager**



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

According to WaveData, these were the most commonly investigated products in searches of the online pricing data Wave-data 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 July 2017

WaveData prices in the top 10 article are averages.

Product	17-Apr	17-May	17-Jun	17-Jul
Amitriptyline Tabs 10mg 28	£0.35	£0.48	£0.67	£0.67
Prednisolone Soluble Tabs 5mg 30	£0.47	£0.54	£0.62	£0.62
Omeprazole Caps 20mg 28	£0.51	£0.50	£0.47	£0.44
Duloxetine E/C Caps 60mg 28	£2.35	£2.34	£2.40	£2.56
Exemestane Tabs 25mg 30	£10.08	£9.82	£11.49	£52.90
Sumatriptan Tabs 50mg 6	£1.24	£11.73	£27.54	£27.78
Amitriptyline Tabs 25mg 28	£0.47	£0.54	£0.62	£0.62
Sertraline Tabs 100mg 28	£0.79	£0.74	£0.71	£0.66
Carbimazole Tabs 5mg 100	£53.70	£52.72	£49.81	£44.02
Olanzapine Tabs 10mg 28	£1.03	£15.93	£65.40	£68.31

**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 22nd August 2017, as I will be issuing the next bulletin on the 29th August 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>

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