

Commercial Bulletin

Special points of interest:

This bulletin is free to interested people in Pharma & Healthcare

Please send names of new subscribers to Jackie@wavedata.co.uk

If you have articles, comments or story ideas, please send them to the email above

www.wavedata.co.uk

Inside this issue:

Prescriptions to increase by 20p in England

New plan for outcome-based drug pricing

Supplier Basket Price Comparisons

Surgeries to become super-hubs

Price WatchUK

Pregabalin plummets but zolmitriptan soars

Do You Know How To Help GP Practices Avoid Prescription Returns?

UK pharmacists pleased with wholesaler distribution model

Forthcoming events

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

Prescriptions to increase by 20p in England

The cost of an NHS prescription in England will increase by 20p, making the new cost of a prescription £8.60.

The increase is set to start from next month.

The three-month PPC, if you need more than three prescribed items in three months, remains at £29.10 and a 12-month PPC at £104.

Prescription charges were abolished in Wales in 2007, Northern Ireland in 2010 and Scotland in 2011, but around 10 percent of patients in England are still expected to pay for their medicines, bringing more than £450 million to the Department of Health's funds.

To read more

<http://www.mirror.co.uk/lifestyle/health/cost-prescriptions-set-rise-again-10040548>



New plan for outcome-based drug pricing

A new plan between the pharma industry and health care providers will collect real world data on the value of drugs.

The new partnership between pharma and health care providers in Manchester will use data to monitor the safety and effectiveness of medicines, helping to extract more value from the region's £1 billion drug budget.

Chief Officer of Greater Manchester Health and Social Care Partnership has said that he wants to improve people's health and to get the best value for money from our medicines budget.

To read more

<http://sciencebusiness.net/health/news/2017/deal-paves-the-way-for-outcomes-based-drug-pricing/>

Supplier Basket Price Comparisons

Wavedata recently completed a new service which allows subscribers to compare the prices offered by suppliers, rather like the prices of a basket of goods compared between two supermarket.

This service is described in the video at <https://youtu.be/SMpAM708rOU>

Other videos previously made by Wavedata are at <https://www.youtube.com/channel/UC07XCA0iUBnVApXN45rhB2g>

Wavedata
www.wavedata.co.uk

Surgeries to become superhubs

Under government plans to extend opening times of GP practices, 7,500 surgeries could become 1,500 "superhubs".

Patients groups last night expressed alarm after a junior health minister revealed moves to turn small practices into giant clinics.

MPs were told: "things are working better with GP practices being put into hubs of 35,000 to 40,000 people. "They are able to employ pharmacists and physios and do more things at scale than they could as a single GP practice or as a practice of two or three GPs, which has historically been the norm,"

To read more
<http://www.telegraph.co.uk/news/2017/03/16/nhs-plan-7500-gp-practices-become-1500-superhubs-revealed/>

Price WatchUK

Pregabalin plummets but zolmitriptan soars

Back in January, we reported "pregabalin and zolmitriptan prices take off" as three strengths of the former and two pack sizes of zolmitriptan 2.5mg recorded monthly average price rises that ranged up to nearly 600% (Generics bulletin, 20 January 2017, page 14). Two months later, the average price of zolmitriptan 2.5mg has kept on rising, but pregabalin prices have plummeted back towards their former level (see Figures 2 and 3). When the average price of 12-tablet packs of zolmitriptan 2.5mg hit £16.24 (US\$19.81) in December 2016, it was after a stratospheric rise of 571%. February's price increase was a more modest 163%, but the product's average price has kept on rising in the meantime to £28.75 last month. Independent pharmacists were paying more than £2 per zolmitriptan 2.5mg tablet when just a few months earlier they were buying the whole pack for less than £1.

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

WaveData

Subscribe to the industry's comprehensive source of news and analysis.

www.generics-bulletin.com



DISPEX

DISPENSING FOR PROFIT

Do You Know How To Help GP Practices Avoid Prescription Returns?

Every month dispensing doctors bundle up their prescriptions and submit them to the pricing authority in order to receive reimbursement for dispensing those medicines and devices.

But what happens if the prescription has been incorrectly submitted for payment?

The answer is the prescription may be referred back to the practice for elucidation.

Whilst this may not affect your day to day role in dealing with dispensing practices, it is always good to know this kind of background information.

A few common areas to check to avoid prescriptions being returned are:

- Is there a prescriber signature?
- Is the quantity (or strength where necessary) stated?
- Is the presentation stated?
- Generic prescription – is the item listed in the Drug Tariff Part VIII
- Is the item 'blacklisted'?
- Does the item require 'SLS' endorsement?
- Appliances including dressings – is the item and size included in the Drug Tariff?
- Stoma and Incontinence Appliances – is the code stated?
- Elastic Hosiery - is the class stated and is the item clearly identified?
- Please state the exact quantity, the use of 'OP' can cause confusion.
- Check Drug Tariff Part XVIII A to ensure the item is not "blacklisted"
- Check Drug Tariff Part XVIII B to ensure the item is not on the Selected List Scheme
- Check Drug Tariff Part IX A to ensure an appliance is listed and therefore allowed
- Check Drug Tariff Part IX B to ensure an appliance is listed and therefore allowed
- Check Drug Tariff Part IX C to ensure an appliance is listed and therefore allowed

This list covers the most common reasons why prescription forms are referred back but there may well be other reasons!

If you are interested in Drug Tariff training, or want to know more about dispensing doctors please email greg@dispex.net for an informal conversation

UK pharmacists pleased with wholesaler distribution model

A study has revealed that 72% of UK pharmacists are happy with their wholesaler distribution model, while 11% are unhappy with the existing model.

The study was carried out by the IPF (Institute for Pharmoeconomic Research).

To read more

<https://www.pharmacy.biz/news/uk-pharmacists-satisfied-wholesaler-distribution-model-study-claims/>

Forthcoming events

Organizer	Date	Venue	Link or Email
BPSU - RDUK Rare Disease Tea Party	30th Mar 17	London	Richard.Lynn (a/t) @rcpch.ac.uk
The EMA recently launched the "Industry Stakeholder Platform on Research and Development support"	25th Apr 17	TBC	terlez (a/t) eucope.org
EMIG Quarterly Meeting	8th May 17	london	http://www.delegant.co.uk/emig/
EMIG Specialised Commissioning Conference	16th May 17	London	www.emig.org.uk
The Future of Biosimilars in the UK: Regulation, Access and Medicines Optimisation	8th June 17	London	info (a/t) forumsupport.co.uk
EMIG Companies Invited to an Academic Industry Meeting day (AIMday) on Ageing	3rd July 17	University of Oxford	http://aimday.se/ageing-oxford-2017/
PLG events			
CPHI event dates			
CPhi Japan	19-21 April 2017	Tokyo, Japan	cphi.com/japan
CPhi North America	16-18 May 2017	Philadelphia, USA	cphi.com/north-america

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



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

WaveData prices in the top 10 article are averages.

Product	16-Dec	17-Jan	17-Feb	17-Mar
Carbocisteine Caps 375mg 120	£9.48	£9.66	£9.24	£8.99
Januvia Tabs 100mg 28	£30.14	£30.20	£30.12	£29.93
Carbimazole Tabs 5mg 100	£63.97	£62.82	£58.62	£58.32
Levothyroxine Tabs 25mcg 28	£2.13	£2.08	£1.97	£1.98
Nortriptyline Tabs 25mg 100	£38.80	£35.08	£31.67	£31.60
Vesicare Tabs 10mg 30	£32.44	£33.69	£34.07	£33.04
Nefopam Tabs 30mg 90	£48.83	£48.95	£46.94	£48.12
Omeprazole Caps 20mg 28	£0.49	£0.56	£0.57	£0.53
Dexamethasone Tabs 500mcg 28	£35.64	£35.20	£31.08	£28.73
Seretide Accuhaler 500mcg/50mcg 1 (60 Doses)	£37.84	£37.46	£37.48	£37.73

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 19th April 2017, as I will be issuing the next bulletin on the 26th April 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)**