

Group Practice – Pharmacist Perspective

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South African
Pharmacy Council

3rd NATIONAL PHARMACY CONFERENCE

3-5 OCTOBER 2019
SUN CITY, SOUTH AFRICA



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GROUP PRACTICE ESSENTIALS

1. Formation of a legal structure for group practices
 2. Creating a viable and profitable system
 3. Cost effective service to the community
 4. Interactions between different disciplines
 5. Structuring the finances.
 6. Responsibilities of the pharmacist



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LEGAL STRUCTURE FOR A GROUP PRACTICE.

- SAPC CHANGES TO ETHICAL RULE 13
- PHARMACY LICENCING REGULATIONS
- NURSING COUNCIL ATTITUDE
- HPCSA POLICY - ONLY FOR MEMBERS OF THEIR COUNCILS
- ADMINISTRATIVE COMPANY FORMATION



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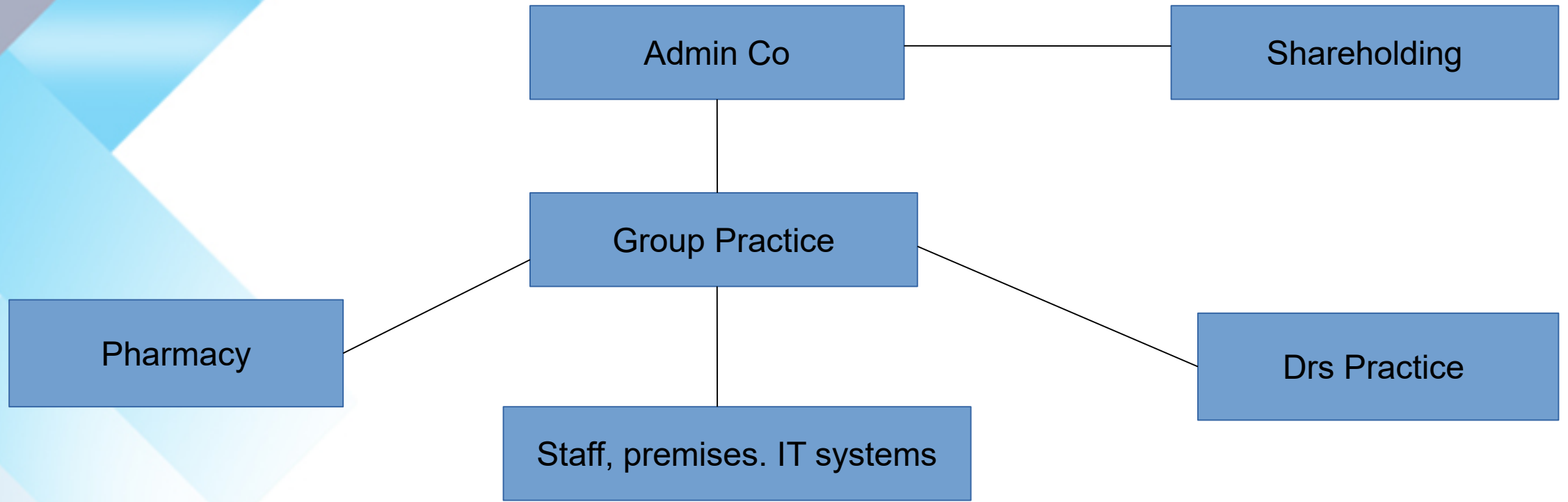


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Health and Welfare Sector
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Creating a Viable and Profitable System

- Full service offering
- Special services
- PPP's
- Private practice integration
- Practice management



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Cost effective service to community

- Fixed fees for full service
- Upward referrals
- Types and quantum of fees
- Statistics



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Quantum of Fees

1. Fixed fee for Doctor of R460 and Nursing Sister R220
2. Other service fees include:
 - a. Contraception R15/R40
 - b. Administration of injection R60
 - c. Phlebotomy R120
 - d. Blood Pressure R50, B/Sugar R40, B/Chol R50
 - e. Removal of stitches R100



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Statistics

- Nursing sister: (1 +)
- a. All visits 581 ave/month (highest daily 41)
- b. Full Primary Care visits 284 ave/mnth
- Medical Practitioners (2 +)

Total of 833 consultations (both M/A & Clinic)



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Dr Statistics

Medical aid Consultations	Full Clinic Consultations	WCA and Company Visits
51 +149+201	24+96+39+79	+18+21+54+45
401	233	138



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Interactions between different disciplines

- The hard part
- Mutual respect & fantastic working relations
- Human relations at staff level
- Know each member's responsibilities
- Be aware of Scope of Practices



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Structuring the Finances

- Salaries for Nursing sister, Receptionist, Book-keeper.
- All administrative costs, IT, equipment, supplies and meds
- Rental, electricity and water
- Doctors practice receive 55% of all clinic fees booked & contribute 45% of their private fees but have no risk
- Pharmacy receives cost of medicines plus fixed dispensing fee per item



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Pharmacist Responsibilities

- Lead role in setting up formulary
- Controlling the prescribing habits of Drs and Nurses
- Purchasing all of the medical and surgical supplies
- Budgeting
- HR



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QUESTIONS



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THANK YOU!



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