



Transparency · Flexibility · Control

Dispensing Doctors

Welcome to Cambrian Alliance Group

Dear Dispensing Practice,

The Cambrian Alliance Group is the largest independent buying group in the UK, ensuring that our customers gain access to the very best prices across all product categories to achieve the very best dispensing margins.

As a company, we are more than just a buying group, ensuring that every day we bring together our customer community to help innovate and develop technical solutions to every day dispensing practice problems. Our buying platform, e-CASS, is the most widely used buying platform across the independent pharmacy sector and we continue to grow the number of dispensing practices that now work with us. Our heritage, reputation and most importantly of all, our independence, remain a vital part of our commitment to you as a practice. Our independence means we remain entirely focused on addressing your needs and helping you achieve best value.

Our offer is a simple one, we want to introduce competition for your business to drive down price. I would encourage you to speak to any of our existing customers who I am sure will be happy to share their experiences and talk about the positive impact we have been able to have on their business. The industry that we all work hard to support has never been more challenging. I am pleased that we are able to continue to play our part and in particular I am delighted to be able to introduce you to our group. As always, on behalf of Cambrian Alliance Group and our customer community, I am grateful for your interest and the time you have taken to learn more about what we do.



Nathan Wiltshire
Group CEO



We are **proud**
to be **one**
of the few
buying groups
to be **MHRA**
accredited.

Is your current provider MHRA
accredited?

Access the **best possible prices** in the market.

As the largest independent buying group in the UK, we have secured the best possible prices available in the market from our partners.

Put us to the test and ask for a price comparison today to see how much more money you could be saving!



Cambrian Alliance Group

Partners

Mainline Wholesalers



Short-liners



Manufacturers



Specials Providers



Special terms are in place for both of the suppliers to rebate back your plan fees

With e-CASS, the pricing is managed centrally, ensuring pricing accuracy and integrity.

Like you, we are **independent.**

Unlike other buying platforms, e-CASS is not owned by a wholesaler and we don't have a retail network of shops that compete with you on the high-street.



Why is our **independence** important to you?

We keep our supplier's prices honest and competitive

We do not use the platform to improve our own wholesale performance

Why e-CASS?

e-CASS is the stock ordering tool that **saves you time and makes you money!**

Used by more Independent Pharmacies than any other buying platform.

Including these unique and market leading features:

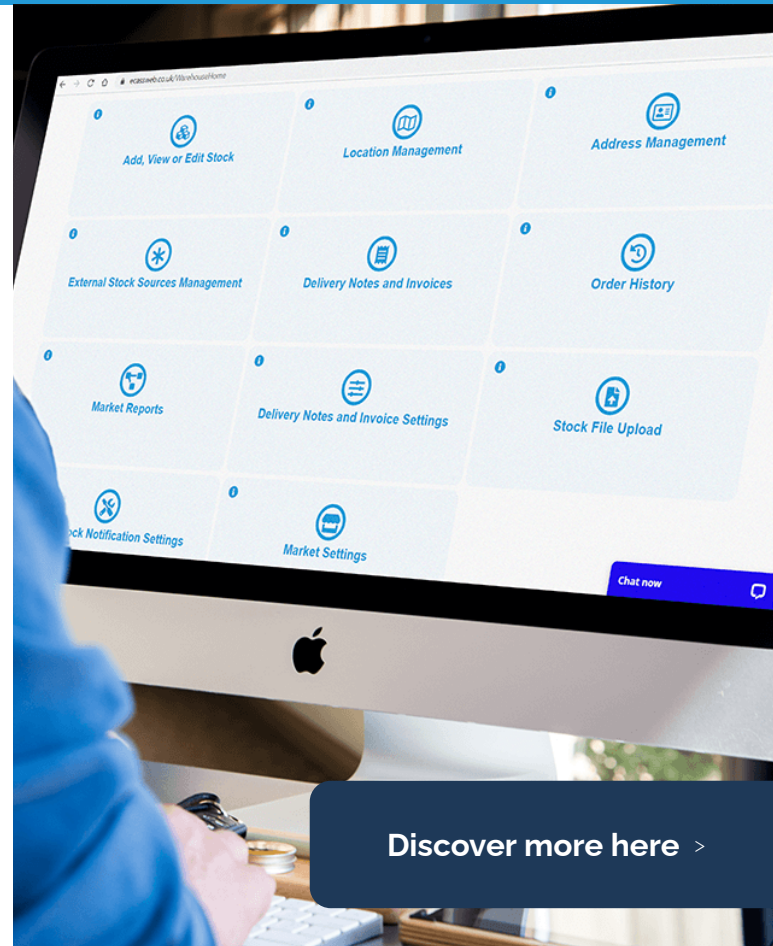
Profitability Reports

Tariff Blocking

Supplier Spend Monitoring

Ability to check prices before ordering

Best of all, if you are currently working with a number of our partners, we can have you set up within days.



Discover more here >

Profitability Reports

With e-CASS profitability reports, you can see your profit by supplier and by product with monthly reports. This helps keep track of profits and you can make changes where necessary. This can be used to also support identifying loss making lines, to aid change to more profitable lines.

Tariff Blocking

This allows for continued blocking of over tariff lines – protecting profits and limiting the likelihood of dispensing at a loss.

Supplier Spend Monitoring

Providing you with clear visibility of spend by category against suppliers – ensuring you get the best discounts and letting you know if you might miss a target.

Ability to Check Prices Before Ordering

Complete transparency of pricing, helping you to scrutinise each of the prices tendered by our partners.

e-CASS enables competitive tendering for your business

e-CASS Warehouse

Dead stock costs the average pharmacy **12K a year**, e-CASS Warehouse will help **minimise this cost** and help you **eliminate unnecessary spend**.

e-CASS Warehouse is the **most advanced way** to buy your stock and **manage enhanced profitability**.

Dispensing Doctors with a WDA or Hybrid Model can use this facility to manage their stock with ease.

e-CASS Warehouse can be used by a single shop to **reduce dead stock** and it can also be used by dispensing doctors who run multiple shops with more a complex warehousing requirement.

[Watch the video here >](#)

**£25 + VAT
per month**

With all of these unique and market leading features

Comprehensive inventory management – location and value detail and the benefit of our database with over 250K mapped product codes

Partial stock fulfilment

Utilises split packs

Pick priority based upon supplier preference and stock expiration dates

Invoicing to support inter branch transfers and branch level P&L

Designed to work alongside e-CASS

Provided by an MHRA accredited company

Fully auditable – reporting and management information including order history

Self-service – fully configurable location and address management

Customer Care – a dedicated Account Services team

Delivery Notes and Pick lists



Our latest time and money saving platform, **e-CASS Market**, was developed for Independent Pharmacies and Dispensing Doctors to **buy and sell stock from each other** with ease!

With the ability to **limit selling stock** to a group of pharmacies you have selected, or **make stock available** to the **entire 1,200** Cambrian Alliance Group community.

e-CASS Market is a fantastic trading platform to help you **increase your margins** and **support other independent contractors!**

[Watch the video >](#)

[Sign up here >](#)

e-CASS Market offers Independent Pharmacies the ability to trade stock with each other

Use our unique Market Match feature to find stock available within our e-CASS market community based upon your usages

Customer specific email notifications for new product listings that you use, including price and tariff detail

**£15 + VAT
per
month**

Benefits of Being a Cambrian Alliance Group customer

One in four UK independent pharmacies are part of the **Cambrian Alliance Group**, and we're now very **pleased to be supporting Dispensing Doctors**.

Here are just some of the reasons to join us:

1

With 1,200 customers, we secure the UK's best prices for generics & PI's as confirmed by a leading independent industry report

2

We work with more than 50 suppliers, including AAH & Alliance Healthcare, to provide you with access to the best dispensing doctor deals

3

Our price comparison stock ordering tool e-CASS is used by hundreds of pharmacies across the UK helping 98% of them boost their profits and save time

4

Every member has their own personal Cambrian Alliance Group business manager to help grow their business and profits

5

Unique and exclusive brand deals negotiated directly with the manufacturers

Brand deals

Here at Cambrian Alliance Group,
we have negotiated **additional discounts**
with these manufacturers:



There's no minimum
or maximum order
quantity.

Complete price
transparency.

Monthly rebates.

Take advantage of these deals and
save even more money.

Testimonials

"Since using Cambrian Alliance Group's e-CASS platform, **our gross profitability has risen by between 5-7%** from an already good position.

This has enabled us to reinvest this money back into delivering an outstanding service to patients across the surgery.

Through the **ability to order at market-leading prices** and the prevention of ordering generics that are above drug tariff price, the system enables us to not only **max out the money we can make** on the most profitable lines but also **reduce our loss making items.**"

- **Edward Down**
- CAYTHORPE & ANCASTER MEDICAL PRACTICE



Testimonials

"Rachael and the wider Cambrian Alliance Group team are **very responsive**, and we are very happy to have Rachael as our rep. The great news is that **we have improved pricing from having access to a wide range of suppliers.**

Looking in detail at the two full **profitability reports**, these are very useful and breaking down the detail on generics, **the average profit we achieve is 57%.** We were achieving around 50% with our previous supplier, so this is very positive indeed!

We appreciate **the benefits of being Cambrian Alliance Group members**, they have gone the extra mile to make their product EMIS friendly we really appreciate the ongoing support and growing our relationship further!"

- **Dr Andrew Hollings**
BRAMPTON MEDICAL PRACTICE

"I'm so impressed with how **quickly your support teams respond** to my queries and get me a resolution."

- **Terri Griffin,**
BUCKDEN SURGERY

Helping our customers increase their profits and save them time is at the heart of what we do every day.



Testimonials



"The team here are enjoying using e-CASS, it has **saved time** on shopping around different suppliers to **obtain the best price available**. e-CASS is helping us with the support of features such as **blocking lines** which are above tariff".

- **Annette, Dispensary Manager,**
with Kirsty and Sophie
HEREWARD SURGERY, PART OF THE
LAKESIDE GROUP PARTNERSHIP

Best Practice Show

We were delighted to exhibit at the Best Practice Show 2021 for the first time. Over 2,500 healthcare professionals gathered at the NEC Birmingham on 13 -14th October to celebrate the return of the Best Practice Show, the UK's number one event for the primary care and general practice community.



Being the first major reunion of the primary care and general practice community, the Best Practice show hosted clinical and timely policy sessions surrounding current issues affecting general practice, as well as networking opportunities on the exhibition floor with over 200 expert-led presentations & 200 exhibitors.

Best Practice Show



It was a brilliant experience to get our platforms in front of Dispensing Doctors and show them how e-CASS can save them time and money every day. With product demo's throughout the event, we were able to showcase each of the many market-leading features e-CASS has to offer.

"Exhibiting at events like the Best Practice Show, is a great way to showcase e-CASS. Practice staff get to see how we can support their business, as they have come to see new innovation. Practices have never been more engaged in delivering efficiency in their Dispensaries." - **Rachael Balcombe**



Membership

Joining us is easy

Your experienced and **dedicated Business Manager** will guide you through the sign up process and show you how to **make the most out of Cambrian Alliance Group plans.**

Your **Account Services Executive** will be available to you to see how you are getting on and advise you on all aspects of your business from **increasing your profitability** and saving time and increasing capacity.

We are here to **save you money.**

Membership Plan

£100

per month + VAT

- > Access to and use of e-CASS
- > UK's cheapest prices for generics and PI's
- > Choice of wholesaler and short line terms
 - > Enhanced wholesaler terms only available via e-CASS
- > Pharmacy Locality report
- > Access to member events
- > Exclusive and enhanced brand equalisation deals
- > Your own pharmacy website
- > Discounted Flu & Travel training
- > Discounted Pre Reg training
- > More than 80 unique supplier deals
- > Your very own business manager
- > Health & Safety Support
- > HR Support
- > Brand equalisation deals

You're in safe hands

Rachael Balcombe, our dedicated Dispensing Doctors Business Manager has been with us since April 2020, and has a wealth of experience and knowledge to help Dispensing Doctors save time and make money from utilising our market-leading platforms.

Rachael worked as a trainee dispenser in 2007 & gained extensive knowledge but always had a particular interest in buying & profitability. Before joining the Cambrian Alliance Group, Rachael worked for AAH for 3 years as a Field Sales Manager (DD team). Prior to this she was the Purchasing Manager for a large hybrid Dispensing Doctors.

In 2017 she presented at the DDA Conference and feels that her experience has brought her to a place where she understands the challenges Dispensing Doctors face.



Rachael Balcombe
National Dispensing Doctors
Business Manager



Cambrian
Alliance Group



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Book a call today >