



Medicine · On · Time[®]

— The Dose —



**We Simplify
Medication Management**



August 2016



Brand New Look, Same Proven Solutions



We're freshening-up our brand and are excited to hear what you think! We have launched a new website and are redesigning the way we present ourselves to the world.

It's an exciting time to be part of our innovative company and there are more updates ahead. As we enter into the remaining half of the year, we are reflecting on the progress made so far and continue to strive for providing the best medication adherence solutions. Our redesigned newsletter is one of the many steps we are taking to keep you informed, offer tips for your staff and keep you updated on the ever-changing regulations in each state.

In the coming weeks, we will invite all of you to join our marketing roundtable. We want to be the best partner we can be to assist in the growth of your business.

We Are Hiring!

Medicine-On-Time is looking for a new
Customer Support Representative!

Position Available: Customer Support Representative

Medicine-On-Time is now accepting résumés
for a Customer Support Representative!



Ideal candidates will have:

- Hands-on Medicine-On-Time software and hardware experience in a pharmacy setting
- A strong knowledge base of computer technology, components and troubleshooting issues with computers
- Willingness to educate and train customers on the Medicine-On-Time software
- Ability to offer efficiency solutions to the pharmacy workflow process
- Ability to handle multiple tasks at one time including high volume customer support calls with a rotating schedule
- Education level: Associate Degree or higher

Interested candidates should e-mail their résumé to:
michael@medicineontime.com

We look forward to hearing from you!



Eliminate Risk

Ensure Your Multi-Dose Packages Are Compliant



One step toward eliminating risk in your pharmacy is ensuring multi-dose packages are compliant with USP regulations. Here, we've simplified two of the most important USP regulations along with providing insights into Medicine-On-Time's software.

Defining Compliance Packages

Compliance packages are defined in the USP (U.S. Pharmacopeial Convention) standard as regulation <661>. Regulation <661> is listed as: Containers, Plastics PF 32(4) Customized Patient Medication Packages (CPMP) on page 1176.

A CPMP, or multi-dose package, is a package prepared by pharmacists for a specific patient, comprising a series of containers. A pack contains two or more prescribed solid, oral dosage forms. Medication packs are labeled to indicate the day and time contents should be taken within each container.

USP Standard <661>

According to the USP Standard <661>, multi-dose packages must also comply with regulation <671>: Containers Permeation. This regulation states how the CPMP must meet moisture permeation requirements for Class B containers. Multi-dose packages must be airtight and have no openings on the container's edges to prevent moisture from seeping into individual dose cups.

From a regulatory standpoint, all state Boards of Pharmacy have either adopted the USP Guidelines for CPMP word-for-word or have added to the USP's <661> regulation. State Boards of Pharmacy have created a modified version of regulation <671> for their specific state Board.

Your Advantage with Medicine-On-Time

Medicine-On-Time ensures patient safety and regulatory compliance by adhering to the USP's standards.

When marketing the Medicine-On-Time program, know your competition and make sure your customers are informed about Medicine-On-Time's advantage for patient safety and regulatory compliance.

All multi-dose blister packages are not compliant with these important regulations. It is critical to know which multi-dose packages are compliant with USP standards and which are not when selecting a multi-dose service for your customers. Your business will avoid fines by complying with USP standards.

Record Keeping Requirements

Record keeping requirements are often overlooked by many pharmacists until it's addressed in a surveyor's inspection. It is important to note how Medicine-On-Time's software has data recording capabilities to assure you're updated on record keeping requirements.

Medicine-On-Time's software will generate a printable USP record keeping report that can be presented to surveyors.

Contact Us!

If you are not familiar with the record keeping feature or the printable report in our software, please do not hesitate to contact our Customer Support Department at (800) 722-8824 Option 2, and they will be more than happy to show you these features.

Our goal at Medicine-On-Time is to ensure our pharmacy customers are compliant with their appropriate federal and state regulations. If you become aware that pharmacy or facility regulations in your state have changed and/or are going to change, please contact us. Your attentiveness will enable us to stay updated on changes and offer you guidance with new compliance regulations.





Pharmacy Tech Tips

Tips for Utilizing Your Medicine-On-Time Work Calendar

Are you utilizing your Medicine-On-Time Work Calendar to its fullest capacity?

The most important feature in the Medicine-On-Time software is the Work Calendar. The Work Calendar tracks and maintains every patient, medication and due date for retail and long term care patients serviced by Medicine-On-Time's program.

Work Calendar Hacks

The following tips will help you effortlessly navigate your Work Calendar:

- The larger numbers on the Work Calendar represent the number of patients due on a specific date. Clicking on the large number (next to the date) will display a list of the individual patients whose cycle is due on that specific date of the month.
- Clicking on the Problem Prescriptions button will allow you to see any prescription that may need a refill or a new prescription from the doctor. This function prevents mid-cycle interruptions in patients' drug therapy treatments.
- Clicking on the Drugs Needed button will give you the inventory of medications required for calendar card preparation and due date.
- Working in advance of due dates will keep you on schedule and ensure you aren't waiting on physicians' orders at the last minute.

Printing the Label

After printing the Medicine-On-Time card label, the software will ask a question: "Do you want to Advance the Patient's Due Date?" Choose the Yes option.

By answering Yes, this will advance the date. Advancing the date will enable the patient's due date to reflect on next month's Work Calendar.

Improve Your Workflow

By fully utilizing the Work Calendar's features, you can successfully improve your pharmacy's workflow, manage drug inventory, proactively package your patients' medications and coordinate the delivery schedule.



Hardware Hacks

Today's Hack: Color Laser Labels



Medicine-On-Time offers many new software and hardware features. Here, we'll tell you tips and tricks for optimizing your Medicine-On-Time medication synchronization program.

Laser Labels

Medicine-On-Time's new color laser labels allow you to customize the look of your Medicine-On-Time packaging. While you can now add highlighting features and increase the font size, always be sure to test print one standard and one high capacity label to ensure all fields are still readable after making changes.

Please be sure to only use Oki brand cartridges for new color laser printers. Although they are more expensive than generic toner cartridges, using non-Oki cartridges will void the printer's warranty.

Stay tuned for more Medicine-On-Time hardware and software hacks!





Pharmacy Profile

Judy & Bob Gill from Caring Together, Augusta, GA

Ease of use and medication security are two features Judy Gill praises about Medicine-On-Time.

Judy owns Caring Together, Incorporated with her husband, Bob Gill since 2001. Caring Together is a Christian-based, client-centered organization headquartered in Augusta, Georgia that seeks personal care options tailored to individuals' needs. Caring Together subcontracts with personal care homes, and Judy recommends Medicine-On-Time to affiliated homes and pharmacies. Pharmacies specifically implement Medicine-On-Time to serve her personal care facilities.

Mrs. Gill has been a loyal customer of Medicine-On-Time for over 20 years, since she first embarked on her career in the personal care industry. It all started when Medicine-On-Time's Founder and President, John Kalvelage, walked into Mrs. Gill's organization in 1993 and would not leave.

Persistence Pays Off

"She can't see you!" is what Mrs. Gill's receptionist repeatedly stated when John Kalvelage wanted to discuss Medicine-On-Time's offerings to Mrs. Gill. Despite the receptionist's unwavering response, Mr. Kalvelage did not head for the door in defeat-- he kept talking about the product and all of its innovative features. All he wanted was five minutes of her time.

Little did Mr. Kalvelage know that Judy heard every word about Medicine-On-Time. "I was desperately looking for this product," said Mrs. Gill. In 1993, Judy was operating assisted living facilities in Georgia and South Carolina, and nobody had extensive experience in the personal care field. Medicine-On-Time's solution arrived at just the right time.

Judy gave John more than five minutes: An hour and a half later, Judy became one of Medicine-On-Time's most loyal customers and a part of a medication adherence revolution.

A Pioneer in Medication Adherence

Judy continually uses and recommends Medicine-On-Time's services due to the product's ease of use, the security of medication, and the strong reduction in medication administration errors. Judy's and Bob's personal care homes are not allowed to use medicine cups. "With Medicine-On-Time, medication is already in a cup," Judy says. "This eliminates a lot of medication problems and hassles with personal care homes. Unlicensed staff can use this product with ease," Judy added.

Impressive Upgrades

A couple of Medicine-On-Time upgrades are evident through the new printing and packaging systems. Converting to laser label printing from dot matrix printing has given the calendar cards new highlighting and color-coding capabilities.

Judy specifically mentions the client's photo feature on the calendar card: "How can you possibly give anyone the wrong medication? I'm so impressed with the upgrades! It's so easy to get patients mixed up even when there are only a few."

Medicine-On-Time's detail-oriented features greatly reduce the risks of medication administration errors.

MAR Capabilities

The Medication Administration Record (MAR) records, by law, every dose caregivers administer to patients. Caregivers initial what they give patients in each dose cup inside of the corresponding spaces on the MAR. The MAR keeps track of what patients are taking throughout the day, along with listing the side effects of each medication: "Medicine-On-Time is wonderful with side effects right there on the MAR!" Judy exclaims. "The MARs are already printed for unlicensed staff and information is accurate on the MARs."

Advice to New Medicine-On-Time Users

When Judy was asked to provide advice to new Medicine-On-Time users, she adamantly suggested having someone great market Medicine-On-Time's offerings: "Have someone get out there to market the service because it's so good and valuable. The service is great because it doesn't fail."



Grow Your Business

With Medicine-On-Time's Automation Services



As a pharmacist and/or pharmacy owner, you may frequently ask yourself the following question:

Is my pharmacy a candidate for automation?

Your answer, in respect to Medicine-On-Time, will most likely be contingent upon two primary factors: your Medicine-On-Time patient count and business segment growth plans.

If you are currently serving over 100 Medicine-On-Time patients and your plans include exponentially increasing your Medicine-On-Time footprint, then considering Medicine-On-Time automation modules is a critical next step for your business plan. Implementing automation modules will enhance your workflow and increase patient count.

Medicine-On-Time's Alliances

Medicine-On-Time has established strategic alliances with Synergy Medical (SynMed) and Pharmacy Automation Systems (Versi-Fill II and Versi-Mate). All three automation systems will allow you to dramatically grow your pharmacy business using robotic solutions for an automated workflow, offered exclusively by Medicine-On-Time.

Benefits of Automation

Our automation systems will give you and your staff the ability to drive growth, improve patient care, and optimize your Medicine-On-Time filling and labeling processes without incurring additional labor costs, adding more staff, or increasing your workflow. Furthermore, Medicine-On-Time provides appropriate, scalable automation solutions to benefit a variety of diverse needs. Together, we have the robotic solutions to increase and augment your Medicine-On-Time pharmacy business.

Medicine-On-Time's automation modules enhance workflow productivity and significantly reduce stress. The modules provide faster, more efficient packaging and increased filling accuracy. They also eliminate errors and fully interface with Medicine-On-Time's software for an easy, streamlined process.

If you have a closed door, retail or specialty pharmacy, Medicine-On-Time has the appropriate automation solutions for you!



Want More Information?



Medicine-On-Time is improving the quality of life for patients and their care providers. Find out more about how Medicine-On-Time can bring simplicity to your life.

Contact Us Today!

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