

## NEWSLETTER



GO THE MIGHTY ALL BLACKS



## eScripts

HealthSoft was involved in demonstrating eScripts to the Minister of Health, Tony Ryall, at the GPNZ Conference held in Auckland at the beginning of September.

An eScript was prescribed by the MyPractice doctor system and the Minister brought the script to the LOTS pharmacy system where it was dispensed by scanning the barcode. The Minister was very impressed with how smooth and quick the process was. He congratulated everyone (several times) on their efforts to bring this very worthwhile project to fruition. He also encouraged MedTech to come on board as soon as possible.

GPs at the conference were also very impressed with the project, with many seeing the wider possibilities and benefits.

## Margin &amp; Mark Up: Do You Know the Difference?

Knowing When to Look at Margin or Mark Up Can Have a Big Effect on Profit.

To simply define the two, margin is based on the resale price, while mark-up is based upon the cost. Example: If you buy an item for \$10 and sell it for \$15 your mark up is 50% ( $5/10 \times 100$ ), while your margin is 33.33% ( $5/15 \times 100$ ).

## Margin

The dollar margin you make is important and is easily ignored when considering a promotion price. If you buy product on a deal and simply apply a mark up based on the reduced cost price, you will make less profit. Consider the actual margin you want to make so you are not worse off.

## Mark Up

A markup is the percentage of the cost price you apply to get the selling price.

So, a 25% margin means a larger profit than 25% mark up because mark up is calculated before your overheads and other costs are paid, whereas margin is calculated as pure profit after your overheads and other costs are paid.

Use the LOTS Product Group Report regularly to monitor your mark up and gross margin percentages. If it is less than you expect, there is excessive discounting or you have a number of under-priced items. Both these scenarios should be looked into quickly.

Reminder: the list of Supplier files updated this month can be found by double clicking the message on the LOTS Start Menu.

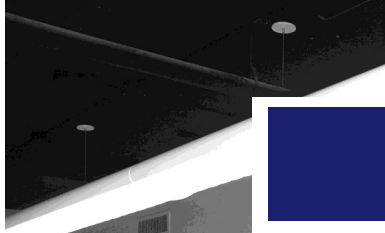
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## PROGRAM UPDATES FOR SQL SITES

Program Updates for SQL sites are released during the month as the module is updated, tested and approved, rather than with the Drugfile on the 1st of the month. If you are using the module that is being updated, a message will appear in the bottom right hand corner of your screen. If you are busy, click on the button "I am busy, ask me again later". Otherwise, follow the prompts. Follow your usual procedure to run the Drugfile update for the 1st of the month.

## NEW FEATURES

The following are new features and changes that were updated during September (for SQL sites only). For other sites, these new changes will appear when your system is converted to SQL. Your computer is on SQL if the (S)(VB) box shows on the bottom right hand side of the LOTS Start Menu:

(S) (VB)

### DISPENSARY

#### Held Scripts

You can use the short cut key 'Ctrl+H' to 'hold' and 'unhold' a script.

#### Bulk Copy

For those that have switched on the option "Don't Show Script Screen" while doing bulk copy, if a repeat has expired the computer will not come up with prompt asking if you want to do a new script - it will just automatically create a new script

### SUPPLIER UPDATE UTILITY

There is a change in the format. The files are now divided into three tabs (sections) to enable you to search for files more quickly:

- Direct Suppliers
- Wholesalers
- Buying Groups (eg. Vantage, PBL, Bulletin)



Last Updated	Price File Date	Supplier	Code	Auto
18 Jul 2011		AFT Pharmaceuticals	AFT	<input type="checkbox"/>
05 Jan 2009		Ali Baba Trading	ALI	<input type="checkbox"/>
18 Jul 2011		Almay	ALM	<input type="checkbox"/>
18 Jul 2011		Alpha Pharmaceuticals	APL	<input type="checkbox"/>
07 Jul 2008		Alpine & Leisure	ALL	<input type="checkbox"/>
03 Aug 2011		APL Consumer Brands	APL	<input type="checkbox"/>

### END OF DAY

The list showing previous End of Days (EODs) will display the date and time of the first and last sales of each EOD.

### BULK STOCK EDIT UTILITY

There is an option to search for products by generic name.

## FROM THE TECHIE'S CORNER

What happens if your LOTS Master computer dies? Without another suitable machine as a backup you may find you're stuck. It is sensible to make sure you have another machine on your network with at least 1.5GB of RAM. It's a very cheap insurance policy where you may otherwise need to wait for repairs or to buy a new machine in a hurry.

Please note that if you are using Nexus (offsite backups), could you also ask them to backup to a flashdrive at your site. This won't cost you any more and could save hours if you ever need to restore from a backup.

## MAKING YOUR LIFE EASIER : LOTS TIPS

- Did that product ever get ordered? If you need to know when you last received a product into store, go to Stockcards and click on the Additional Info tab. You'll then see how many and when, or if it's just out of stock.
- Do you use Debtors and want to save paper and printing? You can email statements to customers easily. Use LOTS Instant Help for full step by step instructions.