



Dispensing Doctors **Service**

StThomas 
CourtGroup

**The independent
practice based
Buying Group
for Dispensing and
Non Dispensing
Doctors**

AAH Pharmaceuticals Ltd is a preferred partner for the St. Thomas Court Group

St. Thomas Court Group - Our History

The St Thomas Court Group has been in place for over 10 Years. Glyn Sully and the GP Partners at the Axminster Medical Practice remain in place as the originators of the group. During that time the membership has grown, as has the range of services that the members can take advantage of.

The Axminster Practice, a good sized dispensing practice provides a perfect base to remain close to the trends and changes affecting dispensing practice in the UK. The practice gives the perfect opportunity to 'practice what we preach' and implement the advice and guidance the group recommends on a daily basis within the Dispensary.

The first member of the St. Thomas Court Group approached Glyn and the GP partners at the Axminster Medical Practice in search of some support and guidance on how to work more effectively and efficiently within their practice. Providing the practice with some core principles and then ongoing advice allowed both the Practice and the St. Thomas Court Group to develop, this process has been replicated many times within Dispensing practices since then.

The Group now looks at a variety of ways to support practices. The group has taken responsibility for negotiating group discounts with key Pharmaceutical and non Pharmaceutical suppliers on behalf of the members. The type of support varies from daily contact via e-mail and phone, through to reports and newsletters providing advice and monthly guidance.

You will see from the following pages some of the additional areas that the group can support members with.

Our member feedback is important to us and so new ideas are always welcomed; many have been used and introduced into our proposition over recent years. If we can support you in any other way other than what is listed please don't hesitate to contact us and we can discuss any of your dispensing requirements or needs.

 **The type of support varies from daily contact via e-mail and phone, through to reports and newsletters providing advice and monthly guidance** 

AAH - Working in partnership with the St. Thomas Court Buying Group

AAH has been working with the St. Thomas Court Group as their preferred wholesaler for a number of years. In recent years both organisations have begun to work closely to help develop and grow the joint proposition provided for the members.

Our local AAH Dispensing Doctor Business Managers have a great understanding of the AAH Business and have built up fantastic working relationships within the Dispensing environment giving them the knowledge to help other practices succeed. Importantly we are keen to help practices develop their dispensing business through great service and strong customer relationships.

You can contact your local Business manager by contacting Rob Winton on: 07766 768568 or by e-mailing AAH - dispensingdoctors@aah.co.uk

Membership benefits

AAH provides the following kind of areas of support for St. Thomas Court Group members along with many other benefits:

- Regular and consistent Business Manager contact
- Commercial advice and support schemes
- Dispensary Management Information
- MDS reviews and summaries
- Outstanding local service
- Support and guidance on areas like DSQS and the new Dispensing contract

AAH has spent time developing its Dispensing Doctor proposition over many years. It has a new and unique approach to working with Dispensing Doctors. The cornerstones of the AAH proposition are:

- **Driving for profit** - A practical approach to providing your practice with the advice, tools and reporting required in managing your dispensary profit. We do this in partnership with the St. Thomas Court Group
- **The best Dispensing information first** - Up to date information on all the key issues of the day
- **Market information and data to support your dispensary** - Data to help you ensure your dispensary is efficient
- **IT - An understanding of the future of IT in Dispensing Practice** - Managing the change within IT and the NHS
- **A working relationship with the key bodies within Dispensing** - Maintaining an awareness of the key decisions and influences in dispensing



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What you can expect from your membership?

Group benefits

Listed below are some of the benefits your practice will gain from joining the group:

- A Free Practice analysis to assess your current profit levels using your latest MMR
- A Free Practice analysis to give you advice on prescribing using your current Pact data
- Up to date advice and information on Category M
- Unlimited telephone and email advice
- Exclusive St. Thomas Court Group TEVA agreement
- Exclusive St Thomas Court Group Actavis agreement
- Exclusive flu discounts with MASTA, WYETH and SANOFI AVENTIS PASTEUX
- Exclusive travel vaccine discounts
- 2nd line exclusive wholesaler deal
- Monthly Newsletter, with a focus on prescribing and dispensing
- Quarterly Magazine
- St. Thomas Court Group MDS (Manufacturer Discount Schemes) agreements
- Independent Group Training Sessions

Joining the Group with AAH

Listed below are some of the benefits your practice will gain from joining the group with AAH as a preferred partner:

- Strong trading terms
- A structured monthly review meeting
- Enhanced Category M reporting
- Bespoke MDS reporting
- Supporting St. Thomas Court reporting to help implement areas that the St. Thomas Court Group highlight for change
- Practice Product Sourcing
- A Quarterly Business Review
- Monthly Group exclusive AAH generic Support price list
- Supporting IT Systems
- Discounted training support
- Annual Day conference
- **NB. These areas are only available as an AAH customer.**

Joining the St Thomas Court Group will allow you to benefit from our range of additional discounts offered by suppliers and manufacturers increasing your profits.

For further details of the membership benefits we offer, please read more information on our website from our associate partners www.stthomascourtgroup.co.uk/associates.htm or contact us and discuss the benefits.



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NON DISPENSING ACCOUNTS - What you can expect from your membership

Up until now the St Thomas Court Group has concentrated its efforts on helping and supporting dispensing practices find the best pharmaceutical suppliers at the most competitive prices.

We have also provided practices with general prescribing advice that supports the areas of the PCT prescribing teams.

It is clear that we are now in a position to offer help to Non Dispensing Practices in a similar way.

A low cost annual joining fee for non dispensing members is applicable.

Please contact Dr J Vann or Glyn Sully for full details -
james.vann@nhs.net glyn.sully@nhs.net

 **A low cost annual joining fee for non dispensing members is applicable** 

Membership benefits

Listed below are some of the benefits your practice will gain from joining our group:

- Up to date prescribing advice
- Unlimited email and telephone advice
- Travel vaccine discounts
- Influenza vaccine deal
- Independent group training sessions
- 2nd line wholesaler support scheme
- Personally administered products available via various suppliers
- Supporting IT systems
- Discounted training support
- Independent Audit packages
- Annual Day Conference



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Our details - Contact us today

Contact Glyn and his Team:

St Thomas Court Group

Axminster Medical Practice

Church Street

Axminster

Devon

EX13 5AG

01297 32126

glyn.sully@nhs.net

james.vann@nhs.net

www.stthomascourtgroup.co.uk

Contact AAH Dispensing Doctor Service:

AAH Pharmaceuticals Ltd

Sapphire Court

Walsgrave Triangle

Coventry

CV2 2TX

02476 432476

robert.winton@aah.co.uk

dispensingdoctors@aah.co.uk

www.aah.co.uk

- **Join the St Thomas Court Group and get the first 3 months FREE plus no joining fee**
- **Membership costs only £30 monthly (plus VAT)** - guaranteed not to change for two years from date of membership
- **No commitment, you may stop at any time** - E.g. after 1 or 2 months, but it is very rare for practices not to notice an immediate benefit
- **Exclusive for AAH Customers** - Half monthly membership paid for if using AAH as your first Line Wholesaler

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plus no joining fee

Contact Glyn and his Team:

St Thomas Court Group

Axminster Medical Practice
Church Street
Axminster
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