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SOUTHWOOD PHARMACEUTICALS, INC.'S
POINT-OF-CARE PRESCRIPTION DISPENSING

REPRINT

Easy, Safe, and Convenient

Southwood Pharmaceuticals, Inc. (Lake Forest, CA), makes it easier for physicians to care for their patients. Endorsed by the American Medical Association, the American Academy of Family Physicians, most state medical associations, and the Federal Trade Commission, physician dispensing is making a comeback by improving patient care and providing additional revenues to practitioners. Up to 80% of the most commonly prescribed medications for any practice can be dispensed easily from a physician's office by using Southwood Pharmaceutical's Pre-Packaged Prescriptions. Moreover, dispensing for Worker's Compensation patients has increasingly been requested by employers to decrease lost time by accelerating treatment.

Patients appreciate the convenience of receiving needed medication at the point of care, and prescribers have documented increased compliance when drugs are dispensed from the office. Southwood Pharmaceuticals' **Pre-Packaged Physician Dispensing System** offers high-quality products and services to physicians who desire a secure, easy, and convenient system for dispensing medication to their patients. Southwood Pharmaceuticals provides custom formularies of preferred brand name or generic medications, prepackaged into the exact dispensing quantities specified by the prescriber. Southwood Pharmaceuticals ensures 100% compliance with all state and federal laws and regulations

Southwood Pharmaceuticals' state-of-the-art office dispensing software provides customers with the ability to manage the entire pharmaceutical transaction process, from setting up formularies, ordering product, maintaining patient dispensing records, managing inventories, reimbursement of medications, to maintaining compliance reports. The company provides customers with everything they need to increase patient convenience, while enhancing revenue opportunities for their practice. Southwood Pharmaceuticals, Inc is also pleased to introduce full pharmacy management options for financing, factoring, and billing for physician's practices. Its goal is to provide physicians with simple and efficient means for ordering and dispensing prepackaged pharmaceuticals.

Marshall S. Lewis, MD, of Pacific Orthopedic Medical Group (Bakersfield, CA), says that there are many benefits to the Southwood Pharmaceuticals Pre-Packaged Dispensing System. Dr. Lewis finds that "by being able to dispense medication to my patients while they are in the office saves them from having to run around to pharmacies. There is also the added convenience of not having phone calls back and forth with the pharmacies to order or refill prescriptions." Along with

enhanced patient convenience, physicians can better manage their patients' medications. Dr. Lewis says, "With this system I am able to track easily the medications my patients take. This gives me good patient care and works well for my patients." As for his experience with Southwood Pharmaceuticals, "I am always able to get what I need from Southwood, and it's been a very good experience working with them. I always recommend Southwood Pharmaceuticals to other physicians."

Southwood Pharmaceuticals recognizes the need for the safety and integrity of its dispensing system. All medications are sealed and prepackaged in high-density polyethylene (HDPE) with strict safety features: internal and external tamper-evident seals and child-resistant caps. Medication labels are printed with all pertinent information, listing trade and generic names, prescription and lot numbers, expiration dates, and main active ingredients. Southwood can include individualized retail pricing if customers so desire.



Gregory M. Balourdas, MD, Orthopedic Hand Surgeon, has been using Southwood Pharmaceuticals' prepackaged products for more than three years. "One of the chief benefits is its convenience to my patients. The patients appreciate that they can do 'one-stop shopping' by getting their medication at the time of their visits." Dr. Balourdas, who helped create Southwood Pharmaceutical's advanced soft-

ware application, says that it allows complete management of the dispensing process, from ordering to daily drug management and dispensing. "Southwood is very prompt in getting orders out to us. Southwood is very attentive to and supportive of our needs, and are always prompt in their responses. They provide a good service and they are there to back it up."

Southwood Pharmaceuticals' system makes record keeping easy for customers by including four labels that detach from each medication container and that include abbreviated information for charting, log maintenance, and reimbursement. Storage requirements are minimal; all record keeping and billing information is self-generated, and reordering is fast and efficient via toll-free phone, fax, or mail. Southwood Pharmaceuticals offers its worker's compensation providers claim review and billing support in all states.

For more information concerning Southwood Pharmaceuticals, Inc. or its Pre-Packaged Dispensing System, call Denise Alexander at 1-800-442-4443 x 144, or visit the company Web site at www.southwoodpharm.com.