

A Brief Guide to Dispensing Doctors





A Dispensing Doctor is a GP Practice which can dispense medicines to certain patients under specific criteria:

The patient must live more than a 1.6km from a retail pharmacy or the area must be designated as a “reserved location”

The dispensing practice must be situated in an approved [rural] location

The patient must be on the Dispensing Doctor’s dispensing list



The Numbers

Dispensing Doctor Practices 2020*

England	1059
Scotland	92
Wales	76

Dispensing Doctors Prescribe
to all their patients

Dispensing Doctors dispense
to a % of their patients

* Source <https://dispensingdoctor.org/dispensing-practice/dispensing-practice-numbers/>



About Dispensing Doctors

Always rural/market towns

NOT GPs with a pharmacy on site

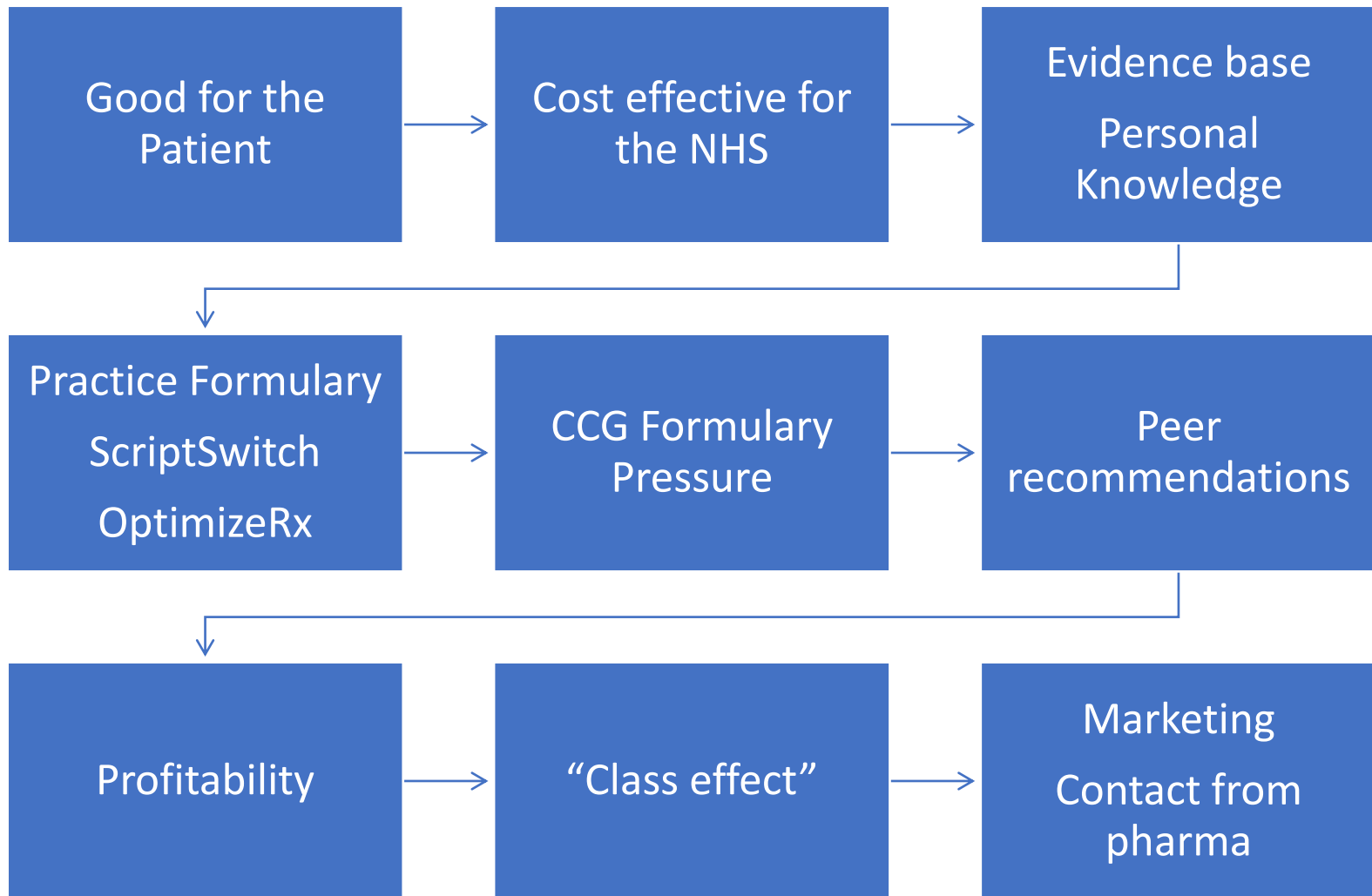
Dispensing NOT usually carried out by a pharmacist

Dispensing can be highly profitable due to manufacturer's discount schemes etc.

Some are opening pharmacies to maintain dispensing rights and for long term protection

Should be run as small businesses

GP Prescribing Considerations





What Prompts a Formulary Review

New clinical evidence

NICE recommendations

Significant price change in therapeutic group

New drugs or new presentations become available

Patent expiry

Advertising/Marketing/Contact from pharma

The dispensing deal changes



The Prescription

A clinical
decision by the
prescriber

Becomes an
invoice for
payment



Control

Dispensing Doctors have some control over what they dispense.



How a Prescription is Reimbursed

NHS Brand List Price or Drug Tariff

Less Clawback [usually] 11.18%

Plus a Dispensing Fee of c£2



The Drug Tariff for Dispensing Doctors

Determines the reimbursement price of most drugs and devices

Determines which medical devices [usually CE marked] are allowable for reimbursement against an NHS prescription



Zero Discount

Where drugs are purchased with no discount from the supplier, Clawback of 11.18% is still taken from the reimbursement of all medicines and devices dispensed by a dispensing doctor.

Therefore medicines purchased with no discount from the supplier are dispensed at a loss of 11.18%



ScriptSwitch and OptimizeRx

Installed on the GP Prescribing System

Database of switches controlled by purchaser

Usually paid for by the CCG

Intervention software at the point of prescribing

Prescriber still has full control

Prescribing choices can be monitored by the CCG



Dispensing Doctor Discounts

Purchase from one of the mainline wholesalers;

AAH, Alliance or Phoenix

Discount usually delivered via reduction of invoice price

Or

Purchased DIRECT from distributor or manufacturer with a discount at the point of purchase



Your Guide to the best Dispensing Deals

Good for the patient clinically

Good [Cost-effective] for the NHS

Total Discount greater than Clawback

Good Delivery Service

Easy to Order

Good Customer Support

Simplicity of paperwork and sign up

Easy for Dispensary Manager to see discount



Support Services from Dispensing Doctor Experts

Profitability Audits online/remote or in person, on site

Bespoke on site or online training

Online learning modules

Access to our webinars

Fighting a pharmacy application or rurality challenge

Helping you open your own pharmacy

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