

# Bringing Value to the Pharmacy Buyer Role

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## Learning Objectives



At the completion of this activity the attendee will be able to...

- Identify ways to reduce costs
- Discuss Inventory Management
- Explain how to create relationships with Clinical staff
- Identify ways to become more Visible
- Explain how to discuss important information with Pharmacy staff

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## Question:

What is something that you do in your current role to help your company?



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## Reduce Cost and Increase Revenue



- Reverse Distribution practices
- When to Use Premix vs Compounding
- Pre-pack vs unit dose
- Replacement programs
- Consignment

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## Identify Additional Savings



- Understand GPO agreements
- Letter of Participation (LOP)
- Individual Agreements
- Special pricing

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## Inventory Management

### Know your Inventory



- Know your inventory
- Use your Automatic Dispensing Cabinet (ADC) Machines to your advantage
- Identify Stale inventory
- Run Inventory Reports

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## How to Build a Positive Relationship with the Clinical Staff

- **Work to Understand the Clinical Role**

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## Build a Positive Relationship with the Clinical Staff

Clinical Pharmacists' responsibilities are to help prevent unnecessary drug therapy, readmissions, and medication errors, to name a few.

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## How to Build a Positive Relationship with the Clinical Staff

- Work to Understand the Clinical Role

- **Offer your assistance**

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## Build a Positive Relationship with the Clinical Staff



Helping your clinical staff with things like, Shortages, Drug pricing, and availability can help add value to your role as a Buyer.

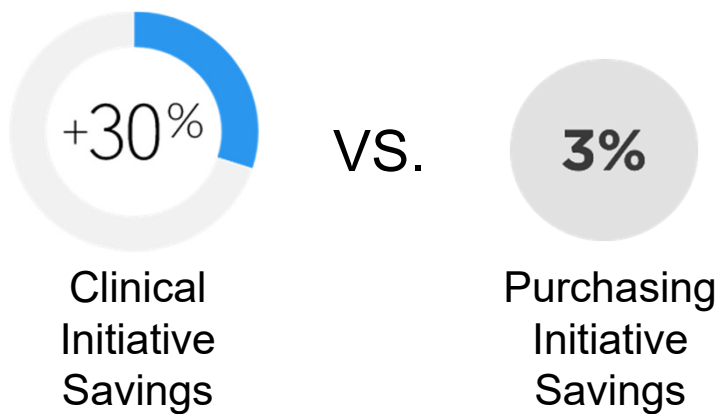
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## How to Build a Positive Relationship with the Clinical Staff

- Work to Understand the Clinical Role
- Offer your assistance
- **Collaborate**

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## Build a Positive Relationship with the Clinical Staff



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**Question:**

What is something that you do in your current role to help your company...

**Who knows about it?**

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**Pharmacy Buyers**



What my mom thinks I do.



What my boss thinks I do.



What I think I do.



What I actually do.

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## Be Visible

When you are looking to get ahead or to get recognition,  
**Being good at your job is sometimes not enough.**



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## Be Visible

- 1) Identify your most visible process(es)
- 2) Build relationships
- 3) Speak up

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# Communicating with Pharmacy Staff

EMAIL



POST



SHARE



TALK

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## References

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## Question:

What is something from this discussion that you will bring back to your company to make yourself more valuable or something that you already do?

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## Audience Discussion/Q&A

- Is there something that you do that you would like to share?
- What is something new that you learned?

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