

# Introducing all-new minfosedge™ ... we've listened

After years of researching the needs of hundreds of Australian pharmacists, our research and development team has finally released the all-new version of the **minfos®** system, **minfosedge™**.

New **minfosedge™** is easier to use and features improved reliability, giving you unprecedented control of your retail pharmacy business, with best-ever dispense functionality, PBS online, live ordering and pricing, powerful

management reporting, optional multi-store capability, plus much, much more.

**minfosedge™** has been developed on a modern SQL database, which means that users can expect significantly faster performance than previous versions of the **minfos®** system. **minfosedge™** is also packed with an array of impressive new features, including:

- **Improved reporting**
  - More flexible reports that can be customised to suit individual pharmacy requirements
  - Report generation speed has been significantly boosted
- **Interfaces with Symbion warehouse (SHOP)**
  - Provides access to live pricing and stock levels directly from your **minfos®** terminal
- **Easy-to-implement feature upgrades and system integration**
  - Can be quickly interfaced with a range of pharmacy systems, such as SignIQ, MPS, E-Clinic and loyalty programs
- **Modern SQL database structure**
  - For added system stability and reliability

- **Easy data conversion from the minfos® system to minfosedge™**

Converting to **minfosedge™** is a simple and comprehensive process that will ensure all your sales and dispense product data will transfer reliably, while also providing an opportunity to clean your existing database.

We'll be in contact soon to explain how to upgrade to the new **minfosedge™**. If you have any questions in the meantime, just call the **minfos®** Support Line on **1800 657 993**.



Crack the secret to pharmacy success.

With revolutionary new minfosedge™. On show at APP.

After years of researching the needs of thousands of Australian pharmacists, minfosedge™ has arrived. Now faster, easier to use and even more reliable, it can help maximise the profitability of your retail pharmacy business. Try it at APP (stand 99400) and crack the secret for success to new heights. To find out more, visit minfos.com.au



Your retail-pharmacy edge

## Inside this issue of 'The Edge'

- 🔄 Development update
  - Mirixa
  - SignIQ
  - minfosedge™ at APP
- 🏆 minfos® Tip of the Month
  - Discounting lower cost PBS items

## minfos® system will soon include Mirixa link

You may have seen the recent announcements from the Pharmacy Guild regarding a new patient-care initiative called Mirixa.

Mirixa is designed to enable pharmacists to implement care programs to help patients get the maximum benefit from their medicines.

We are proud to announce that **minfos®** was the system used by Mirixa to demonstrate the new initiative at APP.

**For more information about Mirixa, visit [www.mirixa.com.au](http://www.mirixa.com.au)**

### Mirixa programs are designed to help pharmacists...

- **Deliver** targeted clinical services to patients
- **Help** patients manage their medication use
- **Improve** medication compliance
- **Promote** safety, and
- **Control** costs.

## New minfosedge™ a big hit at APP

We would like to thank all **minfos®** customers who visited us at APP 2009. It was a great opportunity to demonstrate the new **minfosedge™** system and we greatly appreciated your questions and positive feedback.

Our "Crack the secret to pharmacy success" competition was incredibly popular with delegates, and a range of fantastic prizes were won throughout the conference. Congratulations to our major prize winner: Chris Campbell from Terry White Chemists, Coffs Harbour. Chris took home the grand prize of a \$1000 RedBalloon voucher. We look forward to seeing you all at APP in 2010.



Matt Lalor (L) congratulating major prize winner Chris Campbell at APP.

## In-store signage and labelling solution - coming soon to minfos®

The **minfos®** team has been working alongside SignIQ to integrate the company's renowned POS signage and labelling software functionality into the **minfos®** system.

Progress has been steady and we look forward to releasing this functionality to **minfos®** system customers before the end of the current financial year.

SignIQ is Australia's leading solution for designing, distributing, producing and managing in-store signage and labelling, while dramatically reducing printing costs.

With SignIQ, you can produce highly effective branded signage and labelling to inform and guide your customers' buying decisions, and ultimately create a superior in-store customer experience.

**For more information about SignIQ visit [www.iconiq.com.au/corporate/default.asp](http://www.iconiq.com.au/corporate/default.asp)**

### The benefits of SignIQ for your pharmacy...

- Reduces ticketing production costs
- Reduces wastage
- Improves in-store visual merchandising
- Improves customer experience
- Assists complementary selling programs
- Educates and inform customers
- Customisable to your store's requirements.

The **minfos®** system allows you to discount PBS items that do not have a government contribution and still add this to the customer's safety net amount.

### HOW TO:

From the **minfos®** Dispense Pro screen:

1. Press **Alt + M** to open the **Maintenance** menu
2. Select **C. Configuration** from the list
3. Navigate to the **Printing/Pricing Tab**
4. Press **ALT + D** to tick the **Auto discount of PBS price** box at the lower right of the window.
5. Ensure that the **Allow Changes to PBS price** is also ticked.

Once this option is ticked, you then need to set a price against an item that doesn't incur a Government Contribution.

### HOW TO:

From the **minfos®** Dispense Pro screen:

1. Press **Alt + M** to open the **Maintenance** menu
2. Select **M. Drug Pricing** from the list
3. Press **Alt + F** to **Find** an item you wish to discount the price for.

In this example, COVERSYL TAB 2.5MG 30 has been used. The normal dispensing price is \$15.40.

4. Press **Alt + F** to tick **Use Fixed Price** and enter the price you wish to use next to **Private Price**
5. Press **OK** to save

In this case the price has been set to \$14.50. Now, when Coversyl TAB 2.5MG is dispensed to a **General** or **Private** customer, the price will automatically be \$14.50

Final Price & GP Details		Current Pricing	
Cost	0.00	General H.S.	15.40
Mark-Up	0.00%	Concessional	4.96
Fee	0.00	Registration	4.00
<b>Final Price</b>	<b>14.50</b>	Entitlement	0.00
GP	5.32	H.E.F.	4.96
GP%	40.83	Final Price	6.75

**TIP:** Products which are dispensed in multiple packs, eg. ABBOCILLIN-V SUSP 250MG/5ML 100ML Code: 2354X will need to be configured using **Multiple Pack Pricing**, as it's added into the database as 1 packet and dispensed as 2 packets.