

IT'S
YOUR
TIME

A person with long hair, wearing a dark hoodie and pants, is sitting on a large rock. They are looking out over a vast valley with rolling hills under a bright, hazy sky, likely at sunrise or sunset. The overall mood is peaceful and contemplative.

IT'S
TIME TO
ENHANCE
YOUR
PRACTISE

DISCOVER THE MEDSYNC® ADVANTAGE

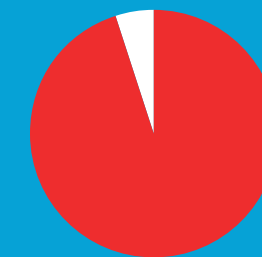
MEDSYNC® IS YOUR COMPLETE MEDICATION ADHERENCE SOLUTION

Medication non-adherence costs the Canadian health care system up to \$9 billion per year.

Non-adherence to medications used to treat chronic diseases and conditions results in increased hospital admissions, readmissions, and emergency room visits.

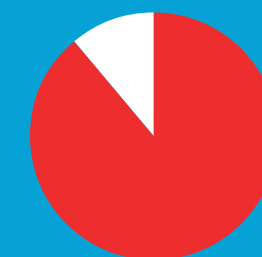
The majority of these cases are preventable, and pharmacists are well-positioned to monitor, educate, and ensure patients are taking their medications. Pharmacies that have deployed a MEDSYNC® program and an Appointment Based Model (ABM) have shown that their enrolled patients are significantly more adherent to their drug therapy.

69% OF MEDICATION-RELATED HOSPITALIZATIONS ARE DUE TO NON-ADHERENCE



95% OF MEDSYNC® USERS SAY IT'S MORE CONVENIENT THAN TRADITIONAL PHARMACY SERVICES

50% OF CANADIANS ARE NON-ADHERENT TO THEIR CHRONIC MEDICATIONS



89% OF MEDSYNC® USERS WOULD RECOMMEND MEDSYNC® TO OTHERS

YOUR PHARMACY'S SOLUTION

PATIENT BENEFITS

- Convenience of having refill prescriptions ready (no waiting)
- Less trips to the pharmacy (one single pickup with synchronization)
- Peace of mind knowing their pharmacist is proactively monitoring their medication profile
- More time with pharmacist using ABM to understand their medications better and utilize enhanced expanded services
- Better health as a result of maximizing effectiveness of drug therapy

PHYSICIAN BENEFITS

- Consolidated authorization requests for synced patients
- Collaboration with pharmacist on patient medication adherence issues
- Improved health outcomes for patients taking drug therapy for chronic disease

PAYERS

- Adherence is becoming a key part of new payment models
- Green Shield promoting the benefits of medication synchronization

PHARMACY BENEFITS

- Improved workflow efficiency using proactive refills, MEDSYNC®, and ABM
- Enhanced patient interaction, drug therapy monitoring, loyalty, and care
- Increased medication adherence (proportional days covered) and fill rates
- Better health outcomes for patients

YOUR FINANCIAL SOLUTION

MEDSYNC® CAN HELP SUSTAIN YOUR PHARMACY'S PROFITABILITY

Implementing a medication synchronization program along with an Appointment Based Model (ABM) provides pharmacies new revenue opportunities.

ESTIMATED LIFT FOR ONE STORE WITH 100 ENROLLED PATIENTS

Number of pharmacies providing medication synchronization	1
Potential synchronization patients per pharmacy	100
Average number of synchronized prescriptions per patient	4.65
Total number of synchronized prescriptions per month	465
Average number of fills/year for non-synchronized patients	7.4
Average number of fills/year for synchronized patients	10.2
Potential increase in fills per year (synchronized patient vs. non-synchronized patient)	1,302
Average blended retail cost per prescription (Canada)	\$46
Potential revenue increase/year:	\$59,371
Potential gross margin increase/year:	\$16,624

INCREASED REFILL REVENUE

According to research from Virginia Commonwealth University, a successful medication synchronization program will improve medication adherence and provide an additional 2.8 refills per patient per year.

When a pharmacy enrolls 100 patients into MEDSYNC®, it will generate almost \$60K of additional revenue for the pharmacy.

The automated outbound notification system also proactively identifies adherence issues creating pharmacist intervention opportunities to keep patients on track with their chronic medications.



ENHANCE YOUR PHARMACY USING ABM

In addition to workflow efficiencies gained by proactively refilling and aligning patient medications, pharmacies can use the MEDSYNC® application to schedule appointments. This can be coordinated with the patient pickup (sync) date or creating new opportunities to provide reimbursable expanded services.

Additional time for pharmacies to generate more revenue from expanded practice services.

Appointments created in MEDSYNC® will alert both the clinical pharmacist calendar and send an outbound notification reminder to the patient. MEDSYNC®, along with ABM allows for more predictable demand and workload balancing that allows pharmacists to spend more time on clinical activities. For pharmacies using MEDSYNC® Central Fill packaging solutions, this creates additional time for pharmacies to generate more revenue from expanded practice services.

MEDSYNC® RESULTS IN AN EXTRA

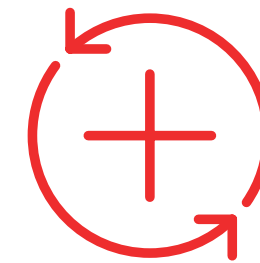


OF DRUG THERAPY, PER PERSON, PER YEAR

HOW MEDSYNC® WORKS

KEY PRODUCT FEATURES OF MEDSYNC®

MEDICATION SYNCHRONIZATION



AUTOMATED PATIENT ALERTS



APPOINTMENT SCHEDULING



IDENTIFY PATIENTS

- Identify eligible patients who are on chronic medications

ENROLL PATIENTS

- Set up communication preference for patients to be contacted —text message, email, or phone call
- Send customizable outbound notifications from pharmacy

SYNCHRONIZE MEDICATIONS

- Choose selected chronic medications from patient profile for sync
- Allows for multiple syncs and multiple days supply
- Identifies unfills (logged prescriptions) and upcoming fills
- Calculates initial short or long fills based on patients on-hand quantities
- Schedules sync date for patient pickup based on chosen interval(s)

10-7-3 WORKFLOW

- 10 days prior to sync date - sends automated outbound notification to patient advising of upcoming refills. If there are any changes, patient is instructed to contact pharmacy
- 7 days prior to sync date - drops medications to be filled into Pharmacy Management System “to do” refill queue
- 3 days prior to sync date – sends automated outbound notification to patient that their order is ready for pickup

CENTRAL FILL PACKAGING

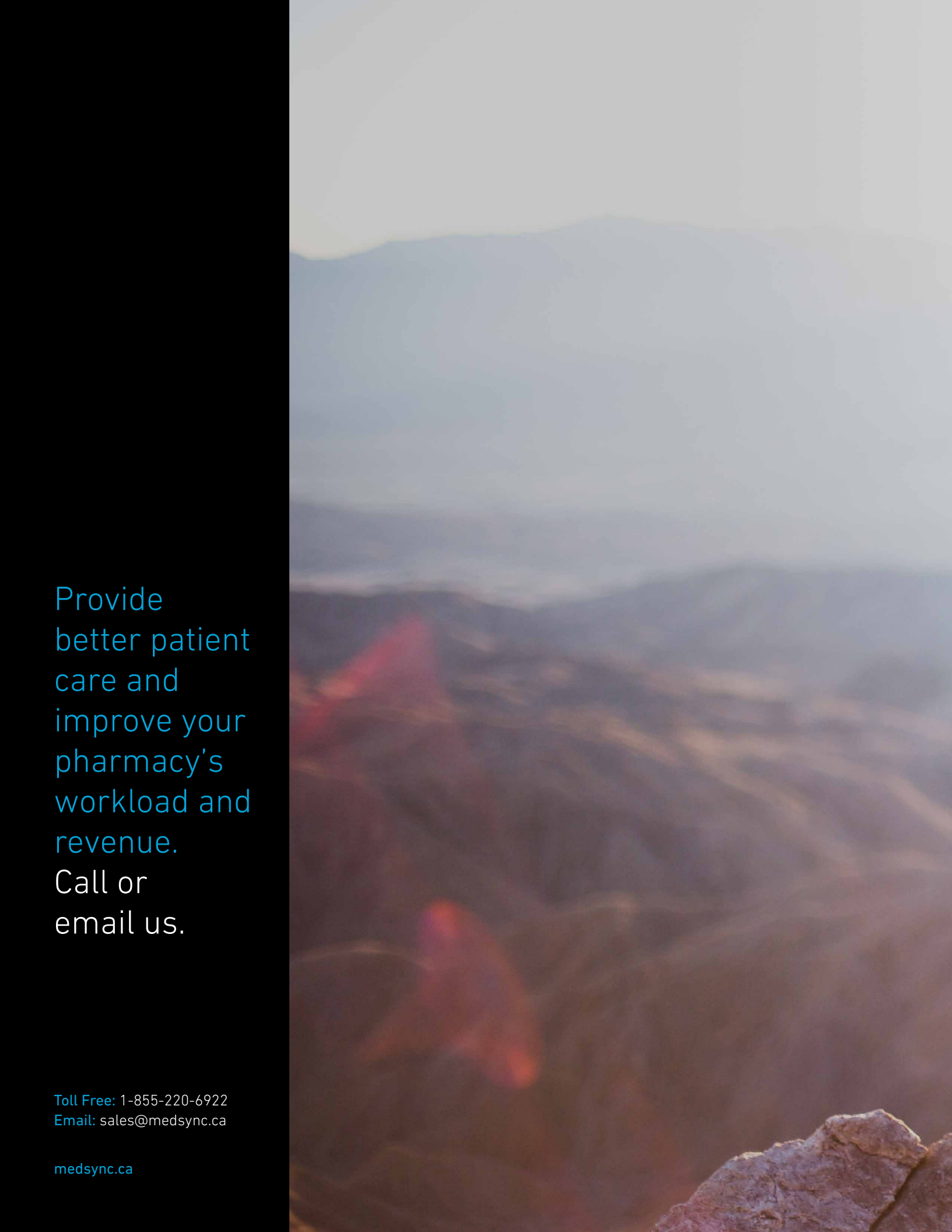
- Centralized prescription assembly, product verification, packaging, and delivery to pharmacy
- Packaging types include compliance cards, strip packaging, vial filling, and manual pick-up
- Currently available for pharmacies in Alberta, Saskatchewan, and Manitoba

APPOINTMENT BASED MODEL

- Schedules and manages patient appointments with pharmacists
- Sends outbound notification reminders to patients and syncs with pharmacist calendar

UP TO
18-26%
INCREASE IN
REFILL REVENUE
WITH MEDSYNC®





Provide
better patient
care and
improve your
pharmacy's
workload and
revenue.
Call or
email us.

Toll Free: 1-855-220-6922
Email: sales@medsync.ca

medsync.ca