

WHY AUTOMATE ?

❖ Principal of automation

Let the machines take care of the tasks that have no added value (storage, order picking, inventory management, obsolescence).

❖ Who is automation applicable to?

Solutions adapted to **all** types of pharmacies: small, medium, large, rural or shopping centres. **In fact, we equip pharmacies with turnover from € 500,000.**

❖ Why fit it, what does automation offer the pharmacy?

- ✓ It answers your daily management issues: inventory management, smoothing activity peaks, control of payroll, management of personnel skills and quality of service to your customers.
- ✓ **Adds value** to your pharmacy in your strategy for the future.
- **Increased productivity:** automation allows an increase in the productivity of qualified personnel (turnover/employee), the number of clients served at peak times, the average purchase and better control of the wage bill. Each of your employees walks 10km/day (~ 2h/day): in addition to unrivalled dispensing speed, it avoids unnecessary movement.

Testimonials:

- Evolution from "€ 2 million to € 3 million turnover without hiring".
- After three months of operation, "**turnover increased 22% while the sector stagnated at - 2%**".
- **Optimisation of Human Resources:** it allows better management of personnel skills and scheduling thanks to the time savings, fewer recruitment problems and absorption of peak periods. Testimonials:
 - "Better use of staff competencies: more attentive service, greater time for advice, better team availability, less tiring"
 - "**Economy** of 3 additional full-time positions to provide the same quality of service with a team of 13 employees at present."
- **Image improvement:** the characteristics of a modern pharmacy are available staff and no queues. This modernity promotes increased visits.
- **Space saving:** automation allows increased retail space → adaptation to all types of premises (ground floor, upstairs, basement) and a higher capacity than traditional storage.
- **Stock management:** assured traceability, reliable stock status, storage of orders, disappearance of breakages, obsolescence and sales thanks to an inventory system.

PHARMACY ROBOTIZED SOLUTIONS

10, avenue de l'industrie - 61200 ARGENTAN - FRANCE
+33 (0)2 33 67 87 30 - +33 (0)2 33 67 87 31
info@mekapharm.com - www.mekapharm.com



- **Traceability and safety:** Data Matrix code reading (mandatory traceability when orders are received) containing the product code, batch number and expiration date (which notably avoids expiries).
- **Time saving:**
 - **Reduction of displacement and elimination of queues:** savings of 2 to 3 hours per day per person: **improvement in customer service, convenience and better use of skills of the pharmacy team**
 - Development of new **consulting activities** and **facilitated dialogue** between the pharmacist and patient: **customer loyalty**
 - Unrivalled speed in the preparation and delivery of orders. Average manual dispensing time of an order is 6.15 minutes with 3.20 minutes in the back office. The APOTEKA automated dispenser can deliver between **6 and 12 complete orders/minute**. The time saved allows a better counter dispensation which generates more activity (decrease in order processing time = increase in number of orders processed/hour and increase in advice time).
- **Return on investment**
 - If you are planning on reorganising the pharmacy it is pertinent to combine this with the purchase of a robot and/or automated dispenser to more easily integrate the tasks
 - When reorganising, **you need not increase your payroll** and can profit fully from your **growth** (increase in visits and the average purchase)
 - Or you can simply replace your traditional storage and directly harness the full potential of your team. Dedicate yourself to the essentials (your customers) by delegating the tasks that do not add value to the automation solutions
 - The **return on investment** is on average **2-3 years** (fully equipped).

Some of our customers have opted for a much faster ROI by automating only 20% of the references that correspond to 80% of the units sold. Many then evolved their automation by simply adding to it (expansion of capacity, addition of the robot/automated dispenser).

Our machines use advanced continually evolving technologies, they are always being improved and as they evolve, you gain more time.

The figures in this document are drawn from client testimonies. Consult the testimonies of other pharmacists who opted for automation on our website.

PHARMACY ROBOTIZED SOLUTIONS

10, avenue de l'industrie - 61200 ARGENTAN - FRANCE
+33 (0)2 33 67 87 30 - +33 (0)2 33 67 87 31
info@mekapharm.com - www.mekapharm.com

