



Medicine · On · Time[®]

— The Dose —



**We Simplify
Medication Management**



May 2017

We've Moved!

We're pleased to let you know that
Medicine-On-Time is now in a new facility.



As we get ourselves back up to speed in
our new space, please know that you can
still contact us at 800-722-8824, but our
mailing address has changed to
11461 US Highway 301 N | Suites 101-104
Thonotosassa, FL 33592

We look forward to serving you from our bigger, better
Medicine-On-Time headquarters.

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Thonotosassa, FL 33592





Where is Medicine-On-Time?



Medicine-On-Time will be attending the NCPA Re-Engineering Your Pharmacy Boot Camp and the Indo American Pharmaceutical Society Gala this May. If you are attending, stop by our booth and say hello to the Medicine-On-Time team on these following dates:

1. NCPA Re-Engineering Your Pharmacy Boot Camp

WHEN: May 5-6, 2017

WHERE: Jersey City, New Jersey

2. Indo American Pharmaceutical Society Gala

WHEN: May 13, 2017

WHERE: East Rutherford, New Jersey

Demo our software, learn about the endless possibilities of the Medicine-On-Time solution and more.

We look forward to seeing you soon!

For trade show inquiries, please contact our Marketing Department at marketing@medicineontime.com





Pharmacy Recovery:

Protect Your Data with motDrive



Disaster recovery is a hot topic, and not just for those with big data. Pharmacies need to consider their recovery strategies in the event disaster strikes. But recovery doesn't have to be a nightmare. Here's how you can keep your Medicine-On-Time data safe.

Put Data in the Cloud

Medicine-On-Time offers motDrive, a cloud-based data backup service. motDrive houses all of your data, not just your Medicine-On-Time patient information. You'll get 20GB of storage for \$10 per month, in addition to 20GB chunks for \$7.50 per month. This is enough storage for about a year.

The Cloud's Purpose

Data is in the cloud and accessible from anywhere. You'll access motDrive online with specific login credentials. If your pharmacy or facility is destroyed by a natural disaster, fire or anything else, the data is safe.

Another computer can be set up with motDrive, meaning your system can be restored from the data backed up on motDrive. This is one of the reasons why getting data off-site is so critical. If you back up data to a local system, it will get destroyed along with everything else.

What Can Damage Equipment?

Sometimes smoke will damage old equipment, but it's the fire suppression sprinklers and fire hoses that will cause even more damage. Losing equipment is never fun, but you can guarantee your data will be safe by using motDrive, our cloud-based data backup solution.

Need we say more? Backup your data today with motDrive! Contact Medicine-On-Time at 800.722.8824 or sales@medicineontime.com to set up your system on motDrive.



Pharmacy Profile

Meet McCarthy's Pharmacy



Medication adherence shouldn't prevent patients from enjoying their summer, especially if they're headed to camp. Medicine-On-Time simplifies the medication management process for everyone involved, assuring camp directors and parents alike that medications are properly packaged based on the needs of the patient.

We're excited to introduce you to one MOT customer who saw the dog days of summer as an opportunity to offer something unique to patients and the community.

Meet McCarthy's Pharmacy

Jim Myers, Manager of McCarthy's Pharmacy remembers when his summers at McCarthy's were a bit different. 22 years ago, Jim began his career with the pharmacy as a cashier after school. He knows the pharmacy and the community well and wanted to offer something different that would also bring in extra business during the summer months.

In 2013, the pharmacy began to offer their patients the opportunity to do something they may otherwise never have the chance to do; attend summer camp. "The patients love it, adherence is close to 100%," says Myers. The pharmacy now packages medications for 500 campers each summer and they are not stopping there. Offering patients this service allows the pharmacy to gain additional exposure to many other facilities.



"Good customer, personal service allows the pharmacy to maintain such a wide network of campers," says Myers.

They get the word out about their service any way they can and have added an additional 300 patients on top of the 500 summer camp patients they service during those specific months. "The concept of MOT allows med passes easier and more accurate for the facilities we fill for." McCarthy's has five staff members dedicated to the Medicine-On-Time System. "We sync the medications and then transition to the MOT system."

Daily, weekly, and monthly options allow patients to arrive at any camp experience with their medications packaged together in color-coded calendar cards that make administration easy, efficient, and accurate. Each detachable dose cup contains the exact meds the patient needs to take and is labeled with the patient's name, cup contents, and the precise time to take them. With 30+ years' experience to back it up, our system takes the guesswork out of managing medication, leaving more time for songs around the campfire.

If you're interested in learning more or you're a current MOT customer and would like our Summer Camp brochure, please send a request to marketing@medicineontime.com





Meet the Team: Perry Larson

Vice President of Sales and Marketing



We'd like to introduce you to our talented and dedicated team! Meet Perry Larson, our Vice President of Sales and Marketing.

Getting to Know Perry

Perry began his career in the pharmacy industry in 1987 with MTS Medication Technologies. He was hired as the first salesman for this start up company. Perry's responsibilities included nearly everything from gathering the necessary materials needed to sell the product, to packaging and shipping automated dispensing machines.

Over the years, Perry has held several positions at MTS ranging from Sales Representative to the Vice President of Sales North America under Omnicell, MTS's acquirer. Prior to fulfilling the position of Vice President of Sales North America, he served as the Chief Business Development Officer, reporting to a board of directors.

Perry has been an integral part of the pharmacy industry for 28 years. His inventions and contributions have established the market for medication adherence solutions.

Fulfilling a Mission

"I consider myself a selling professional. Most time spent in a selling career is with customers and maintaining face-to-face interactions with people. All aspects of the engagement process with an interested party is what excites me and is what I really enjoy. It's the human interaction piece of the job."

What motivates Perry is making a difference in the lives of others. "Medicine-On-Time makes a difference in a lot of lives. Our mission statement is our purpose. It states to improve patients' quality of life by providing a common sense solution to medication management. We make a difference for patients, caregivers, facility managers, physicians and health system executives. Medicine-On-Time impacts all of this."

Cultivating Talent

Perry's motivation for impacting others' lives doesn't end at work. He founded Blue Butterfly Productions in June 2015 with his wife, Michelle. Blue Butterfly Productions is a 501(c)(3) nonprofit, charitable arts organization. Within Blue Butterfly Productions is Theatre eXceptional, an organization that produces plays and other live theater opportunities for adults with disabilities. Productions are hosted in local, renowned centers in Tampa, Florida. Theatre eXceptional produces two plays each year, raising awareness and eliminating the stigma often placed on disability and mental illness.

"Many adults with disabilities have extraordinary talents. In Florida, disabled persons (specifically children) have a lot of services available to them with the public-school system and state agencies. Once a child becomes an adult, those programs and services are unavailable, and their talents go unrecognized. We give these people the opportunity to perform [through Theatre eXceptional]."

Theatre eXceptional engages the greater Tampa Bay theater industry and has a broad network of support in the community. One of the largest assisted living operators, The Palms, in St. Petersburg, Florida and the Tampa Bay Lightning Foundation fully support Theatre eXceptional's mission.

To learn more about Blue Butterfly Productions and Theatre eXceptional, visit their website and Facebook page:

www.bluebutterflyproductions.org
www.facebook.com/TheatreeXceptional

Become familiar with the entire team! Stay tuned for more Medicine-On-Time team profiles next month.

Do you have questions about the Medicine-On-Time solution? Contact us today by clicking on the button below!



Still Printing Dot Matrix?

Here Are 6 Reasons to Print Laser

If you're still using pre-printed dot matrix medication administration records (MARs) for your facilities, you may want to consider switching to the laser printed version for some very good reasons.

Laser printed MARs give you much more flexibility when printing. They print faster, quieter and give you more printing options. These six benefits will make you want to convert to laser MARs in no time!

1. It's Low Maintenance

You don't have to line up the paper to begin printing. Just place paper in the printer's tray and you're good to go.

2. Increase Workflow Efficiency

Printing new admissions and new orders is faster, convenient and simple.

3. Timing Is Everything

You can use additional features such as named times and time text.

4. Eliminate Potential Errors

The type prints clearly and images can be added to MARs to ensure proper medication administration. Eliminate potential errors by adding the patient's photo right on the MAR.

5. You Have Options

Laser MARs can easily print in PDF format or can be emailed directly to a facility, which is helpful for order changes or new admissions.

6. Clarify Dose Periods

Doses that are short-term orders are not given daily or are displayed as blackout boxes. These are only some of the benefits of using laser printed MARs.

If your facilities are using dot matrix MARs and you would like them to convert to laser, print out a few samples of laser MARs and show facilities all their capabilities!

If you'd like to know more about printing laser MARs or any other charting forms, please contact Customer Support at 800.722.8824 Option 2. One of our representatives will be happy to assist 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!

marketing@medicineontime.com

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