



THE FUTURE OF PHARMACY

25/03/2018

Connect2Pharma's Concept

'Delivering a new business model for community pharmacy'

Due to cuts in core contract, financial pressures and lack of NHS commissioning Community Pharmacy needs to change, by:

- Finding new revenue streams
- Creating retail and service opportunities
- Driving clinical practice
- Connecting with customers

2



Delivering a new business model for community pharmacy – Parcels of care

'Parcel of care' – a package of materials that enables you to deliver a new service or introduce a new product including:

- Training material
- Promotional material
- Governance
- Patient focussed materials
- GP engagement and referral (if necessary)

Please note: Connect2Pharma is free to register for all community pharmacies. All materials are produced to professional standard and are also free to access and download.

3



What defines a parcel of care

It must:

- Fill a gap in the NHS provision
- Deliver benefits to patients
- Develop a new revenue stream

All these areas hope to drive proactive clinical community pharmacy practice.

There are 3 main categories of parcels of care:

- Chargeable professional services
- Diagnostic/screening programmes
- Enhanced retail opportunities

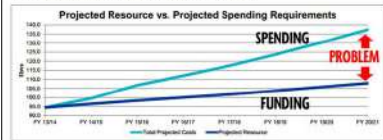
4



The Issues

HEALTH FUNDING VS HEALTH SPENDING IN THE NEXT 10 YEARS

The funding gap is projected to be around £30bn by 2020/21.



Customer Expectations



5



What do patients say

- **Positive about the pharmacist**
 - Respect, Confidence, Satisfaction
- **Less positive about the premises**
 - Access, availability, comfort
- **What services?**
 - Awareness

6



New income streams

- **Diagnostics**
 - What new diagnostics can you offer?
- **Service**
 - What new services can you provide?
- **Products**
 - What new products can you sell?



How can you link diagnostics to services to products to income?

7



Strep A Sore Throat Test and Treat

Service aims



Background

Sore throat is a common condition. 15-30% of sore throats in children and 5-15% in adults will have a bacterial Strep A infection.¹

Unnecessary antibiotics

Studies suggest 62% of cases of acute sore throats are treated with antibiotics, despite usually resolving with no intervention.²



GP Consultations

There are over 1.2m doctor consultations per year for sore throats.^{3,4}



Transmission

Strep A infections can be spread in droplets in the coughs or sneezes of someone with an infection, or through direct contact with an infected person or contaminated object. Strep A is also the cause of more serious infections for example scarlet fever and invasive disease such as pneumonia and sepsis.



8



Community pharmacists can conduct a test to detect Strep A in the throat, potentially reducing transmission of Strep A, the unnecessary use of antibiotics and the 1.2m doctor consultations per year for sore throats.^{3,4}

- **Why might people want this service?**
 - Because they can't get to see their Doctor
 - Because they want the assurance of a test
 - Because they don't want to pass it to anyone else
- **How will they know about it?**
 - Poster in pharmacy
 - Discussion with GP practice
 - Informed while receiving flu vaccine
 - Word of mouth

9



Patient presents sore throat at Pharmacy

1 Pharmacist check symptoms suggestive of Strep A

- Fever in last 24 hours
- Pus on tonsils
- Attend rapidly under 3 days (patient has attended the pharmacy within 3 days of first symptoms)
- Inflamed tonsils
- No cough

2 Offer OSOM® Strep A Rapid Antigen Detection Test (RADT)

Sensitivity 96%
Specificity 98%



If the test is positive:

- Offer advice to reduce spread of infection
- Offer symptomatic relief
- Refer to GP or supply antibiotic through PGD

If the test is negative:

- Offer symptomatic relief

10 minutes test time

voyager

10

Sekisui and OSOM® products?

Who are we?

Global IVD Manufacturer, providing diagnostics to healthcare for over 35 years
Manufacture over 1.5billion Clinical Chemistry tests and over 20 million Rapid Tests per year.

At Sekisui Diagnostics, we help improve patient outcomes by doing what we've always done – focusing on innovating and developing highly accurate diagnostic tests, reagents and systems.

Why OSOM?

- Made in the USA, using the highest quality standards
- QC Inside – better “net value per kit”
- Online Product Training www.osomtraining.com
- FDA Approved and CLIA Waiver

How does OSOM perform in other countries?

11

OSOM® Strep A assessment

1. Using the OSOM® Strep A test, how many drops of Reagent 1 and Reagent 2 should be added to the test tube?

A. 3 drops of Reagent 1 and 3 drops of Reagent 2
B. 6 drops of Reagent 1 and 6 drops of Reagent 2

2. After the addition of Reagents 1 & 2 to the test tube, the color of the solution should change from _____ to _____ as an internal control.

A. Pink to light yellow
LB. light yellow to clear

12

OSOM® Strep A assessment

3. After dispensing the reagents, the swab should be placed in the test tube, vigorously mixed with the reagent, and allowed to stand for _____ minute(s).

- A. One
- B. Five

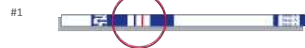
4. Negative results from the OSOM® Strep A test strip must be read at minute(s).

- A. One
- B. Two
- C. Five
- D. Any point after appearance of the Control Line

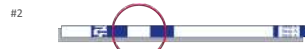


OSOM® Strep A assessment

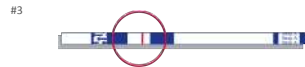
5. Interpret the following results:



Device #1 is showing a(n) result:
A. Positive
B. Negative
C. Invalid



Device #2 is showing a(n) result:
A. Positive
B. Negative
C. Invalid



Device #3 is showing a(n) result:
A. Positive
B. Negative
C. Invalid