



**The Pharmacy  
Guild of Australia**

# Industry Update

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**Prof TRENT TWOMEY National President**

**ANTHONY TASSONE National Vice President Health  
Economics and Policy**



# Acknowledgement of Country



The Pharmacy Guild of Australia acknowledges traditional custodians of country throughout Australia and recognises the continuing connection to lands, waters and communities. We pay our respect to Aboriginal and Torres Strait Islander cultures; and to Elders past, present and emerging.



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**Thank you  
Community pharmacy**



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# COVID-19 vaccine rollout UPDATE



# Today: 3,687,290 vaccines in pharmacy

ASTRAZENECA

**1,220,000**

PFIZER 12+

**511,300**

MODERNA

**1,950,000**

PFIZER 5 - 11

**5,990**

Number of pharmacies administering by state

Vaccine	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
AstraZeneca	65	1130	19	744	276	93	706	443	3476
Moderna	64	1093	17	724	270	90	697	430	3385
Pfizer	49	768	9	427	194	57	455	302	1822
<b>Pfizer 5 - 11</b>	<b>29</b>	<b>384</b>	<b>1</b>	<b>202</b>	<b>81</b>	<b>-</b>	<b>266</b>	<b>133</b>	<b>1096</b>



# Distribution Update

	7-Jan	11-Jan	14-Jan	21-Jan
Pfizer 5 - 11	91,800	27,600	37,860	66,940
Pfizer 12 +	261,120	51,600	629,060	160,560
Moderna	282,800	23,800	66,940	366,700
TOTAL	<b>635,720</b>	<b>103,000</b>	<b>733,860</b>	<b>594,200</b>

The normal ordering cycle for all vaccines has resumed.

Orders placed between 8/1/22 and 14/1/22 delivered in the week ending RDD 28 Jan

Orders placed between 15/1/22 and 21/1/22 delivered in the week ending RDD 4 Feb



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# Paediatric Vaccination



# Pfizer 5-11 year vaccine

- Date printed on each individual vial of Pfizer (5-11) vaccine is the manufacture date (not the expiry date)
- The outer carton Use By date must be checked and noted for use
- All thawed deliveries will have a Use By date and thawed date labelled on the carton prior to dispatch from DHL
- Use the carton date as the Use By date
- The batch Use By date can also be checked when completing the relevant Delivery Acceptance report in the COVID-19 Vaccine Administrative System (CVAS)



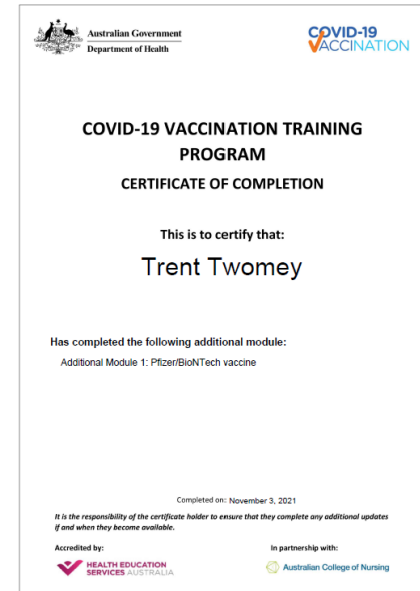




# Pharmacist Training

Pharmacist immunisers must undertake Commonwealth COVID-19 training

<https://covid19vaccinationtraining.org.au>



1. COVID-19: an introduction	4. Multi-dose vial training and delivery
2. Handling and storage	5. Documentation and reporting
3. Communication and purpose	6. Safety surveillance and reporting of adverse events following immunisation (AEFI)



- AstraZeneca vaccine
- Moderna vaccine
- Pfizer vaccine
- Pfizer vaccine (5-11 yrs)



# Childhood Immunisation Training

- Guild L&D has a Childhood Immunisation Module for all pharmacists.
- Free access for Guild members, non-members for \$75.



apc | ACCREDITED  
CPD

**G2018053-5**

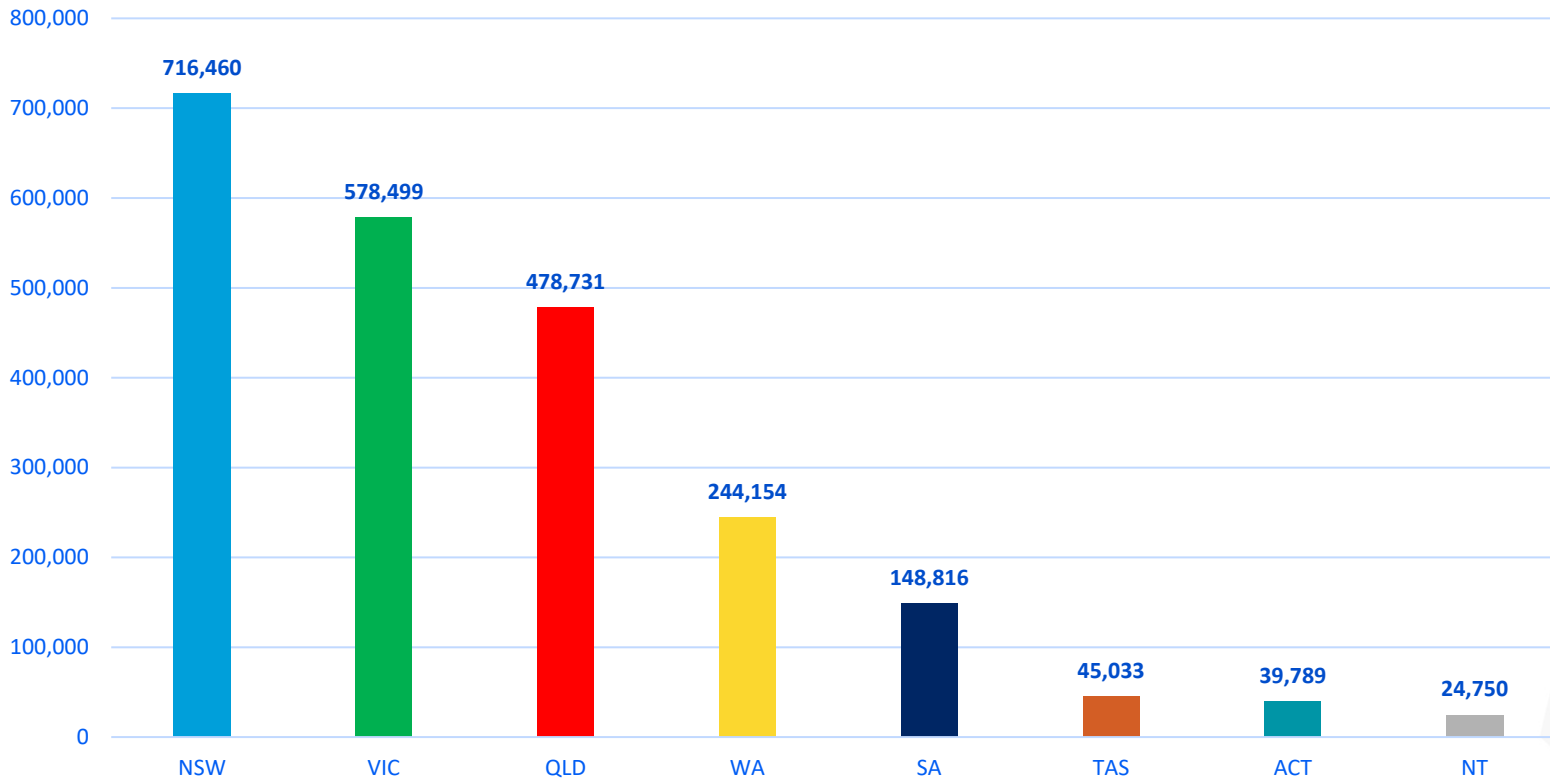
This activity has been accredited for 1 hour of Group 1 CPD (or 1 CPD credit), suitable for inclusion in an individual pharmacist's CPD plan, which can be converted to 1 hour of Group 2 CPD (or 2 CPD credits) upon successful completion of relevant assessment activities.

**To enrol in this course visit [guilded.guild.org.au](https://guilded.guild.org.au)**



# 2.3 million children aged 5-11 years in Australia

## 5-11 year age population by jurisdiction





# Rapid Antigen Tests

## ProjectCOVID

- Stock
- Payment
- Software solution



# Who is eligible?

- Eligible people must have:
  - Pension Concession Card
  - Commonwealth Seniors Health Care Card
  - Department of Veterans' Affairs Gold, White or Orange Card
  - Health Care Card
  - Low Income Health Card
- Access to tests:
  - Up to 5 tests per month
  - Up to 10 tests in total (commencement to April)



# Program details

- Must be s90 pharmacy
- Must be QCPP accredited
- No cost to access ProjectCOVID (through GuildCare Lite)
- Information on registration will be sent out



Patient access to commence between  
24<sup>th</sup> and 31<sup>st</sup> January



# Stock

- Government stock – not allocated to this program
- Private market stock (excluding direct orders)

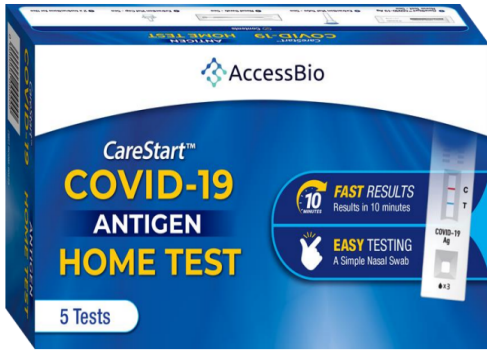
RAT Supply (estimates)	January Orders	February Orders	Total
<b>Totals</b>	7.39 million	15-21 million	22.39 – 28.39 million

- Buying programs emerging eg: Arrotex Partner Program\*

\* Example only, not endorsed by the Guild

# The CareStart™ Covid-19 Antigen Home Test Kit Proposal: - How to guarantee supply for your store

## The Pack - CareStart™ 5 pack



## The financials

Pack Size	5 Tests in a pack
RRP	\$ 59.95
RRP ex GST	\$ 54.50
Net in Store	\$ 40.00*

## The minimum order quantity

Each store to commit 100 packs per store per week

Minimum of 8 weeks from 1<sup>st</sup> Feb

\* Based on W/S markup of 7.52% and inclusive of GST



# How the Program will work:

## Independent Pharmacies

Arrotex Territory Manager will contact stores by 14/1

Please inform your Territory Manager of requested quantity (minimum order qty of 100 packs per week)

Arrotex Territory Manager places / manages the order on your behalf

Arrotex supplies requested quantity of CareStart Rapid Antigen Packs weekly from Feb 1 via Wholesalers via turn-over orders\*

If you do not hear from your Arrotex Territory Manager, please contact either

General : 1800 195 055

Arrow : 1300927769

Apotex : 1800276839

Or mail us at <https://arrotex.com.au/contact/>

## Group / Banner Pharmacies

Arrotex Account Managers will contact your Head Office by 14/1

Please inform your Account Manager of requested quantity (minimum order qty of 100 units / Store per week)

Group Head Office and Arrotex Key Account Manager will compile overall group orders

Key Account Manager places order on Head Office behalf

Arrotex supplies requested quantity of CareStart Rapid Antigen Packs weekly from Feb 1 via Wholesalers via turn-over orders\*

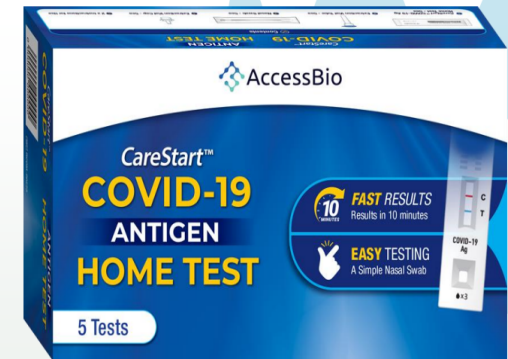
\* Stock will not be available for ad hoc ordering through Wholesalers during this period. All stock will be allocated to the Program

## Summary: The Arrotex Partner Program

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### CareStart™ Covid-19 Antigen Home Test:

- Fast results in 10 minutes
- Highly Accurate
- Quick & Easy to Use
- Manufactured in the US
- Available via Pharmacy Wholesalers
- Guaranteed Supply from w/c 31<sup>st</sup> Jan with a minimum commitment:
  - 100 units per store per week for 8 weeks
- NIS \$40\* / RRP \$59.95 for 5 pack



\* Based on W/S markup of 7.52% and inclusive of GST



# Remuneration Subject to National Cabinet Approval

\$10 plus GST per test

PLUS

\$4.30 AHI fee\* per RAT kit package

\*An Administration, Handling and Infrastructure (AHI) fee current for FY 21/22

## Example

- For a **two test pack**, the remuneration would be as follows:

$$2 \times \$10 \text{ plus GST} = \$22 + \text{AHI} = \text{Total } \$26.30$$

- For a **five test pack**, the remuneration would be as follows:

$$5 \times \$10 \text{ plus GST} = \$55 + \text{AHI} = \text{Total } \$59.30$$



# GuildCare | Performance

- **Load issues**

- **Causes**

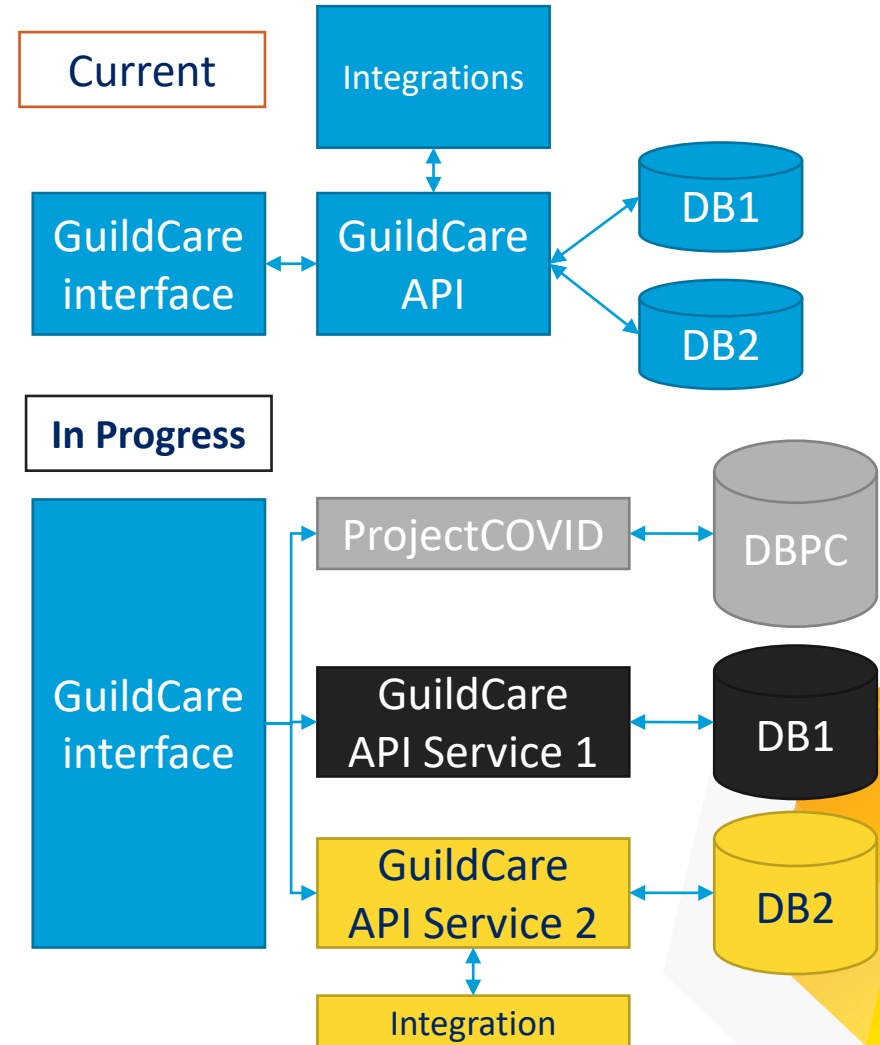
- Demand
    - Complexity/Integrations
    - Big Databases

- **Solutions**

- Infrastructure upgrades
    - Code and query remediation
    - Database archiving
    - Microservices
    - More engineers

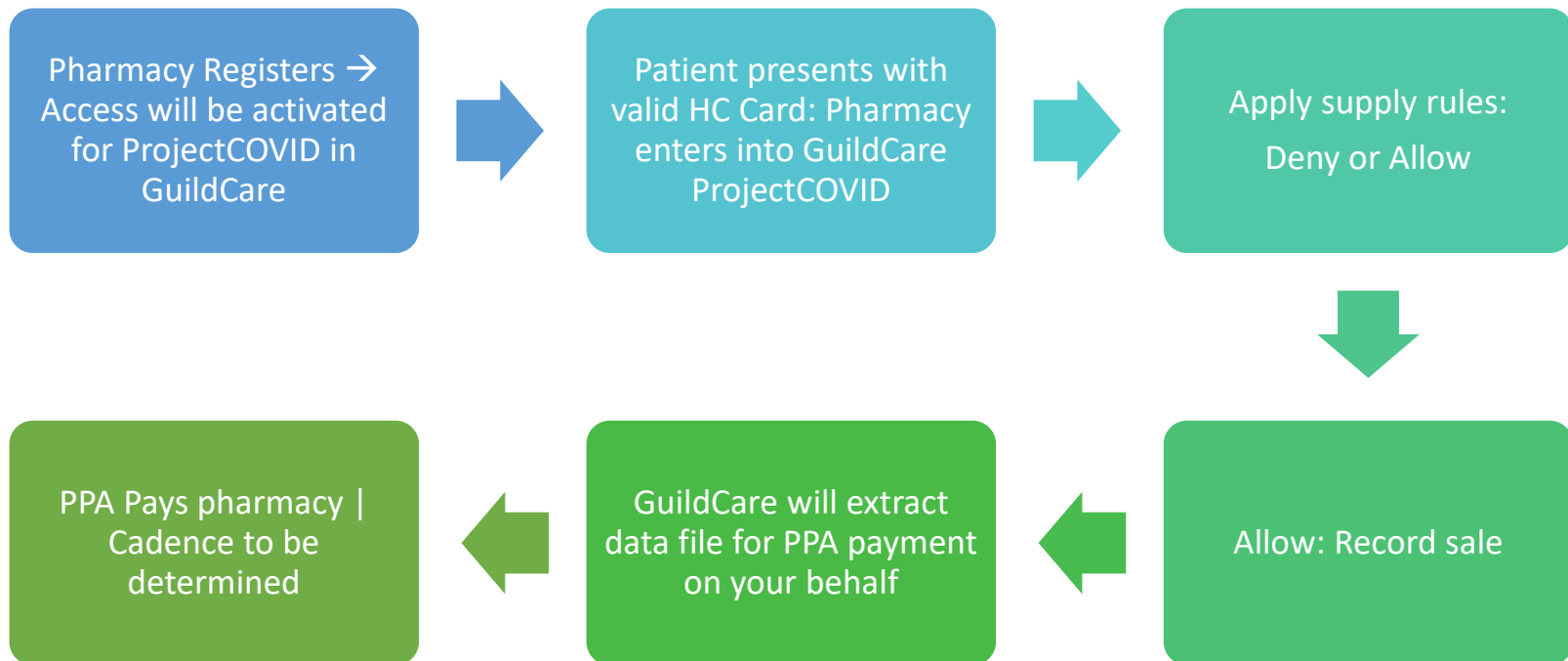
- **Timelines**

- Jan into Feb: Forecast substantial improvements with performance





# ProjectCOVID | Proposed Workflow





# ProjectCOVID | Registration

- Please do not contact GuildCare to register yet
- Information on registration will be sent out
- Please do not contact GuildCare to ask about ProjectCOVID at this point 😊





# FIND A PHARMACY

## Campaign to Date:

- **Website Traffic** - 1,063,210 unique visitors to the site
- **Appointment Bookings** - 430,195 direct digital bookings

The screenshot displays the 'Find a Pharmacy' website. The top navigation bar is yellow and contains the Pharmacy Guild of Australia logo, the text 'The Pharmacy Guild of Australia', and menu items for 'COVID-19', 'Our Services', 'About the Pharmacy Guild', and 'Advice'. A search icon is also present.

The main content area is split into two columns. The left column has a light blue background and features the heading 'Health services, including COVID-19 vaccines - now available at your local Pharmacy'. Below this is a form with the following fields: 'First Name', 'Last Name', 'Email', and 'Postcode'. A radio button selection for 'Is the person being vaccinated under the age of 18?' is set to 'Yes'. A 'Book Now' button is at the bottom of the form.

The right column features a video player with a dark blue background and a yellow map of Australia. The video content displays the text '36 MILLION' in large blue letters, with '80% OF PEOPLE OVER 16 = DOUBLE VACCINATED' below it. The video player includes a play button and 'Watch later' and 'Share' icons.



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**Remember we are here  
for you!**

**Call 13 GUILD OR  
[covid-19@guild.org.au](mailto:covid-19@guild.org.au)**