

NEWSLETTER



How Long Do Your Orders Take To Create?

A \$14,800 shop and dispensary automatic order created, reviewed and transmitted to the wholesaler in less than five minutes – we're told that's how efficient LOTS orders can be!

That might sound like a lot, but in a big pharmacy that means effective buying, maximum outer discount levels and reduced handling. At any size of business you also want the gain of a big store – and you can with LOTS. Using LOTS to generate your orders is an absolute must. Not only will it save you time, but you will buy better, save double handling and cut your dead stock. If there is nothing else you ever do with LOTS, promise yourself you'll use it to generate your orders in 2012.

LOTS has *Intelligent Stock Management* and has over 20 complex calculations used to calculate your order. At the end of the day you'll be pleased with the efficiency gain and the profit boost.

Accurate stock on hand figures are crucial. It should be a cornerstone block of your business where stock is purchased at optimal discount and quantity.

Statistically Speaking

In case you missed the release from Statistics New Zealand during mid-November, here are some of the highlights from the 2nd quarter.

- Total sales volumes rose 2.2% - that's the highest quarterly gain since December 2006;
- North Island sales rose 2.2% also, which is the 10th consecutive quarterly rise;
- All groups have increased versus June quarter except department stores, electronic goods and furniture/housewares;
- The trend for total sales values has been rising since the March 2009 quarter, up 12.5 percent.

HealthSoft Hours over Christmas/New Year

As usual we're here to help over the festive season. We are available on all normal working days. The emergency phone service is available on weekends and stat holidays.

We'd like to take this opportunity to thank all our wonderful customers for your support during 2011. We look forward to working with you in 2012.



MERRY CHRISTMAS AND HAPPY
HOLIDAYS EVERYONE!!!

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MEDICINES REGULATION CHANGES FROM 1 DEC 11

Dentist Prescribing: Removal of the ten day period of supply limit for dentists.

Midwife Prescribing: Removal of the three month period of supply limit on the oral contraceptive when prescribed by a midwife.

There has been some confusion regarding these rule changes. Please note two important points:

- The extended period of supply does not apply to Controlled Drugs (e.g morphine, benzo-diazepines). The period of supply of Controlled Drugs is governed by the Misuse of Drugs Act.
- Dentists and Midwives still have to prescribe within their scope of practice.

Please refer to MedSafe if you have any queries or if you want more details regarding the Medicines Regulation Changes.



BACKUPS AND UPDATES

Now that nearly all LOTS sites are running on the new SQL system, here are a few reminders:

PROGRAM UPDATES

Your LOTS system checks for Program and Supplier Price Updates every four hours. For example, if a new version of the stockcard program or a new supplier update becomes available at the LOTS HQ then every site in New Zealand will get it within the next four hours. It is automatic, with no need for you to request these updates.

On the LOTS Start Menu there is an 'Update Details' tab. Click on this to view recent changes to LOTS.

BACKUPS

Backups are still VERY important, but are now MUCH easier.

- They can be done at any time.
- They can be done on any computer.
- Sales and dispensing can carry on while the backup is done (even on the computer doing the backup).

Please note that some slaves are currently not downloading backups every day. This is because they don't have enough resources to ever be a temporary master. However, it does not affect the everyday working of LOTS.

What Happens If Your LOTS Master Computer Dies?

Without another suitable machine to act as a temporary master, 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, especially with Xmas coming up and computer places being shut over the holidays.



MAKING YOUR LIFE EASIER : LOTS TIPS

LOTS HELP

If you are teaching LOTS to new staff or if you've forgotten how to set something up, try LOTS InstantHelp. It has step by step details on how to do almost everything in LOTS.

DISPENSING TIP!

Using the keyboard in LOTS Dispensary is MUCH quicker than using the mouse, and here's a helpful tip to make you process even faster:

Use the **ENTER** key to move down the dispensing screen, after you've completed each step. It's a very efficient approach.

