

# Drug Tariff, dm+d, Ghost Prescribing and Ensuring Correct Reimbursement

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# Price Concessions/Generics ABOVE Drug Tariff/Generics NOT Listed in the Drug Tariff

**DON'T PANIC!**

**Revisit the slides as part of your learning**

**[If I owe you slides, please do email me and remind me!]**

**One to one training always available**

# Price Concessions/Generics ABOVE Drug Tariff/Generics NOT Listed in the Drug Tariff

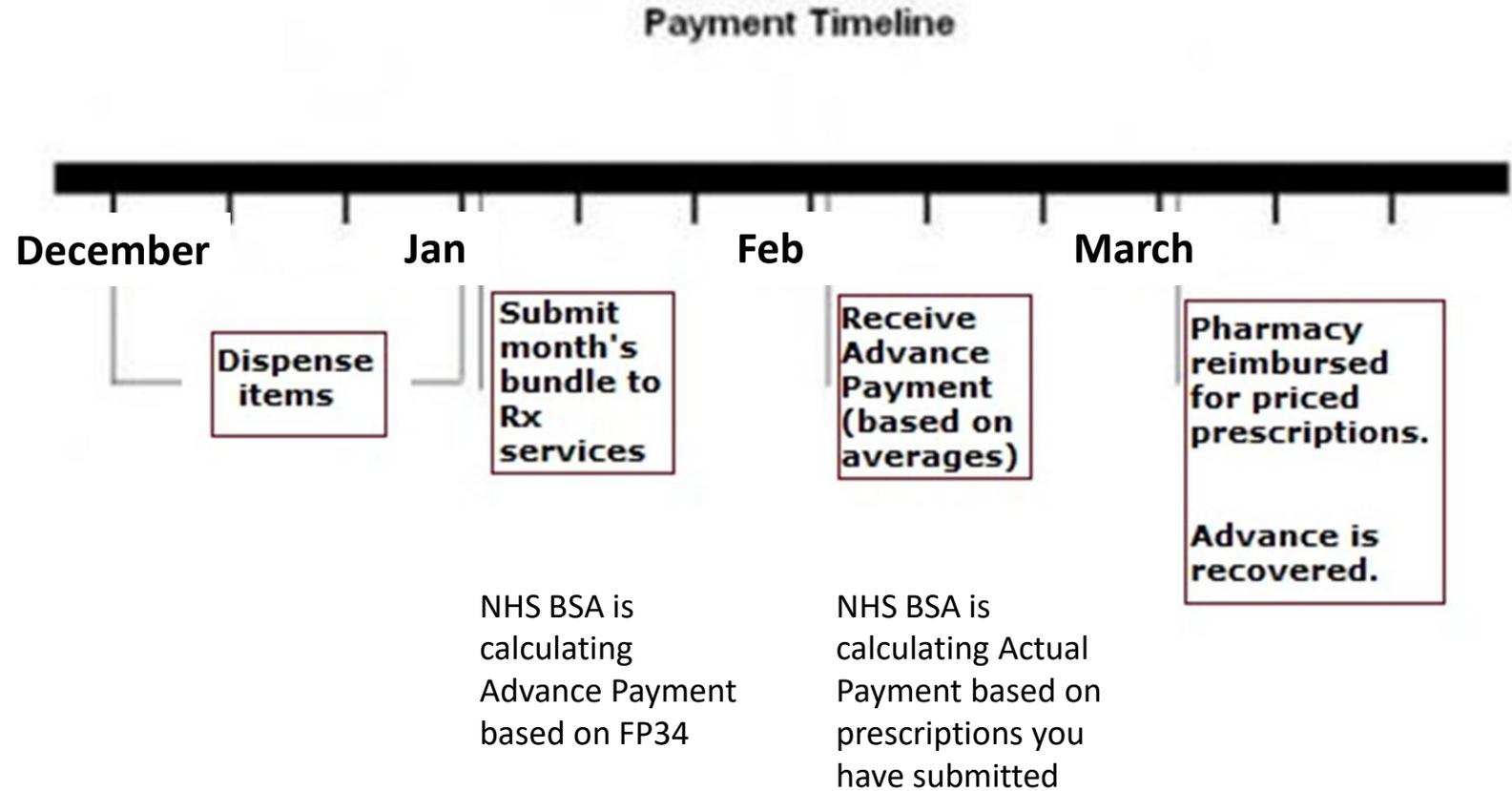
**Reflective learning – what happens in YOUR Dispensary**

**One size doesn't fit all**

**Are your SOPs fit for purpose in this area and are they regularly looked at**

**Would a new member of staff know what to do?**

# Payment Timeline for Dispensing Practice



**Some data in real time [Drug Tariff/dm+d], some delayed [openprescribing.net your PCSE Payments and statements]**

# A Complex Area...

Do you understand the relationship between PCSE, openprescribing.net, ePACT, the Drug Tariff and the Dictionary of Medicines and Devices [dm+d]?

Is this part of your Dispensary [Business] Manager's current role?

## The Drug Tariff and dm+d Relationship

The Drug Tariff defines the reimbursement price of most medicines/devices

Dm+d WILL override Drug Tariff depending on how the prescription is written

# What Does “Endorsing” Mean?

This is where Endorsements are written

Endorsements	<p>Main Body of Prescription</p> <p><b>Get THIS part right and endorsement is mostly irrelevant</b></p>	Office use
<p>Signature of Doctor  Date 5/11/25</p>		

For NHS BSA Use Only

# Price Concessions/Generics ABOVE Drug Tariff

**The problem – Generics ABOVE Drug Tariff minus Clawback**

**Remember on low-cost generics the Dispensing Fee is still over £2 per item**

**Time and motion?**

**Find a solution which works for you**

**Net Prices below Drug Tariff minus Clawback 11.18%**

# Price Concessions/Generics ABOVE Drug Tariff

The solution[s]?

Check purchase [net] price before ordering and check vs Drug Tariff? [Is this practical or even doable, i.e. Retrospective Rebates]

Use a Cascade system – Dispensary Market, [other cascade systems available]

Use a net price supplier [prices shown compared to Drug Tariff?]- Clarity, Bestway/Lexon, Sigma etc

Do nothing – remember on low price generics dispensing fee makes up the loss – how many items are you dispensing? ***[not really an option!]***

**Do you have a system in place or even need one?**

# Price Concessions/Generics ABOVE Drug Tariff

The Price Concession system highlights generics NOT available at or below Drug Tariff Price [ Community Pharmacy England] so that Dispensing Contractors don't lose out...

# Openprescribing.net – worth having a look at YOUR data

## Projected cost breakdown for October 2025

Change date ▼

These are projected costs, produced by combining drug tariff and price concession data for October 2025 with the latest available prescribing data for August 2025.

Actual costs are estimated from the Net Ingredient Cost by applying the [appropriate discounts](#).

Show  entries

Search:

Presentation	Quantity (Aug 25)	Normally costs	This month's extra cost
Indapamide 2.5mg tablets	4,032	£81	£710
Fexofenadine 180mg tablets	5,036	£199	£553
Progesterone micronised 100mg capsules	7,020	£502	£397

Look at YOUR  
Practice data on  
openprescribing.  
net!

# Price Concessions applied *automatically* to generic prescriptions

Ibuprofen 600mg tablets	84	£6.34
Indapamide 2.5mg tablets	28	£5.49
Irbesartan 150mg tablets	28	£1.29
Itraconazole 100mg capsules	15	£6.80

The Concession Price was £5.49 for October 2025

Concession list is a good starting point, but not always a “full” list google Price Concessions CPE

# Example; Indapamide 2.5mg Tablets

The Drug Tariff price October 2025 was £0.70!!  
**[and is still 70p in November 2025 Drug Tariff]**

Indapamide 2.5mg tablets

28

70 Δ A

# Example; Indapamide 2.5mg Tablets

The Drug Tariff price Oct 2025 was £0.70

The Concession Price was £5.49

**What is/was your current purchase price?**

# Dm+d Browser Portal AMPs



Actual Medicinal Product (AMP)	Supplier	Virtual Medicinal Product (VMP)
<a href="#">Indapamide 2.5mg tablets</a>	Accord-UK Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	Niche Generics Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	Almus Pharmaceuticals Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	Zentiva Pharma UK Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	Alliance Healthcare (Distribution) Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	A A H Pharmaceuticals Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	Medihealth (Northern) Ltd	<a href="#">Indapamide 2.5mg tablets</a>
<a href="#">Indapamide 2.5mg tablets</a>	RX Farma	<a href="#">Indapamide 2.5mg tablets</a>

Dm+d Browser  
Portal  
AMPs

Actual Medicinal Product (AMP)

# Indapamide 2.5mg tablets (Almus Pharmaceuticals Ltd)

Dm+d overrides Drug tariff IF medicine is ordered by the prescriber as a specific manufacturer or supplier version of the generic.

**NOTE the descriptor used above**



# Dm+d Browser Portal



Actual Medicinal Product (AMP)

## Indapamide 2.5mg tablets (Almus Pharmaceuticals Ltd)

### Actual Medicinal Product Pack (AMPP) Information

Pack Size	Indicative Price	Discontinued
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<a href="#">28 tablet</a>	698	
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**Dm+d overrides Drug tariff IF medicine is ordered by the prescriber as a specific version of the generic – current reimbursement £6.98**

# Dm+d Browser Portal



## Indapamide 2.5mg tablets 28 tablet

[Drug Tariff information](#)

[Codes](#)

[Parent products](#)

[Further links](#)

### Drug Tariff information

Pack size and UOM	28 tablet
Drug Tariff payment category	Part VIII A Category A
Drug Tariff Price	Start Date
70	01-10-2025

**Dm+d does NOT override Drug Tariff IF medicine is ordered by the prescriber as a generic – reimbursement is currently £0.70**

## Price Per Unit [PPU]

**Price Concession overrides Drug Tariff IF price concession is in place – current reimbursement £5.49**

**Dm+d overrides Drug Tariff IF medicine is ordered by the prescriber as a specific version of the generic [Almus] – current reimbursement £6.98**

**Price Per Unit is  $£6.98 / 28 = 24.9p$  per tablet**

**Dm+d does NOT override Drug Tariff IF medicine is ordered by the prescriber as a generic – reimbursement is currently £5.49 [Concession Price]**

**Price Per Unit is  $£5.49 / 28 = 19.6p$  per tablet**



# “Ghost Prescribing”

**Ghost-branded generics** are generic items which have unintentionally been prescribed with a manufacturer name. For example, *Naratriptan 2.5mg Tablets* is the correct generic name; a ghost-branded version is *Naratriptan 2.5mg Tablets (Teva UK Limited)*. When an item is prescribed generically, the dispenser is reimbursed at the price in the Drug Tariff; but when a manufacturer is stated, the reimbursement price is usually more expensive. [Read more in our FAQ.](#)

The definition of Ghost Prescribing



# “Ghost Prescribing”

## Ghost-branded generics

**New:** many practices are mistakenly prescribing generics as if they are brands. See a list of generics that may be affected [here](#).  may be paying at least **£1,352** more than necessary this month.

Go to [openprescribing.net](http://openprescribing.net) and you can search up your practice to find out savings and the impact of price concessions...



# Price Per Unit/Ghost Prescribing

Presentation	⇅	Possible savings <a href="#">?</a> ⇅	PPU <a href="#">?</a> ⇅	Drug Tariff PPU <a href="#">?</a> ⇅
Letrozole 2.5mg tablets		£794	£0.97	£0.12
Morphine sulfate 10mg/1ml solution for injection ampoules		£147	£1.55	£0.45
Fexofenadine 180mg tablets		£98	£0.19	£0.17
Desogestrel 75microgram tablets		£89	£0.04	£0.03
Bumetanide 1mg tablets		£77	£0.13	£0.10
Sitagliptin 50mg tablets		£59	£0.48	£0.13
Trihexyphenidyl 2mg tablets		£59	£1.49	£0.96
Progesterone micronised 100mg capsules		£38	£0.17	£0.16
Sitagliptin 100mg tablets		£27	£0.42	£0.23

This practice no Ghost Prescribing of Indapamide 2.5mg tablets

“Savings”

## Savings on individual presentations

Every month, we identify the biggest cost saving opportunities for [REDACTED]. We also indicate cheaper options, based on what others have prescribed.

£13,799

The **theoretical maximum** of savings this practice could have saved this month through prescription switches. [Read more...](#)

Go to [openprescribing.net](http://openprescribing.net) and you can search up your practice to find out savings and the impact of price concessions...



# “Savings”

Presentation	↕	Possible savings in month ? ↕	PPU ? ↕	Target PPU ? ↕	Quantity ? ↕	Formulation swap ?	↕
Beclometasone 100micrograms/dose / Formoterol 6micrograms/dose inhaler CFC free		£1,544	£26.73	£15.85	142	-	
Letrozole 2.5mg tablets		£876	£1.03	£0.12	963	-	
Felodipine 10mg modified-release tablets		£514	£0.16	£0.07	5,691	-	
Omeprazole 10mg gastro-resistant capsules		£427	£0.21	£0.03	2,334	Gastro-resistant capsule / Gastro-resistant tablet	
Topiramate 50mg tablets		£362	£0.42	£0.03	930	Oral capsule / Oral tablet	
Blood glucose biosensor testing strips		£358	£0.18	£0.12	6,100	-	
Felodipine 5mg modified-release tablets		£333	£0.13	£0.08	6,293	-	
Latanoprost 50micrograms/ml eye drops		£320	£3.07	£0.74	138	-	

# “Price Concessions”

## Price concessions cost

We estimate that in **October 2025** price concessions for out-of-stock medicines will cost [REDACTED] an additional

# £4,195

See the full breakdown of this estimate, view costs for other months, and sign up for alerts on the [price concessions dashboard](#).

Go to [openprescribing.net](https://openprescribing.net) and you can search up your practice to find out savings and the impact of price concessions...



# “Price Concessions”

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Sign Up!

## Sign up for alerts or updates

Get monthly alerts highlighting where you are an outlier, or have suddenly changed ([example](#)).

Go to [openprescribing.net](https://openprescribing.net) and you can search up your practice to find out savings and the impact of price concessions...



## Ensuring Correct Reimbursement Avoiding Losses

If you choose [for whatever reason] to prescribe a specific brand/manufacturer of a generic, then do it correctly.

Hopefully, you were on our webinar with Mark Gibbon of NHS Prescription Services last week.



Category A generic prescription

Mostly NO  
Endorsement  
Required

Endorsements	<b>Indapamide 2.5mg tablets x 28</b>	Office use
Signature of Doctor		Date 26/10/25

Reimbursement  
based on Price  
Concession  
£5.49

NOT Drug Tariff  
Price



Any licensed indapamide 2.5mg tablets can be dispensed

“Branded” prescription as specific manufacturer requested by the prescriber

Mostly NO  
Endorsement  
Required

Endorsements	<b>Indapamide 2.5mg tablets [Almus Pharmaceuticals Ltd] x 28</b>	Office use
Signature of Doctor 	Date 26/10/25	

Reimbursement  
based on **Almus**  
**dm+d Price**

**£6.98**



**ONLY Almus indapamide 2.5mg tablets can be dispensed**

# Bespoke One to One Sessions

What do you need help with?

PCSE?

Profitability or where to purchase from?

Processes?

Controlled Drugs?

Come to the experts for advice



Any  
Questions?

- Any further questions can be sent to [contact@dispensingdoctorexerts.co.uk](mailto:contact@dispensingdoctorexerts.co.uk)

