**What would you do with an extra $25,000 / $50,000 / $100,000 per year?**

**PROBLEM:**

1) Are you fed up with declining insurance reimbursements?
2) Is your overhead increasing year after year with no end in sight?
3) Are you seeing more patients to maintain the same income?

**LOOK BELOW FOR YOUR SOLUTION**

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**Healthcare Trends**

In today’s challenging healthcare environment, medical practices struggle as they face lower insurance reimbursement, more regulations, and other increasing costs to provide medical care. Rising costs have forced many medical providers to evaluate other profitable ancillary products and services to complement their core practice.

Medical providers already looking may have found that the decision to include some of these services can be expensive at a time when they are facing a financial crisis.

We want you to know there IS a choice!

MedX Sales can help your office enhance a patient’s overall in-office experience and level of care while saving them time. You will improve your practice profitability, **WITHOUT** large upfront costs or unreasonable ongoing program fees.

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Providing Physicians with Solutions to Increase Income and Enhance Patient Care™
Industry Overview and Proposed Solution:

Over the past decade, the healthcare industry has seen a dramatic increase in operating expenses and declining revenues and there is no end in sight. Physicians are working longer hours and treating more patients in an effort to earn the same income as in prior years. As this trend worsens every year, medical practices all over the country are realizing that they face a financial crisis.

MedX Sales has a solution:

1. In-Office Pharmaceutical Dispensing
2. Urine Toxicology Screening (Information available in separate materials.)

In-office pharmaceutical dispensing is a popular ancillary service you may have heard of, you might even know other practices who offer this service. Why are you not dispensing? Do you have unanswered questions or concerns?

In the following report, we will cover Physician Dispensing; answer many of the common questions that physicians and practice managers often raise, and hopefully help you get closer to making a decision whether in-office dispensing might fit in your practice.

In-Office Pharmaceutical Dispensing

MedX Sales Program Highlights

- No Out-of-Pocket Costs
- Dramatic Increase in Practice Income
- Numerous Patient Advantages
- Open Formulary
- Saves Staff Time
- No Long-Term Contracts

Common Questions

What is point-of-care dispensing?
Point-of-care dispensing is when the physician directly provides medication to their patient instead of handing their patient a prescription to take to a pharmacy.

What level of income can I expect?
Physicians can expect to generate $25,000 to well over $100,000 per year in additional income without having to see one additional patient. This amount will vary depending upon the number of patients seen per day and individual prescribing patterns.

How much time will it take to dispense?
It literally takes less than one minute to dispense medication to a patient with no additional staff time necessary to process insurance claims. In addition, your staff will now save countless hours a day not having to deal with pharmacies placing or verifying patient prescriptions.

Can our patients use insurance?
For patients with pharmacy benefits, often the better and sometimes more profitable solution is the cash/carry program. However, with MedX Sales, you have a choice. With our Billing Scripts™ program, your practice can also adjudicate claims for both commercial and Medicare insurance.

Are there any start-up costs?
MedX Sales does not charge fees for the majority of its dispensing programs. Necessary supplies including a bar code scanner, laser printer and initial supply of pharmacy paper will be provided at no additional cost with a $1,500 initial order, a $500 value. With the cash and carry program, the patient pays for the medication at the point of sale, covering medication costs plus profit, allowing the practice to pay the medicine invoice when it is due with no out of pocket expense. With our Billing and Funding programs (workers compensation and personal injury protection (PIP)), MedX additionally provides the equipment at no cost to the practice.

A lockable cabinet is required if you don’t already have one.


Will I have to bottle my own medication?
All your medications will arrive in a safety sealed pre-labeled unit of use bottle that is ready to dispense directly to your patient.

Is dispensing medicines even legal?
The short answer is that out of all 50 states, Utah is the only state that currently outlaws dispensing completely.

In 44 out of the 49 remaining states in the U.S., it is absolutely legal for physicians to dispense.

Five states impose various restrictions on in-office dispensing, ranging from separate dispensing license requirements for dispensing providers to limiting profit margins on medications dispensed. The five states carrying additional restrictions are:

- New Jersey
- New York
- Massachusetts
- Montana
- Texas

If your practice is in one of these states, you should check the legal restrictions that specifically apply.

Generally, a physician’s medical license grants the right to dispense medications to patients, although state and Federal laws do require that dispensed drugs be properly labeled, packaged, reported and stored at the practice.

We can point out resources to help you determine the laws and regulations for your state; however, it is the responsibility of the medical practice to follow all laws and regulations of the state where your practice is located.

Who else is doing this?
Many years ago most physicians dispensed their own medications.

With the rise of modern pharmacies most moved away from it.

Modern technology, primarily high speed computers and fast data connections, have allowed S.A.S (Software As a Service) solutions to be developed that simplifies reporting and medicine management requirements.

The dispensing practice of today spends only a fraction of the time spent by their counterparts only 5 years ago.

For this reason, point-of-care dispensing is actually growing quite rapidly today, but the fact that it is still early in the adoption cycle may have kept it “under the radar” for many physicians.

According to a recent survey by Advanstar Research, dispensing is one of the three ancillary services most frequently offered by primary care physicians in the U.S. (36 percent) along with lab services (38 percent) and radiology (34.2 percent).

Patient Benefits

Patient Convenience – This is the most obvious benefit of providing an in-office dispensing program. Patients appreciate receiving medications in the physician’s office in order to avoid a trip to the pharmacy and waiting for their prescription to be filled. Besides travel time, wait times at many pharmacies can be 30-60 minutes. Getting their medication from you is especially meaningful for patients who are suffering acute sickness or pain, or are dealing with young children or the elderly.

Comparatively, practices that have optimized a full-featured dispensing solution can dispense a patient’s prescription in less than two minutes. Your patients will thank you!

Many practices implement dispensing services for this reason alone as a means to stand out among other providers. In fact, a number of practices have told us that while the additional revenue is most welcomed, the main objective and benefit of the program was patient satisfaction, period.

Increased Compliance and Accuracy – In-office dispensing ensures the roughly 30% of patients who don’t fill their prescriptions get the needed medication resulting in better patient outcomes. In the case of workers compensation patients, there is no longer a need to wait 2-3 days for insurance verification to receive their medication.

Increased Safety – Up to 5% of patients who receive medication from a pharmacy receive incorrect dosages or cross-contaminated medication because of pharmacist error. In-office dispensing virtually eliminates such errors.

Increased Comfort and Confidentiality – For some patients who are sensitive about privacy of their illnesses and medications, the confidentiality of receiving their medication at the medical office is another major plus.
Impact on Office Staff

Physician offices are already busy. With the increased pressures on office staff and the difficulty in finding and retaining highly qualified personnel, physicians can understandably be concerned about their staff’s perception that dispensing is one more thing to do. These concerns are valid and stem from knowledge of earlier dispensing systems where just getting paid was an ordeal.

Computers and the Internet – The key to efficient handling of dispensing services in a manner that minimizes staff impact is understanding workflow and technology, in particular computers and highly secure internet connections. In fact, technology improvements in point of care in-office dispensing are a primary reason of the escalation of dispensing practices over the last 5 years. The MedX Sales dispensing programs are all internet based and provide specialized dispensing support from any web enabled computer in the office minimizing input from any single staff member.

Real-time Claim Adjudication – For physician offices adjudicating insurance claims through Medicare, private commercial insurance or workers compensation, real-time claims adjudication is an important feature of leading technology based service providers. The MedX Sales web-based software requires minimal information to adjudicate claims in seconds returning to the user information on the co-pay amount, if any, and the amount to be reimbursed to the practice from insurance. This is a significant reduction of staff time from earlier dispensing systems.

Fewer Inbound Calls – Many physician offices find dispensing actually saves time by eliminating many of the pharmacy calls into the office. The average dispensing practice can turn 40% to 60% of their script writing into in-office dispensing. How much time can your office save by reducing these calls by 40 to 60 percent?

Supply Chain Management

Inventory Management – Proper inventory management is critical to insure you have the medicines on hand when a dispensing opportunity arises. Inconsistent inventories reduce your practice profitability and patient confidence in your dispensary. In the end, poor inventory control will cause the ultimate failure of your dispensary. MedX Sales software is designed to help insure proper medicine inventories are always on hand.

Multiple Repackagers – The best inventory controls cannot overcome supply issues related to repackagers that either run out of a medication or stop carrying them all together. MedX Sales works with multiple DEA licensed pharmaceutical repackagers allowing us to move supply channels from one repackager to another whenever it is necessary to insure your dispensary never runs short of needed medications.

Financial Impact

Program Start Up Costs and Fees – Many dispensing service providers charge hefty up-front fees just to get started. It is not uncommon to see start up fees as much as $5,000. Companies charging these fees will try to tell you that the best service and training come at a price. Don’t buy the hype, it’s just not true. The MedX Sales dispensing program does not have up-front costs for the majority of its programs, allowing your practice to be profitable within days of adding dispensing to your practice.

Cash and Carry Income Example – If you see 80 patients a week and write an average of 1.5 prescription per patient, and capture 60% of these through your dispensary, this would equate to an increase of over $22,000 in net profit at $6 profit per script without seeing one additional patient or making a capital investment to generate that income.

Workers Compensation Profitability – Workers Compensation profitability can be significantly more than from cash and carry or Billing Scripts™ programs. Please consult with your MedX Sales independent consultant for more information and to request a proposal for your practice.

Cash and Carry Dispensing Programs

Program Highlights

• Point-of-care cash and carry dispensing focuses on the generic equivalent of the top 15 to 25 drugs a physician ordinarily prescribes to their patients.

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2 Payer participation in point-of-care dispensing – both government and private pay – varies from plan to plan and state to state.

3 Billing Scripts™, our program for adjudicating Medicare and commercial carriers, has a small start-up cost.

4 Calculations based upon average practice. Your experience may vary depending on practice size, specialty, the location of your practice and the practice’s ability to sell the program.
With cash and carry dispensing, daily income and cash flow increases and there is no need to adjudicate an insurance claim or to wait for receivables.

- The generic drugs, offered by MedX re-packagers, are approved by the FDA, have the same active ingredients, and are identical in quality, strength and safety of the brand name drug equivalent with the major difference being low price.

- Currently, 72% of all drugs filled by pharmacists are generic drugs and this number is expected to reach 80-85% in the coming years as brand name drug patents expire. Now is the time to participate in this growth.

- MedX offers the industry leading web-based software which provides a complete management solution for your dispensary.

- Having a dispensing solution means there is no need for your staff to spend countless hours on the phone with patient pharmacies verifying prescriptions or authorizing refills.

**How it Works**

Instead of handing your patient a script, you actually dispense their medication to them. Upon handing the medication to your patient, you either collect the regional cost of the medication or accept your patient’s prescription card co-pay which today averages $10 – $20. You can make a 200 – 300% return on the average cost of the medication. Best of all, dispensing **takes less than one minute** and there is **no insurance claim to process**.

**Billing and Funding Dispensing Programs**

**Program Highlights**

- These additional and optional programs add new income streams to increase practice cash flow while providing a higher level of patient care.

- The MedX billing and funding solutions include programs for Medicare, Workers Compensation, Personal Injury Protection (PIP) in no fault states and third party insurance claims.

- MedX incorporates the industry leading web-based software with a real-time billing module which provides a complete pharmacy billing solution you’re your dispensary.

- The MedX billing and funding solution includes extensive reporting for each claim, cash management, reconciliation, audit services and a help desk that assists with resolving any issues.

**How it Works**

A physician dispensing medications using one of our billing & funding solutions is compensated based on the reimbursement schedule for that program. It is not unusual for a practice to earn over $100,000 or more in additional income per year by utilizing one or more of our billing models.

**Conclusion**

For medical practices looking to add ancillary programs that improve practice profitability and improve patient care and satisfaction, the MedX Sales **cash and carry** and **billing and funding** in-office physician dispensing programs do so with minimal initial investment on the part of the practice.

**Give MedX Sales a try!**

- MedX Sales pharmaceutical dispensing is simple, easy and profitable.
- If you have multiple locations, you need MedX. Our company provides solutions to your dispensing program from inventory controls, billing and funding, training, IT and customer service support, and much more.
- No long term commitments or contracts.

**Trust the experts!**

**Deciding not to begin dispensing in your practice is already costing you money. How long will you wait before you stop the cash flow from leaving your office every day in the form of paper prescriptions to the Pharmacy? Contact your independent MedX Sales consultant today to get started.**
“My name is Jeff Dodson, your MedX Sales Independent Consultant. Please contact me to learn how to get started with any of our In-Office Physician Dispensing or Urine Toxicology Programs and dramatically increase your practice income today.”

About MedX Sales

MedX Sales Ltd., is an entrepreneurially spirited organization located in a suburb of Akron, Ohio. MedX has independent consultants nationwide focused on providing simple, easy and profitable solutions to physicians.

The MedX management team collectively has over 60 years of highly successful experience in executive sales, marketing, business development, and management.

MedX, through our business affiliates, provides the highest quality, FDA approved medications in pre-packaged containers along with software and billing models to provide a complete turn-key solution to all types of physician practices as well as large clinics and surgery centers.

MedX represents trusted suppliers of pre-packaged medications whose facilities are overseen by the FDA and DEA governing bodies to ensure and maintain strict quality control standards. MedX re-packagers have specifically designed rooms for handling Penicillin and Cephalosporin to ensure there is no cross contamination.

MedX is committed to all its customers through its exceptional customer service and support.