

OPTIMIZATION OF THE BUYING PROCESS: BUILDING A TIME-EARNING COMPARATOR TO EASE THE CHOICE BETWEEN EQUIVALENT SPECIALTIES



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Background and importance:

Drug purchase is a **complex process**, with many variables to pay attention to:

<p>MULTIPLE PHARMACEUTIC FORMS</p>	<p>DOSAGE</p> <ul style="list-style-type: none"> • Single dose • Multidose • Number of dose per unit • Storage conditions after opening... 	<p>PRICE</p> <ul style="list-style-type: none"> • Delivery unit price • Intake price • Consumption • Etc. 	<p>TENDER ANSWER</p> <ul style="list-style-type: none"> • Delivery unit price • Intake price • Laboratory • Class equivalence • Etc.
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Decision can be hard to take especially when there is **multiple candidates** for the tender with **different forms, different dosages, different specialties...**

These decisions are also **time consuming**.



Multiple equivalent specialties with same indication and same use can pile up.
Equivalent specialties (ES): drugs that can be used in the same indication in equivalent galenic form.

Aim and objectives:

- Providing **ESs' good use** within our institution and **anticipating the preferences** for the next calls for tender is a central point.
- In order to simplify the rationalization of ES, we aimed to build a tool that could rapidly and precisely compare the costs of two ES.

Material and methods:

<p>IDENTIFICATION OF ESSENTIAL COMPARING DATAS (ED)</p>	<p>MAKE THE COMPARISON COHERENT: CREATION OF RATIOS</p>	<p>AUTOMATISE THE PROCESS</p> <ul style="list-style-type: none"> • BUILD AN INTUITIVE EXCEL FILE ADAPTED TO DAILY PRACTICE • CREATE A NOTICE OF USE 	<p>TEST AND DAILY USE: TEST WITH A CONCRETE EXAMPLE: TRIMEBUTINE</p>
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RESULTS:

The user fills a data base with the EDs:

The calculator then visually shows the economic impact of the switch:

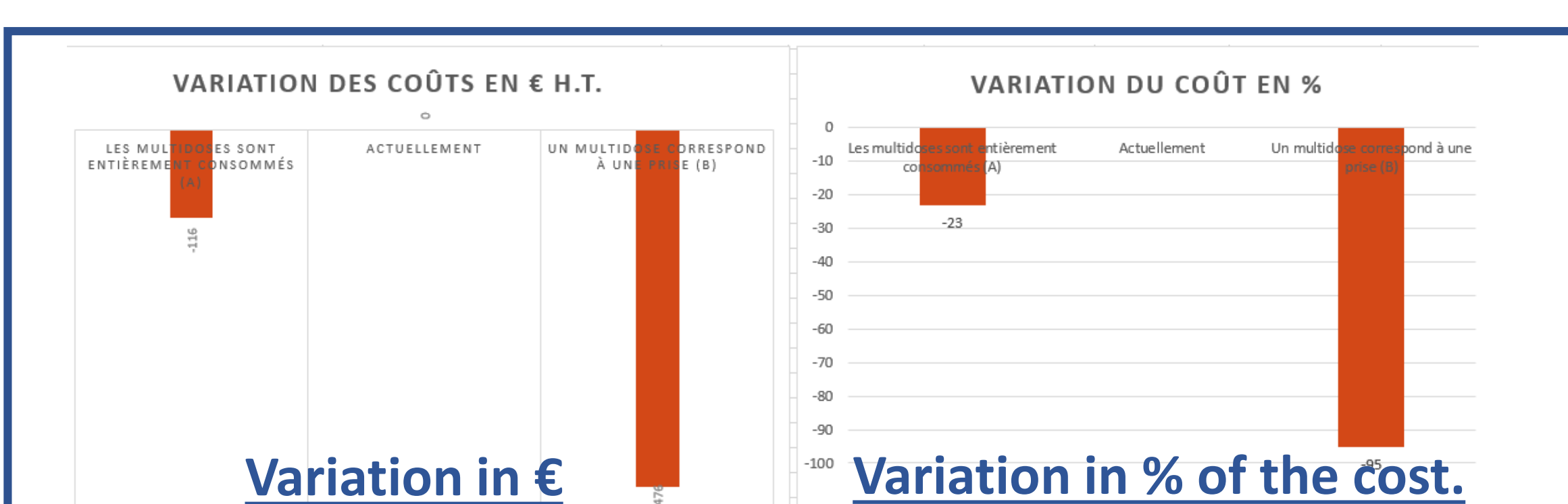
Vous souhaitez comparer...		Contenu UCD	Contenu Prise	Prix de l'UCD net H.T. en €	Nombre de prise par jour	Consommations		
TRIMEBUTINE SIROP DEBRIDAT ADULTE		250	15	2,5	3	200		
à								
TRIMEBUTINE SACHET DEBRIDAT ADULTE		1	1	0,12	3	200		
		UCD par prise	Prise par UCD	Consommation réelle en UCD*	Coût théorique d'une prise	Coût réel d'une prise*	Coût d'un jour de traitement	Coût annuel en € H.T.
TRIMEBUTINE SIROP DEBRIDAT ADULTE		0,06	16,66666667	1	0,15625	2,5	7,5	500
TRIMEBUTINE SACHET DEBRIDAT ADULTE		1	1	1	0,12	0,12	0,36	24
Si je remplace...		Coût annuel en € H.T.	Nombre de prises offert	Coût prévisionnel en € H.T. (A)	Coût prévisionnel en € H.T. (B)	Coût prévisionnel annuel en € H.T. (A)	Coût prévisionnel annuel en € H.T. (B)	
TRIMEBUTINE SIROP DEBRIDAT ADULTE		500	3200					
Par								
TRIMEBUTINE SACHET DEBRIDAT ADULTE			3200	384	24	408	48	
Hypothèse:								
Les multidoses sont entièrement consommés (A)		j'économise		116,00 €	Pour un coût total de	384,00 €		
Un multidose correspond à une prise (B)		j'économise		476,00 €	Pour un coût total de	24,00 €		

Red for increased cost and **green for reduced cost**.

The intermediates calculations are always visible.

Two hypothesis were made for the case of multidose ES depending if it's fully used or not.

A graphic visually shoes the cost variation:



The research is saved in the history

J'ai comparé	à	pour une consommation de	Variation coûts si hypothèse A	Variation coûts si hypothèse B	Nouveau coût si hypothèse A	Nouveau coût si hypothèse B
TRIMEBUTINE SIROP DEBRIDAT ADULTE	TRIMEBUTINE SACHET DEBRIDAT ADULTE	200	-100	-476	400	24

Tests on trimebutine were conclusive:

- Single use powder (SUP) for oral solution over the multidose syrup.
- The **SUP** was compared to the **multidose syrup** that can deliver up to 15 doses.
- Realizable cost reduction **from 23% to 95%** by choosing the powder.
- **The withdrawal of the syrup is going to be suggested to the drug commission.**

Hypothèse:						
Les multidoses sont entièrement consommés (A)		j'économise		116,00 €	Pour un coût total de	384,00 €
Un multidose correspond à une prise (B)		j'économise		476,00 €	Pour un coût total de	24,00 €

Conclusion and relevance:

This calculator is an **efficient tool** that helps the pharmacists in the **management** of the available references in the institution.

It allows **the user to rapidly and easily estimate the economic aspect of a switch**, a central point in **drug selection**.