

# Commercial Bulletin

M O N T H L Y S E R V I C E

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

**Prices set to fall by up to 80% in India**

Prices of 348 essential drugs will have their prices decreased by up to 80% as the new Drug Price Control Order (DPCO) has come into effect.

Many anti-cancer and anti-infective drugs will be affected.

The new DPCO will replace the 1995 giving power to the national pharmaceutical pricing policy (NPPP) 2012 to regulate prices of 348 essential drugs.

<http://timesofindia.indiatimes.com/india/Life-saving-drugs-prices-set-to-fall-by-up-to-80-per-cent/articleshow/20089541.cms>

**Inside this issue:**

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**Healthy Living Pharmacies (HLP)**

A healthy living pharmacy (HLP) in England has become a key part of a pharmacies team in supporting the public welfare.

People have said that if they did not have the support and guidance of HLP they would have done nothing to seek advice.

The idea of an HLP is to achieve a variety of high quality services in health and well-being through community pharmacists.

153 HLPs completed a survey on how they rate themselves as an HLP

Findings suggest that the service of an HLP has improved in a number of health and well-being categories

[http://www.pharmacy-life.co.uk/571/public-highly-approves-of-healthy-living-pharmacies-report?utm\\_medium=email&utm\\_campaign=Pharmacy+Life+E-newsletter+Monday+26th+April+customer+and+industry&utm\\_content=Pharmacy+Life+E-newsletter+Monday+26th+April+customer+and+industry+CID\\_21c16c1a7c527788eda699a1b1759d9&utm\\_source=TheWebBureau%20Email%20Marketing&utm\\_term=Read%20More](http://www.pharmacy-life.co.uk/571/public-highly-approves-of-healthy-living-pharmacies-report?utm_medium=email&utm_campaign=Pharmacy+Life+E-newsletter+Monday+26th+April+customer+and+industry&utm_content=Pharmacy+Life+E-newsletter+Monday+26th+April+customer+and+industry+CID_21c16c1a7c527788eda699a1b1759d9&utm_source=TheWebBureau%20Email%20Marketing&utm_term=Read%20More)

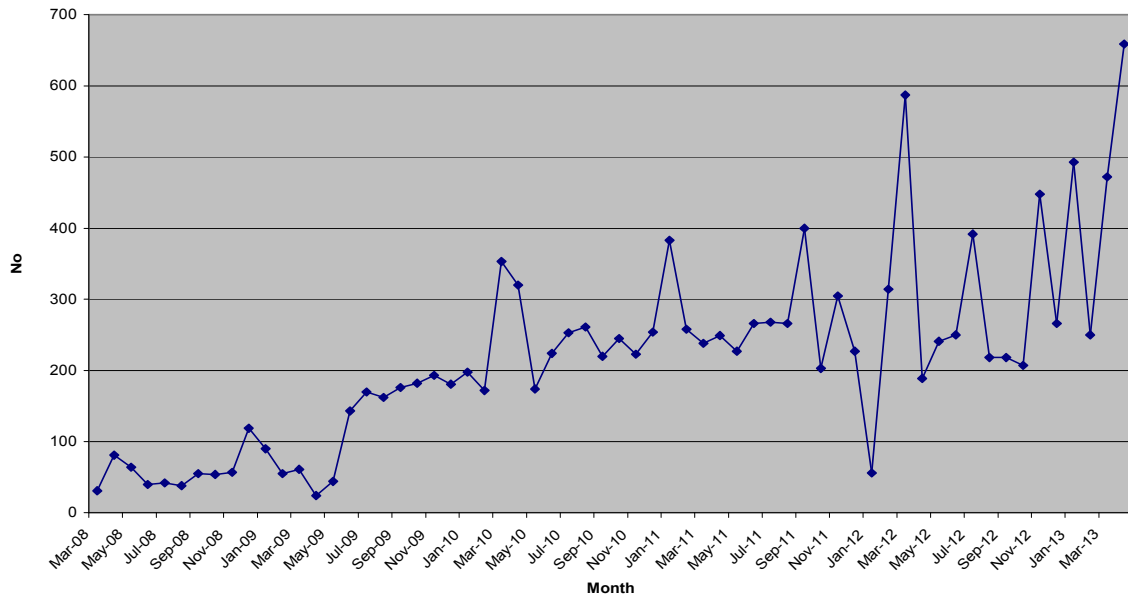
### Medicine shortage debate

As the shortages debate rages on, with blame and accusation being thrown from manufacturers to wholesalers and back, Wavedata decided to have a look at the frequency with which availability of supply was flagged as an issue in price lists.

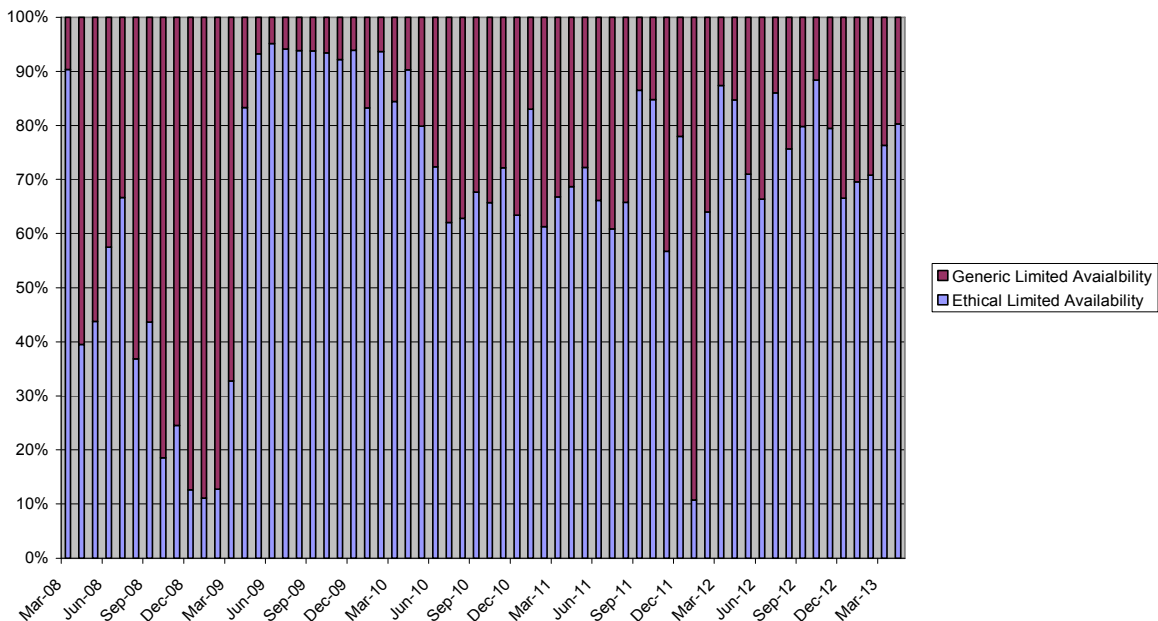
The results show a dramatic increase in availability problems since 2008, with 659 products being flagged as having availability problems in April this year, whereas in March 2008 it was just 31.

Looking at which types of products were in short supply over the same 5 year period shows that apart from a couple of generic product availability issues in 2008/9 and in January 2012, branded products make up 80% of the products in short supply at any one time.

Number of Products Flagged as Limited Availability in Price Lists over 5 Years



Availability problem products, brands and generics %



### Irish Retail Pricing Information

Over the last few months the pricing of medical products to chemists in Ireland has been in the news as the recession and budget cuts have forced the HSE (Health Service Executive) to change the rules for reimbursement of medicines in Ireland.

After requests from a number of companies for Irish data, Wavedata began collecting price lists and invoices in August 2012.

The number of chemists supplying Wavedata with information has increased rapidly as has the amount of data collected.

Advice was offered along the way by manufacturers, wholesalers and chemists.

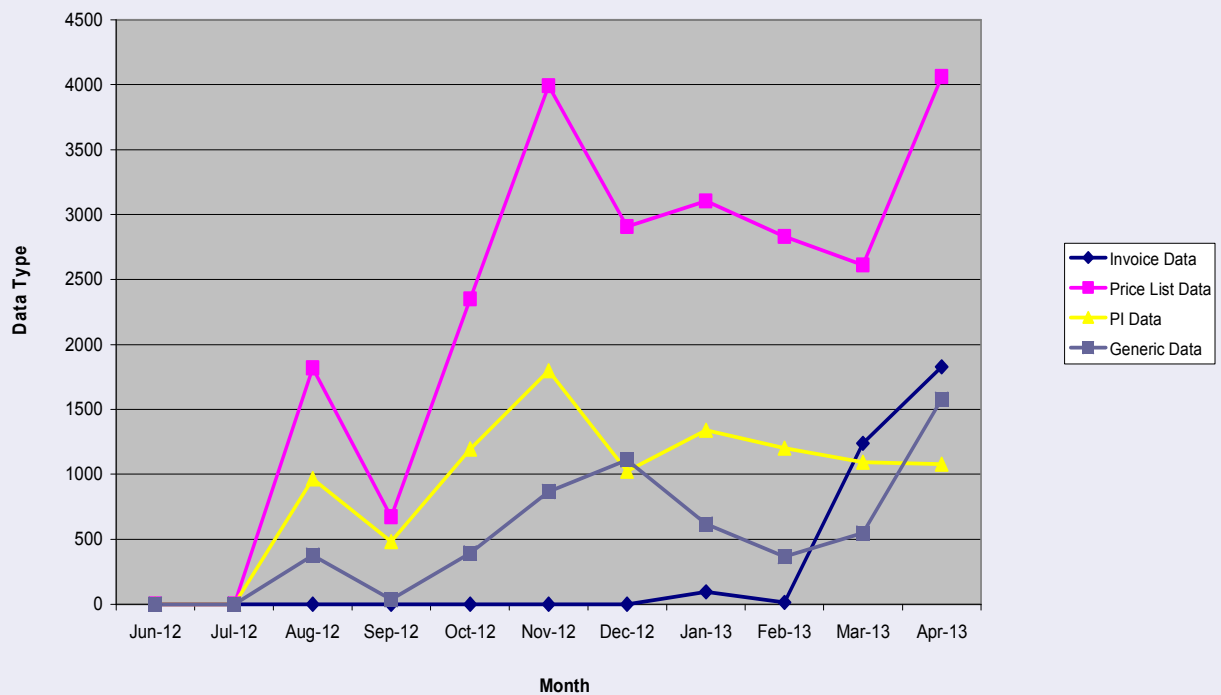
Principally they wanted to see invoice data to get a feel for the real prices being charged to chemists, and generic data to better understand generic product penetration.

Therefore the number of invoices and the number of generic prices collected have increased.

As with the UK service in Wavedata Live the information is updated every 15 minutes and the website holds the last 35 days of pricing activity at any one time.

Customers who subscribe to UK and Irish data are able to toggle between the two services by clicking the appropriate flag once logged in.

Irish Data Type by Month



### Forgotten to take your medicines

Putting your health at risk by forgetting to take your medicines

A cell phone in a pill bottle, will text you to remind you

A pill bottle full of sensors and a mobile phone

Patients would be able to choose a call, a text, an email, or a blinking light reminder to take their pills.

<http://www.fastcoexist.com/1681935/a-cell-phone-in-a-pill-bottle-to-text-you-to-remember-your-meds>

**Hundreds of GPs Fail on CQC premises standards** according to the Pulse Website:

“**Hundreds** of GPs will have to spend more money on improving the quality of their premises and infection control at their practices in order to avoid closure, the CQC has revealed as it released figures that showed a fifth were non-compliant with at least one of its standards.

**In** figures that reveal the scale of non-compliance for the first time, the CQC said 20% of GP practices that applied to be registered - 1,545 primary care providers - declared non-compliance with at least one of the CQC’s 16 essential standards.

**Premises** and infection control were the most problematic areas, with 810 declaring non-compliance on premises and 863 for infection control.

A CQC spokesperson said these rates of non-compliance were expected from the registration pilots they ran at practices, and that any area of non-compliance had been checked by an assessor.”

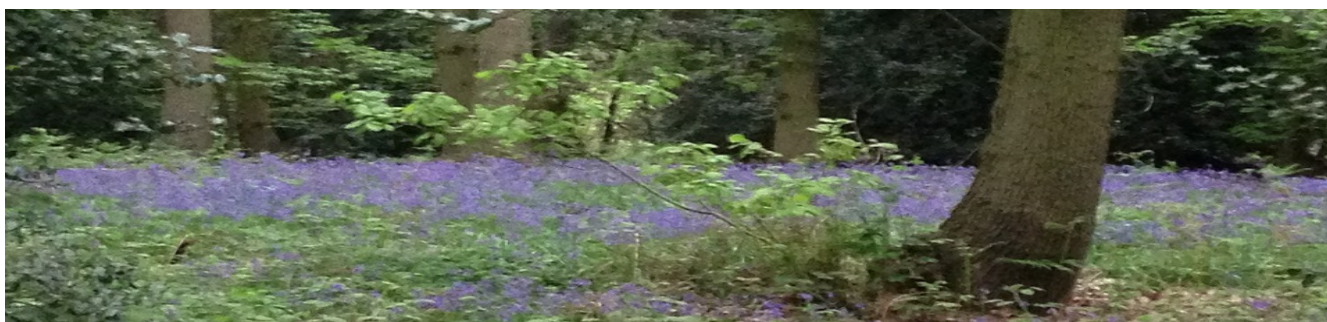
**The** burden of CQC Registration has put many GP practices under extreme pressure and helping out a surgery in this area could be a very beneficial value added tool.

**Click** here to read the full article:

<http://www.pulsetoday.co.uk/your-practice/practice-topics/regulation/hundreds-of-gps-fail-on-cqc-premises-standards/20002688.article#.UZXqAKLQqzI>

**Dispex** Limited has commissioned a pilot training course this summer aimed at helping practices to overcome this hurdle. If you would like to sponsor a surgery to attend this vital course or if you would like to find out more about this subject or to bring your sales team up to speed please email [enquiries@dispex.net](mailto:enquiries@dispex.net) for further details.

Gregg Bull - Surelines - [www.surelines.com](http://www.surelines.com)



PRICE WATCH ..... UK

Category M newcomers now ‘fast movers’

Three products have been added to the ‘fast movers’ table in line with changes to April’s Drug Tariff of pharmacy reimbursement prices. They are 30-tablet packs of entacapone 200mg, 28-tablet packs of rabeprazole 10mg and 56-tablet packs of riluzole 50mg (see Figure 1). These had been moved by the UK Department of Health to the tariff’s category M, which is based on actual trade prices in the marketplace.

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](http://www.generics-bulletin.com)

## Early warning of shortages

We have been thinking a lot recently about the shortages mentioned above,

If there were some way of spotting issues before they become problems it would help manufacturers and suppliers to ensure there was sufficient stock in the system to keep patients supplied.

The idea came to Charles during an <http://www.emig.org.uk> meeting in April when one of the delegates suggested keeping an eye on wholesalers which were out of stock.

Charles then remembered that some wholesalers flag products as 'out of stock' or 'limited availability' in their price lists and special offers.

So Wavedata have added a 'Shortage' report to their Wavedata Live service at <http://wavedata.net>

This report lists products in descending order, with the greatest number of 'flags' at the top.

Clicking a product name then shows which suppliers have stock problems and the data is updated every 15 minutes.

WaveData Live  
Pricing you into the market

Welcome Charles Joynson,  
User: cjoynson@wavedata.co.uk Company: WaveData

Credits: 667,521

available countries:  
UK  
Eire

1: - Product  
2: - Supplier  
3: - Analysis  
4: - Shortages

Wavedata Live contains the most recent 35 days of current retail pricing data and new data is added every 15 minutes.  
This data comes from retail pharmacy and dispensing doctors, and includes invoices, price lists, special offers and telesales offers.

WaveData Live  
Pricing you into the market

User: cjoynson@wavedata.co.uk Company: WaveData 667,421 credits remaining

Limited availability products

Below are products which have been labelled as being in short supply or limited availability by manufacturers and wholesalers in their price lists, special offers and other documents.

Click the product name to see the price list entries.

Product	Count	Average
Alifuzosin Tabs 2.5mg 60	3	6.46
Alifuzosin Tabs 2.5mg 60 Limited Availability	XYX (Generics Price List)	01/05/2013 Eng 6.46
Alifuzosin Tabs 2.5mg 60 Limited Availability	XYZ (Generics Price List)	01/05/2013 N.Ireland 6.46
Alifuzosin Tabs 2.5mg 60 Limited Availability	XY7 (Generics Price List)	01/05/2013 Wales 6.46
Amisulpride Tabs 400mg 60	3	49.99
Amoxicillin Caps 250mg 21	3	0.99
Azathioprine Tabs 50mg 100	3	7.12
Colixil XL Tabs 4mg 28	3	5.00
Dorzolamide Eye Drops 2% 5ml	3	2.51
Ferrous Sulphate Tabs 200mg 1000	3	37.00
Irbesartan Tabs 75mg 28	3	2.22
Lercanidipine Tabs 10mg 28	3	1.60
Levetiracetam Tabs 250mg 60	3	2.34
Levetiracetam Tabs 750mg 60	3	6.61
Loperamide Caps 2mg 30	3	0.53
Lorazepam Tabs 2.5mg 28	3	4.36
Mezolar Matrix Transdermal Patches 100mcg/hr 5	3	40.00

**M O N T H L Y   S E R V I C E**

**Wanted**

**“PDC Healthcare Ltd seeks Hospital episode statistics (HES) data analyst for industry project. Further details from Stephen Goundrey-Smith, Consultant Pharmacist ([Stephen@the-pdc.com](mailto:Stephen@the-pdc.com)) on 0797 152 4318”**

**CCGs fail to meet LPCs requirements**

Some LPCs are still falling below the required standards and are not fit for purpose

LPCS have now been in place for two years

Do LPCS understand the new system?

<http://pharmacy.biz/events/2013+Numark+Conference+in+Vietnam+/1928>

**Product shortages**

Manufacturers using “Quota systems” is this a cause for drug shortages.

There should be a requirement to supply medicines

The patient must come first.

A multi supply market would be of more benefit

<http://pharmacy.biz/events/2013+Numark+Conference+in+Vietnam+/1928>

**WaveData — Top ten products**

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

<http://www.wavedata.net>

Both uk and pi prices were viewed for each product, giving some indication of where the focus was in April 2013

- Amoxicillin Caps 250mg 21
- Gabapentin Caps 300mg 100
- Sertraline Tabs 100mg 28
- Sertraline Tabs 50mg 28
- Levothyroxine Tabs 25mcg 28
- Valsartan Caps 40mg 28
- Levothyroxine Tabs 100mcg 28
- Isosorbide Mononitrate Tabs 10mg 56
- Levothyroxine Tabs 50mcg 28
- Methotrexate Tabs 2.5mg 28

This bulletin now goes out to 3000 plus people, and it is growing each month.

**If you would like to add or suggest any articles/comments, please let me know by the 12th June 2013, as I will be issuing the next one on the 19 th June 2013**

**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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