



### Welcome to L·O·T·S

A very warm welcome to all our new customers this month.

### New to L·O·T·S this Month

#### DISPENSARY

The Dispensing History will now print portrait rather than landscape. We apologise for the inconvenience.

#### SMARTCLAIM

This has now been changed so that after the claim is made, the claim 'Disk Contents' and 'Failed Items' report will come up first. This will give you a chance to check these reports before sending the claim. Please make sure you've checked the 'Failed Items' before proceeding to send the claim. Select 'Exit' to exit the reports. The computer will then ask if you would like to send the claim now.

A ToolTip has been added to show details of comments in the Exception Report. Hover the mouse over the line to see the full comments.

Script No	Drug	Details
581785/0	12 TRAMADOL HCL 50MG C (AR)	Held Rx.
581835/0	100g H FORDOCORTISONE CINTH	Deferred to Next Claim 07 Apr 11
581862/0	360 METFORMIN HCL 50MG T	Held Rx.
581863/0	90 WARFARIN 3MG T (B)	Deferred to Next Claim 07 Apr 11
581864/0	90 WARFARIN 5MG T (Pink)(GL)	Held Rx.
581865/0	90 DIGOXIN 0.25MG T (White)	Held Rx.
581866/0	90 ALLOPURINOL 300MG T (AP)	Held Rx.
581867/0	90 CARDIZEM CD 240MG C-SOI	Held Rx.
581868/0	90 ASPIRIN 100MG EC T (MC)	S Held Rx.
581869/0	90 BETALOC CR 190MG T	Held Rx.
581870/0	180 ACCUPRIL 5MG T-SOLE	Held Rx.
581871/0	50 ACCU CHEK PERFORMA TES	Held Rx.
581875/0	180 INHIBACE PLUS T-SOLE	Held Rx.
581876/0	180 METFORMIN HCL 500MG T	Held Rx.
581877/0	90 ALLOPURINOL 100MG T (AP)	Held Rx.
581878/1	12ml NOVORAPID PENFILL 100I	Held Rx.
581879/1	18ml PROTAPHANE 3ML PENFIL	Held Rx.
581880/0	60 DICLOFENAC SR 75MG T (DC)	Held Rx.
581881/1	100 ACCU CHEK PERFORMA TE	Held Rx.
582043/1	9ml LANTUS SoloSTAR 100IU/M	Held Rx.

### 12 MONTH HISTORY REPORT

When viewing the 12 Month History Report, click on column headers to sort. When you sort this report by a particular field, next time the report is loaded for the same supplier it is sorted by the same field in the same order as last time.

### REPORT GENERATOR

We've added in extra options to report on - Sale Item Type and Sale Payment Type.

### Special Food – Pharmac Changes

For some special foods, there is an additional subsidy if the script has been endorsed with "Bolus tube fed". Choose the appropriate indications when dispensing.

For those products where there is **no premium if the script has been endorsed**, there will be an 'HP3' indication. Use this indication and LOTS will prompt with the "Certified Condition" question. Answer according to the script presented

### e-Prescribing

Electronic prescribing has long been identified as a goal to improve efficiency and safety in the health system and is a priority in the National Health IT Plan.

You may have read the following on the Pharmaceutical Society website:

"E-Prescribing trials have recently begun. The first steps of Trial Phase V0 took place in Auckland in March, involving a GP and a pharmacy, and tested the 'baseline feature set' for the NZePS. This included testing the electronic prescription-with-barcode feature. The participating practice / pharmacy management system vendors for the trial were My Practice (for the GP) and **HealthSoft** (for the pharmacy). The test was successful."

**HealthSoft** has had eScripts in Australia for about two years.

### Don't You Love Pharmac Brand Changes!

While brand changes are a constant challenge, remember we've made that easy to deal with.

Use the 'Move Stockcard History Only' option to move your old stockcard history to the new brand. That way your automatic ordering will stay accurate with the new brand. In Stockcards, go to the old brand and select 'Move Stockcard History Only'.

More importantly, use the Replacement Brand/Indication selection. Adding the new brand name to the old brand name will mean your staff are prompted to change brand when a new prescription is entered. Also under Stockcards, go to the old product stockcard, Drug Information, and add the new brand to the Replacement Brand box.

### Did You Know?

You can start your rollover, forecast and update as you leave your pharmacy on the last day of the month.

From the LOTS Start Menu go to 'Monthly Update' at the top of the screen and select 'Run Rollover & Forecast, Download & Run Update – Immediately'.

**Supplier Files Updated this Month**

SupplierName	Done
Almay	
API Consumer Brands	
Aquarius Design	
Arrow Pharmaceuticals Ltd	
Bayer Healthcare	
Beiersdorf NZ	
Bulletin	
CDC	
Celline Limited	
Coral Colours	
Cosmetic Sales Company	
Crombie & Price	
Crossmark	
Douglas	
Ebos	
Elizabeth Arden	
Enhance Accessories	
Estee Lauder	
Gainsborough	
Garnier	
Jackel (NZ) Ltd	

SupplierName	Done
Lifestream	
Loreal	
MacEwen Enterprises Ltd	
Maybelline	
Melric International Ltd	
Mita	
Mondo Group	
Mylan NZ Ltd	
Natural Meds	
Pacific Health	
PBL	
PBL Central	
PDC - LIFE	
Pharmabroker	
Priceline ( ProPharma )	
ProPharma	
PWLBOP	
PWLCentral	
PWLWellington	
QVS	
Revlon	

SupplierName	Done
Revlon Fragrance	
Russells	
Sax International Ltd	
Scully Raumai Grange	
Signature Marketing Limited	
Simunovich Olive Estate	
SM Designs	
Star Products Ltd	
SweetPea Marketing	
Synergy NZ Ltd	
Vantage	
Vellade Abbott King	
VIA + TLC	
Vision Marketing & Design	
Vitaco	
Wainhouse Agency	
Wainhouse Collection 2000	
Wainhouse Const Carol	
Weleda	
Where On Earth	

**LOTS Business Reports ... Your Tools to Business Success**

Report: **Product Group Report**

Recommended Frequency: **MONTHLY** (at least)

Importance: **HIGH**

Sales are the life blood of retail, and the LOTS Product Group Report should be a cornerstone report to assess performance. There is a huge amount of valuable information in this report that should be tracked at least monthly. Use this report as a management tool monthly, or for staff feedback daily and weekly.

Monitoring of Product Group SoH, Sales Performance, Markup and the Stock Turn indicator make this report a **must** every month.

Benefits of the Product Group Report to your store:

- 1) **Monitor changes in stock levels.** Is purchasing in line with budgets? Has the cash in the bank been invested in new stock lines?
- 2) **Track Overall Product Group Sales.** How do the monthly Product Group totals compare to last month and to the same month last year?
- 3) **Monitor Product Group Markups.** Changes can indicate poor pricing or excess discounts.
- 4) **Stock Turn Per Year.** An indicator of poor performing groups, or groups that may be understocked

**Find This Report:**

From the LOTS Start Menu go to Reports, Stock Reports, Product Group Report