



INTRO TO IN-OFFICE DISPENSING

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Learning Objectives

1. Identify the necessary equipment and skills to include in-office dispensing for DPC clinics.
2. Review list of practical/how-to points of establishing in-office dispensing.
3. Review cautions and when to/reasons to still utilize traditional pharmacy services.



INTRO

- Michael Sparks, MD
- Owner, SparksMD Family Medicine
- Sole Physician DPC

- Why dispense?
- How to dispense?
- Benefits?
- Risks?



What is in-office dispensing

- Dispensing vs Administering
- OTC vs RX Dispensing
- Common medications for DPC



Why consider dispensing

- Convenience
- Continuity
- Medication Adherence
- Transparent, predictable pricing
- Value add



Benefits to Patients

- Saves trips to pharmacy
- Transparent pricing vs PBMs
- Polypharmacy review in real time
- Education
- After hours access
- Value!



Benefits to Practice

- Value add-on for membership
- Keeps care in house
- Stand out from traditional models of care
- Revenue vs net zero



Types of Medications

- Acute Care
 - Antibiotic, Prednisone, Steroid creams, Zofran, etc
 - Rescue inhalers, migraine treatments
- Chronic Conditions
 - Blood pressure, cholesterol, diabetes, SSRI meds
- Non-controlled substances



What you'll need to get started

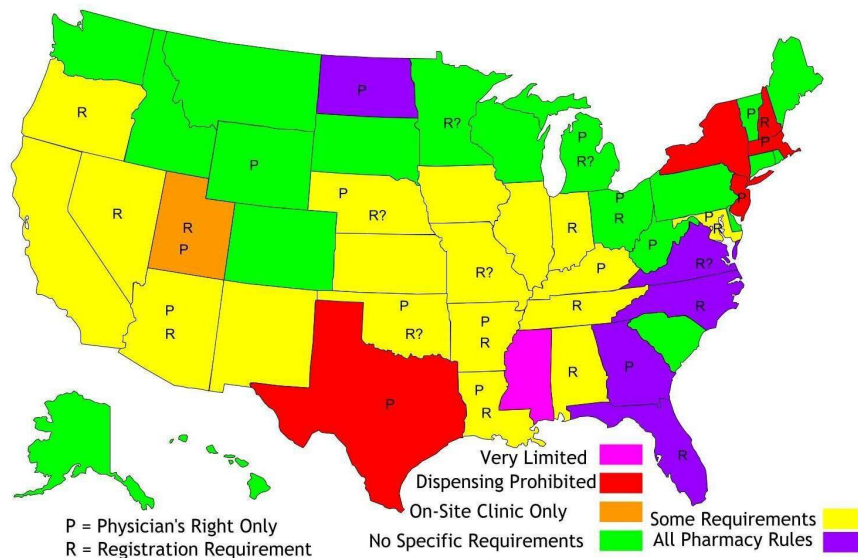
- Legal
- Limit Expenses!
- Basics:
 - Storage
 - Lockable cabinet vs room
 - Counting: Large bottles vs unit dose
 - Labels + Printer
 - Bottles
 - Record Keeping



Legal

- Verify your state rules
 - Registration with state board(s)
 - Requirements
 - Inspections
-
- <https://www.dpcfrontier.com/dispensing-medications>

Physician Dispensing Regulations



What you'll need to get started

- Pill Counter vs Pill Jammer



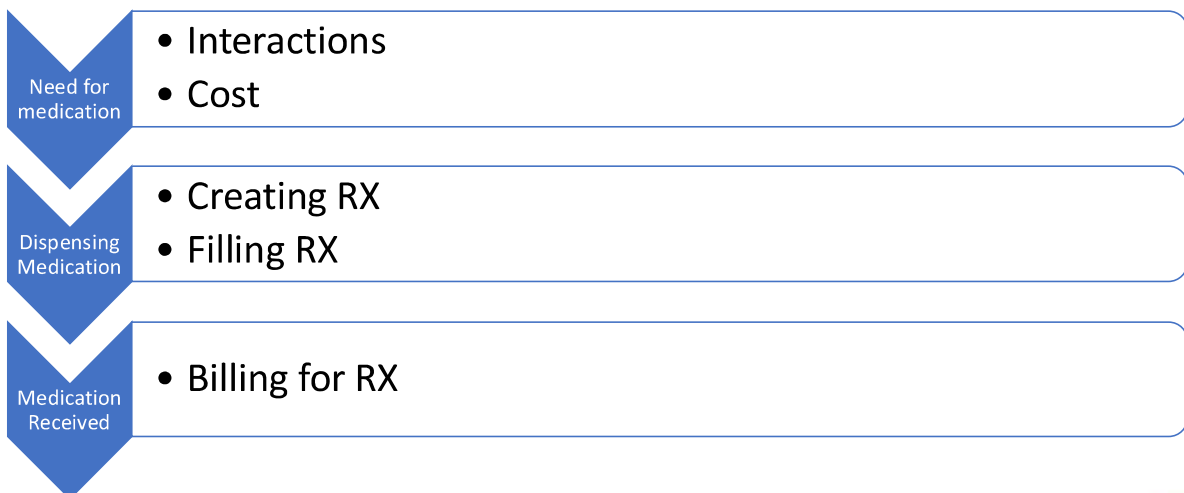


Suppliers / Sourcing

- Many options, pricing variable
- Anda Meds
- IPD
- Bonita
- McKesson



Workflow



Software

- “All-in-one”
- Stand alone systems + eRX
- Need:
 - Inventory management
 - “Written order”
 - Tracking what was filled (NDC, expiration, lot, etc – “who got what”)
 - Billing/Payment Collection



Labeling / Documentation

- Research your state specifics!
- Patient name, DOB
- Medication name
- SIG (Patient facing directions)
- Quantity
- Expiration date
- Physician name and contact information
- Fill record
 - Tracking Lot Numbers, NDC, etc



Pricing + Transparency

- What is your goal, net zero or profit?
- Transparency with your offering – spell it out

Options could be:

- Cost + percentage (% range should come from a study or reliable source)
- Flat Rate+ Cost + percentage
- Some medications may be included in membership
- \$4 list of medications



Best Practices

- Sole physician clinic vs multi + staff
 - Who fills, keeps inventory, updates order
- When to fill maintenance medications?
- Stock only what you use
- Avoid high risk medications
- Staff education + reeducation
- Not a competition with pharmacies
 - Know pricing, volume pricing



Promotion

- Share the wins!
- “How we saved a patient with a UTI hours of her time...”
- Asthma rescue: Keeping child out of the ER with rapidly available / affordable inhaler / medications



Start Small

- Only a few medications to get started
- Start with acute care medications
- Reevaluate frequently



QUESTIONS?

Contact Information

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Live Content Slide

When playing as a slideshow, this slide will display live content

Social Q&A for Intro to In-Office Dispensing: Logistics and Practical Points

