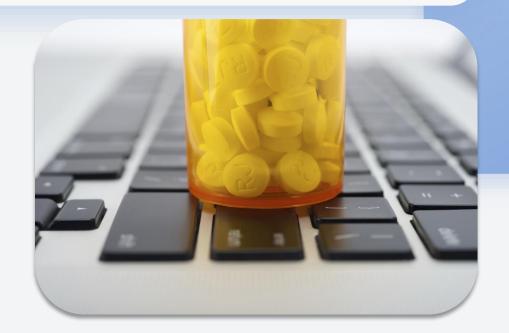


## INTERNET / DISTANCE SELLING PHARMACY

What You Need To Know



Question:
What is internet... or
distance selling...
pharmacy?



It is a pharmacy that can provide NHS and private services.

But some NHS services must be provided without face-to-face contact with the patient at the pharmacy premises.



### For NHS Pharmacies

### **NHS PHARMACIES**

You DO still need premises

You MUST have a website that meets certain requirements

You CAN still see patients face to face ... But not when you provide NHS "Essential" services

So you can still provide ALL private services face to face. Also, many NHS services like flu jabs, COVID jabs, NMS etc.

Can be opened in almost any location except the same site or building as a GP practice



### Why is there so much interest currently in interest in distance selling pharmacy?

#### **DISTANCE SELLING PHARMACY**

- One of the few ways left to gain an NHS "pharmacy contract"
- Opens up the possibility of providing a lot of NHS and private services <u>face to face</u>
- A good example is what happened during COVID with vaccination centres
- There are some amazing business models being developed by Rushport clients where the distance selling pharmacy allows them access to the NHS and they build their business around that
- The largest pharmacies in England by dispensing volume are distance selling pharmacies



# SO, WHAT ARE THE "ESSENTIAL SERVICES" THAT YOU CANNOT PROVIDE FACE TO FACE?



### **ESSENTIAL SERVICES**

Mainly dispensing, but also:

- Support for self-care
- Discharge Medicines Service
- Signposting`
- Disposal of unwanted medicines
- Repeat dispensing service
- Promotion of healthy lifestyles

NOTE – I doubt if anyone here could tell me exactly what each of these services really means or requires you to do yet all NHS pharmacies must offer these services!

ALL the above NHS services must still be provided but without face-to-face contact with the patient at your pharmacy premises.



# HOW DO I SET UP A DISTANCE SELLING PHARMACY?



# TWO DISTINCT PROCESSES

General Pharmaceutical Council

The GPhC Process

Form available on their website

27 pages long

Aimed to provide "safe and.
Effective" services, especially online



### The NHS Process

Forms available online (but I wouldn't use them)

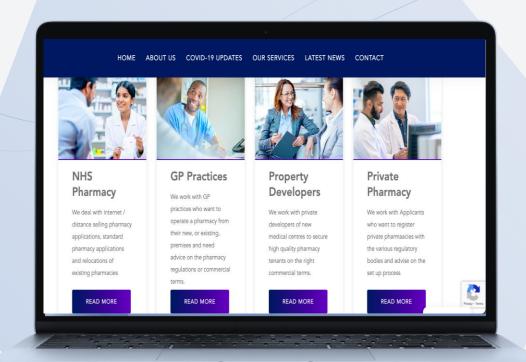
Focused solely on meeting the NHS regulatory requirements with very little overlap with the GPhC form



### **TYPICAL QUESTIONS ASKED:**

- 1. Which one do I do first? NHS or GPhC?
- 2. Can I set up in my house?
- 3. Why can't I just get normal SOPs and amend them a bit?
- 4. Doesn't distance selling pharmacy applications always get approved so there is no point objecting to them if I receive notification of one in my area?
- 5. I am only going to serve local nursing homes is that ok?





### www.rushport.co.uk

CHALLENGE | CREATE | INNOVATE
Rushport is the leading consulting firm
covering the pharmacy market. We help
our clients to challenge the accepted way
of doing business, create new opportunities
and innovate to develop their business into
new areas.

(020) 8878 3007

info@rushport.co.uk

Rushport Advisory LLP,10-12 Barnes High Street, Barnes, London, SW13

