

Implementing a new generic range

- Selecting your transition approach
- Where to start/ how to priorities
- Understanding CONSIS shelves
- How to Use the Mapping Tool



Introduction

We appreciate that every pharmacy is different, and you make decisions in your pharmacy based on your unique circumstances.

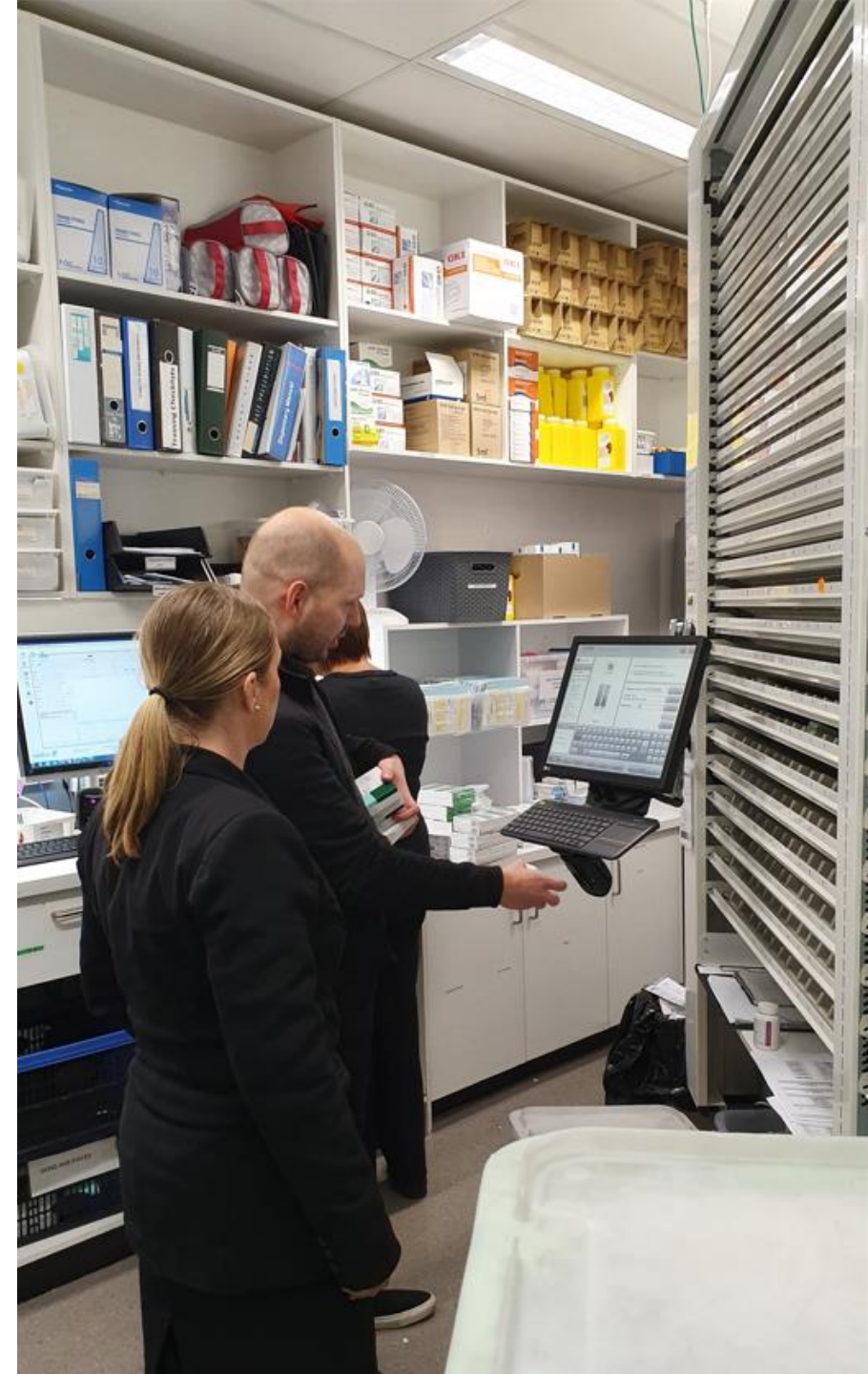
The TWCM Team have developed a great program of support for the generic transition and Willach has created a set of tools and advice based on the experience and learnings gained having undertaken the process with another pharmacy brand.

Our experience has taught us that starting early, creating a plan and allocating a person in the dispensary team to oversee changes, facilitates a smooth transition.

The resources and tools which have been developed can be found on a unique website page accessed via this link: <https://willach.com.au/twcm-change-of-generic-supply/> This includes videos, how to guides and a mapping resource specifically for CONSYS drugs. We will be adding to this library of support tools in the coming weeks.

The following information is provided to facilitate the transition at a very practical level. For those newer to CONSYS, it quickly outlines the CONSYS construction, for our long standing CONSYS Champions, it may assist as a quick refresher. Importantly, it takes you through a tool which has been mapped for drugs which are likely to be inside your CONSYS, sorted by the frequency of what you dispense.

In addition to the tools and resources, our Pharmacist Adam Tran will be available to support you with any specific questions. Adam can be reached on 03-9429-8222 or adam.tran@willach.com.au



Different approaches to managing generic range changes

1. Run existing stock levels down and transition to Sandoz

- As you 'naturally' sell through the Arrotex product swap these over
- Focus on a class of drugs or your top sellers and make a number of changes each day e.g. one hour per day for the next week or
- Allocate specific days and focus on making the majority of changes in that time period

2. Convert all drugs at the same time (Considerations)

- Be careful of how you manage the Arrotex packs so you don't have stock left
- Watch for multiple locations of the same generic which can result in out of date stock
- Allocating a person to manage this until it is complete i.e. it is not an in-between job, it is the only job until it is finished



Dispensary Drug's & where to start the transition

A typical Australian dispensary:

- Has around 2,000 drugs in the dispensary,
- 1,700 SKU's are S4's
- S4's are dispensed at different rates creating 'fast mover' and 'slow movers'
 - Ultra fast movers = multiple packs dispensed per day, account for around 11% of everything you dispense (5 SKU's)
 - Fast movers = dispensed between 2 – 27 times per week, account for around 64% of everything you dispense (233 SKU's)
 - Slow movers = drugs you dispense less than once per week, account for around 23% (850 SKU's)
- This approach of identifying fast & slow movers assists with prioritising changes to your generic range
 - i.e. focus on your fastest moving lines first, this will provide focus where you can get the most immediate impact with your transition

'Standard' pharmacy drug analysis – S4 Dispense Data

Dispensed per week	#SKUs	Cumulative SKUs	% of SKUs	# packs dispensed per week	% of total dispensed	Cumulative %	
> 28	5		0.43%	213	10.9%	10.9%	Ultra Fast movers (multiple packs per day dispensed)
15-27	11	16	0.95%	200	10.3%	21.2%	
8-14	25	41	2.16%	268	13.8%	35.0%	
7	12	53	1.04%	89	4.6%	39.6%	Fast movers (dispensed between 2 – 27 times per week)
6	20	73	1.73%	126	6.5%	46.0%	
5	19	92	1.65%	103	5.3%	51.3%	
4	25	117	2.16%	111	5.7%	57.0%	
3	56	173	4.85%	191	9.8%	66.9%	
2	65	238	5.63%	155	8.0%	74.8%	Slow movers (dispensed once or less times per week)
1	178	416	15.41%	259	13.3%	88.1%	
< 1	697	1,113	60.35%	231	11.9%	100.0%	
	1,113			1,946			

Prioritise your conversion inside your CONSIG

Dispensed per week	#SKUs	Cumulative SKUs	% of SKUs	# packs dispensed per week	% of total dispensed	Cumulative %
> 28	5		0.43%	213	10.9%	10.9%
15-27	11	16	0.95%	200	10.3%	21.2%
8-14	25	41	2.16%	268	13.8%	35.0%
7	12	53	1.04%	89	4.6%	39.6%
6	20	73	1.73%	126	6.5%	46.0%
5	19	92	1.65%	103	5.3%	51.3%
4	25	117	2.16%	111	5.7%	57.0%
3	56	173	4.85%	191	9.8%	66.9%
2	65	238	5.63%	155	8.0%	74.8%
1	178	416	15.41%	259	13.3%	88.1%
< 1	697	1,113	60.35%	231	11.9%	100.0%
	1,113			1,946		

Start here

Work your way down the list

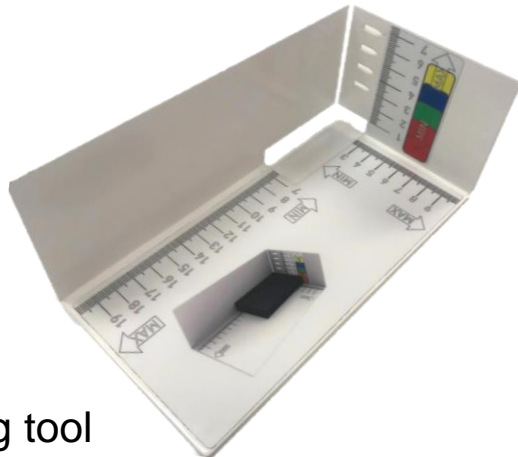
Understanding your CONSIS: storage elements

- Your CONSIS is made up of shelves
- Each shelf has a different colour & that colour relates to a height
- Each shelf has dividers, the gap between each divider makes a channel where product is placed

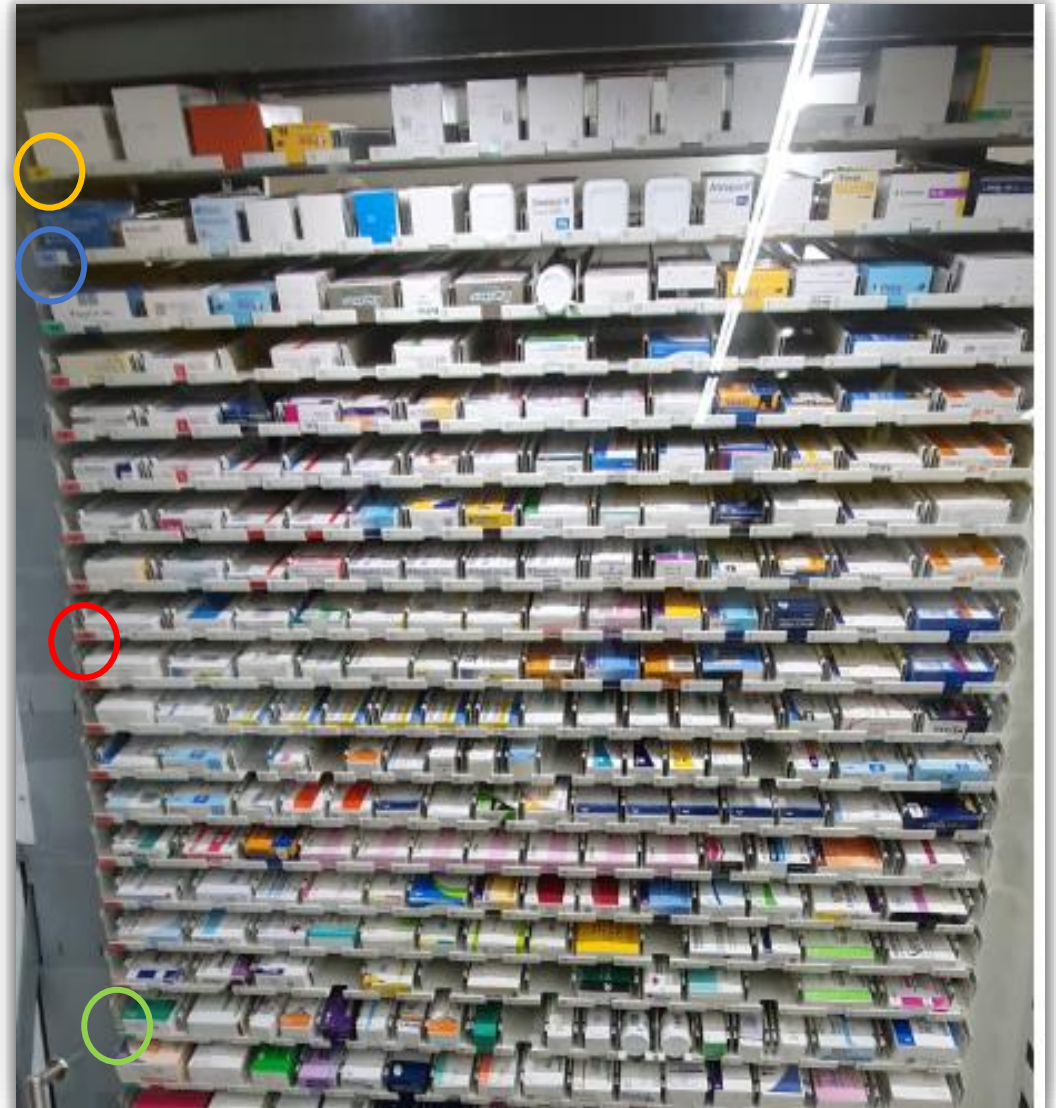


Shelf Height: colour

- You will find the colour of each shelf at the left hand edge of each shelf
- The colour relates to a height
- You can use the CONSIS pack tool to determine the product height and colour, using the guide on the back



Pack measuring tool



Shelf channels

- Each shelf has dividers, the gap between each divider makes a channel where product is placed
- Some shelves have more channels than others, they can fit more product because their 'gap' is narrower
- Every position on a channel is numbered
- The number at the end of every shelf will tell you how many products can fit on that shelf (Your machine will have a mixture shelves which accommodate 14,16,19 & 21)
- Individual channels can be made smaller with the addition of another divider



Channel widths



Outer channels are always the widest ones, place your widest products there

The following measurements provide a guide to channel widths:

‘14’ channel shelf comprises

- 2 x 9cm 2 x 8cm 10 x 6cm

‘16’ channel shelf comprises

- 4 x 8cm 12 x 5cm

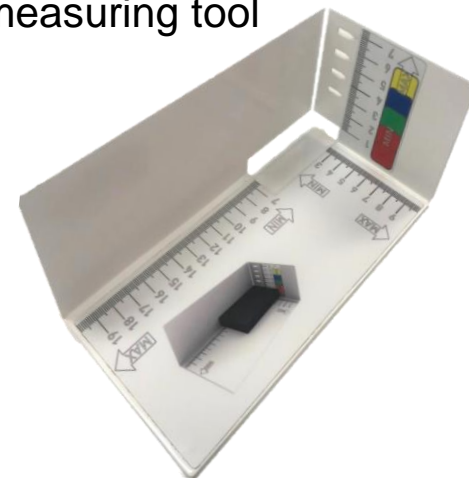
‘19’ channel shelf comprises

- 4 x 7.5cm 15 x 4cm

‘21’ channel shelf comprises

- 2 x 8.5cm 19 x 4.5cm

Pack measuring tool



CON SIS mapping tool



To assist you with the physical changeover of drugs inside your CON SIS, the Willach team have created a mapping tool to assist you with the transition:

- This tool is based on the current Arrotex product and dimensions we have and also assumes that it has been placed on the most ideal shelf inside your CON SIS
- The TWCM and Sandoz teams have created a recommendation replacement product
- Willach has identified the appropriate colour shelf for the new product and written a note/ consideration
- The mapping tool aligns with our recommended approach of managing the transition of your fastest movers first, the data on the TWCM fast movers, comes from the amalgamation of data across sites
- Remember that your fastest movers will need multiple channels of stock, use your reports to help guide you to the most appropriate number (we always aim for 10 days of stock to be held in CON SIS)
- The mapping tools are available for download on the Willach website <https://willach.com.au/twcm-change-of-generic-supply/>
- The analysis of the top 25% of products dispensed highlight the 24 generic products to be changed, 15 of these do not require a channel change, 2 will change from packs to bottles, 5 products are taller and will change shelf colour and 2 are shorter which require a shelf change
- Use the notes section to create your own plan for your pharmacy

Top 25% of products dispensed

Rank	Molecule	APO Product	Barcode	Length	Width	Height	Sandoz product	Barcode	Length	Width	Height	CONSIS Shelf Colour		Channel	Your plan/ notes
												Shelf Colour Arrotez	Shelf Colour Sandoz	Comment	
1	ESOMEPRAZOLE	ESOMEPRAZOLE-APOTEX TAB-EC 20MG 30	3338475815548	155	87	33	Esopreze 20mg Blister 30 Tablet	5000456062862	150	75	32	Green	Green	Sandoz is narrower	
2	PARACETAMOL (Codein	PARACETAMOL-CODEINE-APX TAB 500-30MG 20	3338475328214				Comfarol Forte 500mg/30mg Tablets 20 Blister	9322838004489	80	60	22	Red	Red	Apo shelf unknown	
3	PANTOPRAZOLE	PANTOPRAZOLE-APOTEX TAB-EC 40MG 30	3338475808583	105	57	21	Pantoprazole Sandoz 40mg Tablets 30 Blister	9322838006292	130	70	54	Red	Blue	Sandoz is taller & wider	
4	FLUOXETINE	FLUOXETINE-APOTEX CAP 20MG 28	3338475815537	82	76	20	Fluoxetine Sandoz 20mg Capsules 28 Blister	9322838007855	120	50	38	Red	Green	Sandoz is taller & wider	
5	ATORVASTATIN	APD-ATORVASTATIN TAB 40MG 30	3338475827675	125	70	28	Atorvastatin Sz 40mg Blister 30 Tablets	9322838009309	126	70	30	Red	Red	Can remain in the same channel	
6	ROSUVASTATIN	ROSUVASTATIN-APOTEX TAB-BLIS 10MG 30	3338475808248	130	75	21	Rosuvastatin Sandoz 10mg Tablets 30 Blister	9322838010848	140	55	23	Red	Red	Sandoz is narrower & same shelf colour	
7	ESOMEPRAZOLE	ESOMEPRAZOLE-APOTEX TAB-EC 40MG 30	3338475321766	147	90	30	Esopreze 40mg Blister 30 Tablet	5000456062879	152	75	30	Red	Red	Sandoz is narrower & same shelf colour	
8	AMLODIPINE	AMLODIPINE-APOTEX TAB 5MG 30	3338475829457	96	50	17	Amlodipine Sandoz 5mg Tablets 30 Blister	9322838012866	100	48	22	Red	Red	Can remain in the same channel	
9	ESCITALOPRAM	APD-ESCITALOPRAM TAB 20MG 28	3338475328823	108	63	23	Escitalopram Sandoz 20mg Tablets 28 Blister	9322838012453	110	62	22	Red	Red	Can remain in the same channel	
10	ATORVASTATIN	APD-ATORVASTATIN TAB 20MG 30	3338475827668	110	60	26	Atorvastatin Sz 20mg Blister 30 Tablets	9322838009293	115	60	28	Red	Red	Can remain in the same channel	
11	TEMAZEPAM	APD-TEMAZEPAM TAB 10MG 25	3338475805835	100	80	19	TEMAZE 10MG 25 TAB BO	9323610000552	70	38	36	Red	Green	In a green bottle channel	
12	ESCITALOPRAM	APD-ESCITALOPRAM TAB 10MG 28	3338475328812	110	62	22	Escitalopram Sandoz 20mg Tablets 28 Blister	9322838012453	110	62	22	Red	Red	Can remain in the same channel	
13	VENLAFAXINE	APD-VENLAFAXINE-XR CAP 150MG 28	3338475826768	118	67	24	Sandoz Venlafaxine XR 150mg Capsules 28 Blister	9322838012262	120	70	25	Red	Red	Can remain in the same channel	
14	DIAZEPAM	APD-DIAZEPAM TAB-BLIS 5MG 50	3338475814538	91	40	22	ANTENEX 5MG 50 TAB BO	9323610001320	65	40	40	Red	Green	In a green bottle channel	
15	CEPHALEXIN	APD-CEPHALEXIN CAP 500MG 20	3338475827823	81	65	24	CEFALEXIN-SZ CAP 500MG 20	9322838005189	97	59	34	Red	Green	Sandoz is taller and narrower	
16	METFORMIN	APD-METFORMIN-XR TAB-MR 1000MG 60	3338475826142	110	63	65	DIAFORMIN XR 1000MG 60 TAB BL	9323610001017	117	75	55	Yellow	Yellow	Sandoz is wider	
17	DULOXETINE	APD-DULOXETINE CAP-EC 60MG 28	3338475863743	120	80	40	Duloxetine Sandoz 60mg Capsules 28 Blister	9322838012583	115	85	42	Green	Green	Can remain in the same channel	
18	ROSUVASTATIN	ROSUVASTATIN-APOTEX TAB-BLIS 5MG 30	3338475808217	126	75	37	Rosuvastatin Sandoz 5mg Tablets 30 Blister	9322838010879	138	52	22	Green	Red	Sandoz can relocate to red and is narrower	
19	EZETIMIBE	APD-EZETIMIBE TAB-BLIS 10MG 30	3338475823983	92	45	20	Ezetimibe Sandoz 10mg Blister 30 Tablets	9322838011418	100	50	22	Red	Red	Can remain in the same channel, may need a divider	
20	METOPROLOL	APD-METOPROLOL TAB 50MG 100	3338475876433	98	50	45	Metoprolol Sandoz 50mg Tablets 100 Blister	9322838006568	80	75	22	Blue	Red	Sandoz product is shorter and wider	
21	RABEPRAZOLE	APD-RABEPRAZOLE TAB-EC 20MG 30	3338475825884	135	55	24	Rabeprazole Sandoz 20mg Tablets 30 Blister	9322838008319	140	55	32	Red	Green	Sandoz product is taller	
22	ATENOLOL	APD-ATENOLOL TAB-BLIS 50MG 30	3338475805883	100	60	17	Atenolol Sandoz 50mg Tablets 30 Blister	9322838006858	100	50	22	Red	Red	Sandoz product is narrower	
23	AMOXICILLIN	APD-AMOXICILLIN CAP 500MG 20	3331584328843	84	70	25	Amoxycillin Sandoz 500mg Capsules 20 Blister	9322838005363	97	58	32	Red	Green	Sandoz is taller & narrower	
24	PANTOPRAZOLE	PANTOPRAZOLE-APOTEX TAB-EC 20MG 30	3338475808284	109	55	26	Pantoprazole Sandoz 20mg Tablets 30 Blister	9322838006285	100	78	25	Red	Red	Sandoz product is wider	

Reading the tool – examples of how to use

Rank	Molecule	APD Product	Barcode	Length	Width	Height	Sandoz product	Barcode	Length	Width	Height	Shelf Colour Arrotez	Shelf Colour Sandoz	Comment
1	ESOMEPRAZOLE	ESOMEPRAZOLE-APOTEX TAB-EC 20MG 30	3338475815348	155	87	33	Esopreze 20mg Blister 30 Tablet	5000456062862	150	75	32	Green	Green	Sandoz is narrower



This product can stay in the same location

'14' channel shelf

- 2 x 9cm 2 x 8cm 10 x 6cm

'16' channel shelf

- 4 x 8cm 12 x 5cm

'19' channel shelf

- 4 x 7.5cm 15 x 4cm

'21' channel shelf

- 2 x 8.5cm 19 x 4.5cm

Keep on a red shelf

Aim for a '19' shelf, position 1,2 or 18,19 OR

On a 16 shelf position 1,2, 15 or 16 – may need a divider



7	ESOMEPRAZOLE	ESOMEPRAZOLE-APOTEX TAB-EC 40MG 30	3338475321766	147	90	30	Esopreze 40mg Blister 30 Tablet	5000456062879	152	75	30	Red	Red	Sandoz is narrower & same shelf colour
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6 Steps to changing the CONSIS Drugs

- 1) Empty the channel of the old drug
- 2) Delete old drugs from CONSIS software
- 3) Add Sandoz drug into the CONSIS software
- 4) Find, then assign the new drug to a channel
- 5) Fill the channel with the drug
- 6) Add to robotic dispense within your dispense software



Your **slow mover products** will replace the current generic brand in the FAMA K drawers using the compartments to maximise your storage capacity

Resources to support you

Generic range transition tools and guides:

<https://willach.com.au/twcm-change-of-generic-supply/>

- How to videos – specific to your CONSIG user interface
- How to guides – specific to your CONSIG user interface
- CONSIG drugs mapping tool

- For support and general training please speak to your CONSIG Champion to get access to the online training portal : <https://willach.com.au/consig-training-programs/>

- Adam Tran, the Willach Pharmacist and CONSIG coach is available to support individual questions or offer advice. Ph: 03-9429-8222 Email: adam.tran@willach.com.au

- Each Pharmacy has a Willach team member who can offer support:

- | | | |
|--------------------|----------|------------------|
| - Tony Babic | NSW/ QLD | Ph: 0438 225 022 |
| - Jan Pendrakowski | Vic/ Tas | Ph: 0418 385 788 |
| - Simon Gerrits | SA/ WA | Ph: 0428 828 868 |



consig
dispensing systems

consig A and consig B Machines

Training is provided across the CONSIG robotics range including A machines and B machines as well as the different user interfaces of Navigator and CTS.

A combined Fundamentals and Intermediate workshop training option is still offered in the Willach training facility in Melbourne for those who would prefer to learn in person. Advanced training is offered in each state annually.

How Training is delivered

