



Medicine · On · Time[®]

— The Dose —



**We Simplify
Medication Management**



November 2016



Moving Forward with Marketing



Wow, hello November! The air is cooler and leaves are beginning to fall. As we wrap up the current year and look ahead to 2017, we can't help but get excited about the year ahead.

Now is a good time to start thinking about the updates you want to make to your brand, website, brochures and beyond. If you haven't requested your marketing brand package and need updated materials, please send an email to marketing@medicineontime.com.

All Medicine-On-Time customers will receive 100 printed copies of our patient and facility brochure(s) and a digital file for printing. Each brochure has been designed for you to include your pharmacy logo and contact information.

Also included is a full package with product images, logos, brochures, patient focused video, banner ads and more!



4 Benefits of Using Blister Cards vs. Pouch Strip Packaging



Managing your patients' multi-dose prescriptions is not an easy task.

Creating an efficient and effective workflow is half the battle, and the other half is selecting the right kind of multi-dose packaging.

Two of the most popular multi-dose packaging systems are blister cards and strip (or pouch) packaging.

Which one is right for you?

Medicine-On-Time's multi-dose blister cards help patients adhere to complex medication regimens by simplifying the medication administration process in homes or facilities. In addition to the many patient and caregiver benefits provided by Medicine-On-Time's solution, our pharmacy customers typically experience a 40% to 50% efficiency gain due to our workflow and work-planning software. Our software also provides seamless change management, robust reports and forms, foolproof presentation and an unparalleled packaging capacity.

Here are four benefits pharmacies and patients receive when using Medicine-On-Time's blister cards versus competitors' strip packaging:

1. Presentation and Labeling

Medicine-On-Time's blister cards are fully labeled, preventing misuse of detached blisters -or dose cups- from the card. Each individual dose cup has the patient's name, date, time of administration and contained medications printed on the label. Administration times are color coded, e.g. yellow for the morning, white for the afternoon, orange for the evening and blue for nighttime. Pouches only offer black and white display printing, which is inefficient when distinguishing the time of day just by glancing at pouches.

Individually labeling dose cups makes it less likely that patients, nurses, caregivers or medication pass facilitators will misuse a patient's regimen.

4 Benefits of Using Blister Cards vs. Pouch Strip Packaging Continued

Other distinguishing features on Medicine-On-Time's blister cards include a photograph of the patient, photographs of each medication contained in the pack and the number of pills in each dose cup.

Patients or caregivers can quickly glance at the entire card or individual dose cup to ensure proper ongoing adherence for the appropriate medication protocol.

2. Capacity

Medicine-On-Time's blister cards come in two sizes: standard and high capacity. The standard dose cups contain up to six pills per cup and 12 pills per cup for high capacity cards, depending on the size of each pill.

Only four or five medications can be contained per pouch. Pouches have a limited printable surface, making it impossible to pack more than five medications in each pouch.

Only one dose cup is required per administration time when using Medicine-On-Time's blister cards. This eliminates any confusion or accidental omissions when administering medications.

3. Correcting and Relabeling

Often, prescribers will add medication or discontinue medication from a patient's drug regimen. When these changes occur, pharmacists will need to modify the blister card or pouch strip, multi-dose package.

To secure the integrity of Class B packages, Medicine-On-Time's calendar cards are easily corrected by the pharmacist and a new, revised label is placed on the patient's medication pack. This simple process ensures the pharmacy remains compliant with USP and Board of Pharmacy regulations for labels and labeling.

Making adjustments to pouches alters the integrity of its presentation because pouch change management is complex. For example, adding an administration time to pouches requires a separate strip or different presentation mode (vial). After changes are made, the pouch can contain alterations such as scotch tape or staples. These alterations disrupt the Class B requirement. Clients can refuse to accept altered pouches, resulting in numerous returns and lost revenue.

4. Transitioning to Automation

Medicine-On-Time's blister card packaging transitions seamlessly to automation, primarily due to the ease and simplicity of blister card change management. Time can be spent providing care and customer service to patients once automation is implemented into your workflow, as opposed to spending considerable amounts of time manually filling blister cards.

Automating the pouch packaging process will require staff or clientele to be provided with ample training and assistance. Adding a simple change to the pouch, such as an administration time, would require a different presentation mode and training about that mode.

By integrating Medicine-On-Time's blister card packaging into your pharmacy business, you will ensure confidence, improve patient care and increase revenue.

Are you ready to help patients and simplify your workflow?

Medicine-On-Time is the pioneer in the multi-dose, blister card packaging industry. In 1984, we developed the first multi-dose prescription package as well as the first multi-dose software.

We have spent the last three decades improving patient quality of life through safe, accurate solutions to medication management. To learn more, visit MedicineOnTime.com or contact us at 800-722-8824.





Regulations 101

Correcting and Relabeling Multi-Dose Packages for Facility Use



A patient's medication regimen can change at any time during a prescription cycle.

Medications can be added or discontinued from a facility patient's drug regimen by a prescriber, requiring multi-dose packages to be modified. This modification is completed by a pharmacist and is known as "correcting and relabeling the facility patient's customizable medication package."

Complying with Regulations

According to standard regulations, facility residents and staff are required to maintain updated prescriber orders that match the pharmacy labels on packaged medications. When changes are made to the multi-dose package, prescriber orders must be revised as well.

Once multi-dose packs have been corrected and relabeled by the pharmacist, the medication packs are given back to the patient.

Discontinued Medication Regulations

Discontinued medications can never be returned to the pharmacy stock for resale or re-dispensed to other patients. Discontinued medications should be disposed of based on facility policy and procedures and/or state law.

Do you have questions about multi-dose packaging regulations? Contact [Medicine-On-Time at 800-722-8824](tel:800-722-8824) or visit MedicineOnTime.com.



Create a Win-Win Situation

Set Realistic Expectations with Customers to Improve Workflow Efficiency



It's 4:30 pm on Friday. You haven't eaten lunch, have four customers waiting to pick up their prescriptions, have a cycle for a facility that needs to go out by 5 pm, and received a new admission with 12 prescriptions that was just discharged from the hospital. So much for getting out the door by 6 pm!

Sound familiar?

With reimbursements at an all-time low, increasing prescription numbers and growing your business is extremely important.

Here are five tips to ease growing pains and make yourself available for the most pressing situations in your pharmacy.

1. List Hours of Operation

Make sure your hours of operation are clearly listed outside the store and provide business cards with your hours on them. The business cards can be used as appointment cards to get customers in a day or two before they run out of medication. If you are servicing a facility, make sure these hours are posted in a common area—such as by the fax machine—with instructions on what to do after hours.

2. Implement Cut Off Times

Create cut off times for prescriptions. For example, all refill requests sent by 12 pm will be delivered and/or picked up the same day, and all new orders received by 4 pm will be delivered and/or picked up the same day. Anything after that set time frame will be delivered the next day.

3. Establish Policy and Procedure

Have a policy and procedure in place for medication changes and how they should be handled.

4. Prioritize Urgency

Use color coded baskets or totes to prioritize prescriptions by level of urgency. For example, red can be used for customers waiting, white for daily new orders that need to be delivered by closing, green for items that can go out the next day, and blue for cycle medications that should be checked 2-3 days in advance of delivery.

5. Appointment Based Model

If you use the appointment based model to bring retail patients into your Medicine-On-Time business, use this opportunity to discuss the aforementioned tips with customers. Focus on the benefits of utilizing an appointment based model, such as no wait time for service and prescriptions.

If you can incorporate a few of these tips into your daily pharmacy activity, you will find that leaving work on Friday afternoons can be less stressful. You can focus your time on customers out front while someone else completes the new admission.

For more tips and suggestions, please do not hesitate to call Rebecca Lambeth, our Pharmacy Optimization Manager, at 800-722-8824 Ext. 815.

Medicine-On-Time is a pioneer in the medication synchronization and multi-dose, blister card packaging industry. We have spent the last three decades improving patient quality of life through safe, accurate medication management solutions. In 1984, we developed the first multi-dose prescription package as well as the first multi-dose software. To learn about how you can improve patient care and increase revenue, contact Medicine-On-Time today at 800-722-8824 or visit MedicineOnTime.com.





Paulsen's Pharmacy

Providing Value to Patients with Service and Care



The Missing Link

"The synchronization process is great, but it doesn't actually help the patient take their medication properly," said Jon Tomin. Paulsen's did not always have a medication adherence program until a few months ago. Jon chose Medicine-On-Time to accompany his services.

Tomin realized how there was a missing adherence link: Patients' medication regimens were perfectly synchronized but they were not adhering to their regimens. There was no system in place to guide patients on when they should take specific medication. "Medicine-On-Time is the piece that helps patients take their medication correctly. Medicine-On-Time was the missing adherence link," said Jon.

Medicine-On-Time fulfilled the demand for an adherence program. Paulsen's saw an immediate and positive response to the color-coded, calendared blister packaging. Patients are satisfied with how accessible the packaging is, and their family and caregivers find the process simple and worry-free.

Enhancing Value

Implementing a medication synchronization and adherence program helps individual patients and healthcare providers. Medication synchronization and adherence helps keep patients on track with their medications, improves patient quality of life and reduces possible hospital readmissions. Medicine-On-Time aids patients in maintaining good health, and helps healthcare providers determine if medication regimens are effective when appropriately adhered to during treatment.

Paulsen's Pharmacy wanted to take the value they offered patients to the next level, and they did.

Paulsen's offers a Concierge Program, designed to help physicians and pharmacists work together to improve patient care. The program's core is medication synchronization and adherence.

More independent pharmacies are establishing concierge programs to add value to their customer service. The collaborative nature of a concierge program greatly enhances patient care and well-being.

The Paulsen's Concierge Program

The Concierge Program is designed for individual patients and healthcare providers. Jon explained Paulsen's program to us in four steps:

1. Medication Synchronization

The first step is to synchronize patients' medications to fill on the same day each month. Medication synchronization is designed to assist patients who are taking three or more medications and/or supplements, and ensures all medications are picked up one time per month. This allows the patient to make less trips to the pharmacy and maintain independence.

2. Packaging Choice

Patients can choose from different packaging options including Medicine-On-Time. Medicine-On-Time is Paulsen's chosen multi-dose packaging system and is a free upgrade for patients. Patients are not charged any additional costs for using the multi-dose adherence service.

3. Pick Up Options

Paulsen's provides three pick up options: in-store pick up, free in-home delivery or mail order delivery. For only five dollars, Paulsen's can ship anywhere in Oregon for next day delivery.

4. Physician Reporting

Paulsen's has a partnership with PrescribeWellness, a software program that turns data into meaningful analytics. This enables Paulsen's to create a strong partnership with healthcare providers, drive greater patient adherence and provide a collaborative tool in improving patients' overall health.

Paulsen's Pharmacy proves how Medicine-On-Time's medication adherence system seamlessly integrates into pharmacy workflows as an important component of enhancing patient care.

Eliminate the missing adherence link in your pharmacy today! Visit [MedicineOnTime.com](https://www.MedicineOnTime.com) or call 800.722.8824 to learn about how you can improve patient care, increase revenue and ensure confidence.



Tip of the Month

Card Color Tables



Do you have questions about Medicine-On-Time's software? We're here to help you!

Every month, we offer tips and tricks to make your workflow run smoothly.

This month's tip is all about Card Color Tables.

What is a Card Color Table?

The Card Color Table is a feature in Medicine-On-Time's software that allows users to customize the color that corresponds to individual administration times. The card color table tells the system which color each specific time of day should correspond to on labels.

For example, yellow is normally assigned to hours between 4 am and 10 am. White may be assigned to hours between 11 am to 2 pm and so on. These color tables are very important, especially when charting forms are being used with Medicine-On-Time's calendar cards and need to correspond with the assigned colors.

Selecting colors can be made at the facility or patient level. Patients or facilities can decide which colored cards they would like for given times.

What is a Card Color Table?

By default, and as an industry standard, the following colors are assigned to broad administration times:

- | | |
|---|---|
|  Yellow: Morning |  Blue: Nighttime |
|  White: Afternoon |  Green: As needed |
|  Orange: Evening |  Red: Special assigned prescriptions |

However, what fits one group of patients may not work well for another group.

Although the default colors are as listed above, you can edit the default table or create your own tables to meet different customers' needs. If you want your 10 am cards to print in orange, here is how you can accomplish that:

1. Go to Edit at the top of the screen.
2. Click on Edit Card Color Tables. This window will bring up the tables that have been created.
3. On the right side of the screen, drag and drop the appropriate color over the specific time of day you'd like that color assigned to.
4. If you'd like to create an entirely new table, right click and click Add. Name the table as you choose and follow the above steps.
5. After your tables have been created, you can change the card table at the facility level or by specific patients.

Your Card Color Table has been customized!

If you have ideas or suggestion about what we can cover, please let us know! We'll answer your questions and provide helpful advice about our software and hardware. Contact marketing@medicineontime.com.

Do you have questions or concerns? Please do not hesitate to contact our Customer Support Department at 1-800-722-8824 Option 2.





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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