



POP Medical offers a point of care pharmaceutical dispensing program that is a convenient and cost effective method for supplying your patients with the medications they need at the time of their office visit.

DISPENSING OVERVIEW

Many practices today are writing more prescriptions than they are ordering labs and x-rays, etc. Yet these scripts generate no revenue to your practice. POP Medical's physician dispensing model enables you to preserve the entire treatment process within the practice, improve compliance, and enhance the "trust factor" that inherently comes with a full-service practice.

Key benefits include:

- Continuity and quality of care
- Improved patient outcomes
- Enhanced revenue stream
- Seamless and efficient turn-key operation
- NO startup cost

National averages indicate that physicians write 2 prescriptions per patient visit and see 20 patients a day. Patients then take those prescriptions to a local pharmacy for fulfillment. POP Medical enables physician's practice to fill most prescriptions in the office thereby generating significant new revenues for the practice and providing a tremendous service to its patients.

Our solution covers name brand and generic drugs. Using the turn-key Dispensing Solution program, the practice is furnished the prepackaged medication and sells it to the patient for the patient's co-pay. Using the averages stated above, this program could generate between \$150- \$200 per physician per day in PROFIT.

DISPENSING BENEFITS

SAVE YOUR PATIENTS TIME AND MONEY: Patients who are sick, in pain, post-op, or simply too busy will appreciate the convenience and security that comes with receiving their medications directly from their healthcare provider. This program also offers your patients a time-saving alternative to long waits at the pharmacy.

INCREASE INCOME: Medication dispensing is a significant way to generate additional income for your practice. With net revenue ranging from \$5-\$10 per prescription dispensed for our model, an active in-office dispensing program can strengthen your practice's bottom line.

IMPROVE TREATMENT COMPLIANCE TO IMPROVE PATIENT OUTCOMES: AARP studies suggest as many as 30% of all prescriptions go unfilled each year. In-office medication dispensing ensures your patients have their medications in hand before they leave your office.



GROWING TREND

Declining reimbursement rates and the emergence of consumer driven healthcare is leading doctors to explore ancillary services designed to heighten the patient experience and capture revenue that has been traditionally referred outside of the practice.

Practices across the nation have made the decision to offer a dispensing option because it is easy to implement, cost effective, and offers a differentiation from other practices.

Manhattan research projects an estimated increase of 10-20% in dispensing among all physicians nationwide in the next 3-5 years.

PATIENTS TO DOCTORS: “Save me a trip to the pharmacy!”

In a recent national study, three out of four Americans said they would have their prescription filled in their doctor's office instead of a pharmacy if given the choice. Improve your patient satisfaction and enhance your revenue with our in-office pharmacy program.

OUR SOLUTION

Provides a point-of-care dispensing solution for prepackaged medications, both name brand and generics. Applying innovative technology and pharmacist verified system, we enable staff members to give patients medications quickly and safely at the point-of-care.

By creating a practice specific formulary, we have flexibility to meet your dispensing needs. Utilizing bar-code technology, a pharmacist verifies the medication for each bottle dispensed. Once verified by our pharmacist, a patient-specific label and education sheet is created.

Our system is fully secure, approved by the NC Board of Pharmacy, and HIPAA-compliant, while allowing you to do the following:

- Track patient utilization and dispensing history
- Complete real-time inventory management
- Receive monthly, custom reporting
- Automated inventory control based on preset min-max inventory controls

POP Medical offers a seamless turn-key program that includes real time insurance adjudication, pharmacist verified, and claims processing. Electronic adjudications allows the ability to electronically submit and receive payment from virtually any insurance company including Medicare and Medicaid, much the same way a pharmacy does today.

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