

News In POUCH

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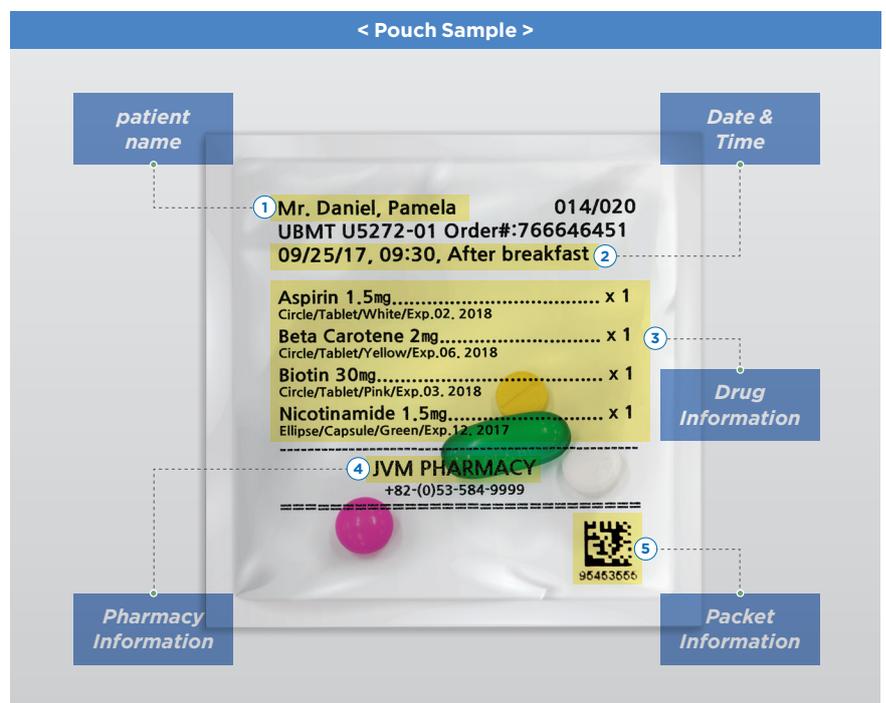
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What Do You Call It?

Different cultures define and interpret things differently, and JVM's pouch is not an exception. Since the importance of repackaging has become widely known globally, the name of JVM's pouch has been more than one. In South Korea--where JVM is headquartered--people call this a pouch. In Europe and United States of America, many call the pouch as a sachet, adherence package, or compliance package. The term Sachet Sa-shey is also commonly used in Australia. Sachet refers to a small bag or sac containing powder, or the like. (dictionary.com) In South America, the word pouch is translated into la bolsa, which means a bag.



JVM, the No. 1 Leading Pharmacy Automation Company in Thailand

Successful exhibition at the annual meeting of the Association of hospital Pharmacy in Bangkok, Thailand.



The annual meeting for 2018 organized by the Association of Hospital Pharmacy in Thailand was held in Bangkok, Thailand, from May 22nd to May 25th this year. JVM's partner in Thailand, Supreme Products Co., LTD., participated and promoted and presented different JVM products to about 300 local pharmacists. Supreme Products Co., LTD., has been JVM's partner for more than 6 years. Two of JVM Global Business Team at Hanmi Pharm, Ryan Sul and Jaeho Choi, also joined our partner Supreme Product to support them at the field site.

Currently, in Thailand, JVM is a leading pharmacy automation company. In fact, JVM's products are well known among health care professionals and pharmacists. Various people at

the meeting showed strong interest in our products, as many believe that our products can be a good, potential solution for outpatient pharmacies in Thailand.

The ways to distribute medicine vary from a country to another. Some, especially our loyal customers, use pouches in repackaging drugs; others use vials, original box, or blisters. In Thailand, medicine is often distributed in original box form, which, unlike pouches, does not aid medication adherence and safe administration. Also when medicine is not repackaged, a huge amount of medicine is wasted. Therefore, the products presented at the annual meeting in May in Thailand received many positive reviews from participants, as ATDPS especially

resolves all the issue original packaging brings.

In the annual meeting, JV-300NS10, JV-VD10, JV-LS10, JV-CA40, and JV-UC20 were exhibited. Besides those JVM's products, Supreme's own products including nursing cart and UDS were presented.

ATDPS exhibited received positive comments as it maximizes work efficiency in both hospitals and pharmacies. Our product JV-300NS model allows users to repackage medicine into pouches with a very low rate of error. One of our Thai customers, according to our partner Supreme Products, has improved the work process for in-patients in a hospital. Before implementing JVM's ATDPS, medicine was prescribed every



Supreme Detailing

three days and prepared at the bed site before supplied to the right patient. When any change occurs during the three day period, the hospital had to dispose already prepared medicine. However, with ATDPS, packaging has become easy, and ATDPS has allowed the users to prepare medicine daily, thereby reducing the amount of wasted medicine.

Among many products, the most popular product at the meeting was JVM's newly launched product, CA-40*. CA-40, vial filling and counting machine, offers a variety of merits to both our partners and end-users. Its features including price and special locking function are undoubtedly competitive. CA-40 is system compatible with ATDPS, allowing a complete automation whether a customer uses pouch or vial for repackaging. Another competitive point is that CA-

40 can fit in a very small space, as it can be placed in a corner in a U-shape. Units can extend in number depending on the number of canisters and medicine the user wants to have. For narcotics, locking canister can be customized, and size of canister can be customized, which can store up to 200 tablets.

*CA-40 (more information is available on the next article)

The exhibition at the meeting was done successfully. Besides our repackaging machines, JVM's automated dispensing cabinet for hospitals will also be promoted in the future.

"I also believe [JVM's ADC product] INTIPharm has a great outlook in ADC market in Thailand," said Ryan Sul, a sales representative, in charge of Thailand and other Asian countries, at Hanmi Pharm.



CA-40

JVM, the No. 1 leading pharmacy automation company in Thailand

Fast & Accurate Medicine Counting Counting, now POSSIBLE!



Suggested Work Flow

**Efficient, Productive,
Quality Care, Hygienic,
Flexible**

JVM offers the most efficient pharmacy work flow. We aim at not only improving the quality of work but also enhancing the quality of life of health care providers.



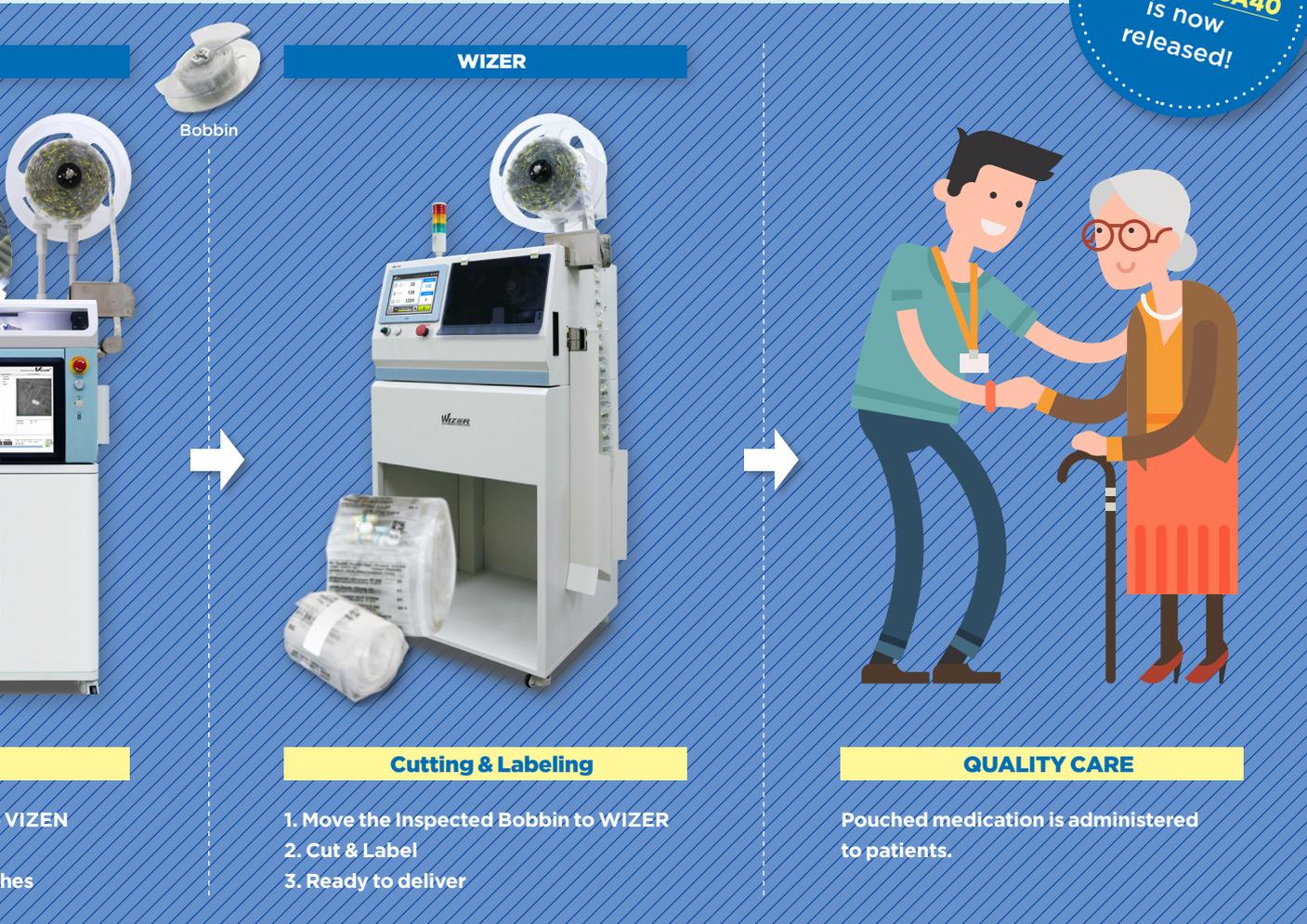
The JV-CA40 features one thing that other competitors do not have: it is compatible with adherence packaging machine, ATDPS. The conventional way of a customer designing pharmacy automation for his or her pharmacy, the customer would have to choose whether to use vial filling machine or pouch packaging machine. However, with the JV-CA40, the customer can have

both vial filler and pouch packager, and customize the way they want to serve their customers. Each JV-CA40 features 18 canisters, which means 18 different types of medicine can be stored. Up to 10 units can be connected, allowing various customers to maximize its usage and efficiency. Besides its excellent storage function, the JV-CA40 also serves a great counting function: C-Cabin

counts tablets fast and accurately. Multiple types of medicine can be counted at the same time to maximize work efficiency. Also, the LED lamp shows the status and location of dispensing. Certainly, one of many JVM's strengths is that almost all the products can be customized. In the bottom of the JV-CA40, electric door lock can be added, securing both expensive medicine and controlled



The New Video for **CA40** is now released!



medicine such as narcotics. Furthermore, each chute of the canister is locked individually, and only those administrators with authorities can unlock the chute for collection. Currently, many Asian countries are showing interest towards the JV-CA40. Due to small retail pharmacy size, the size of the CA40--540mm wide--is quite promising in the field. Deltason, JVM's beloved partner in Hong

Kong, is accelerating its sales of the JV-CA40. After completing the field test and participating in tradeshows, Deltason received many positive reviews from different customers. Supreme, JVM's partner in Thailand, also had a successful exhibit at the annual meeting for pharmacists in 2018. The ultimate goal of JVM is to suggest and provide a completely automated workflow for custom-

ers. Of course, medicine preparation differs just as every culture is different from one another. However, whether the user uses multi-dose adherence packaging or single-dose vial packaging, with both the ATDPS and the CA-40, users can use both forms depending on the number of tablets assigned, whether the assigned medicine is single-dose or multi-dose, and even the culture.

If you want to know further, please contact us at jihyun.lee@hanmi.co.kr

JVM'S FIRST ENGINEER TRAINING COURSE SUCCESSFULLY FINISHED!

Once a month from March to May this year, JVM's headquarter in Daegu, South Korea invited engineers of partners in different countries and offered a Master-Level Engineer Training Course.

Total of three sessions took place in March, April, and May. 19 engineers came from 11 different countries including Hong Kong, Singapore, Spain, Australia, Europe, Thailand, Saudi Arabia, US, Mexico, and Taiwan. The JVM Global Team also participated in organizing and supporting all the engineers.

The aim of the course was to improve the engineer's problem-solving abilities, deliver optimal outcomes to the partner company, and ultimately meet the ever-growing demand of customers, or end-users of JVM's products. The training sessions concentrated on improving the relevant work skills and providing the most up-to-dated technical information. The course was designed to not only to deliver

the most recent information of JVM's products but also to help them to effectively transfer their skills and knowledge to other technicians.

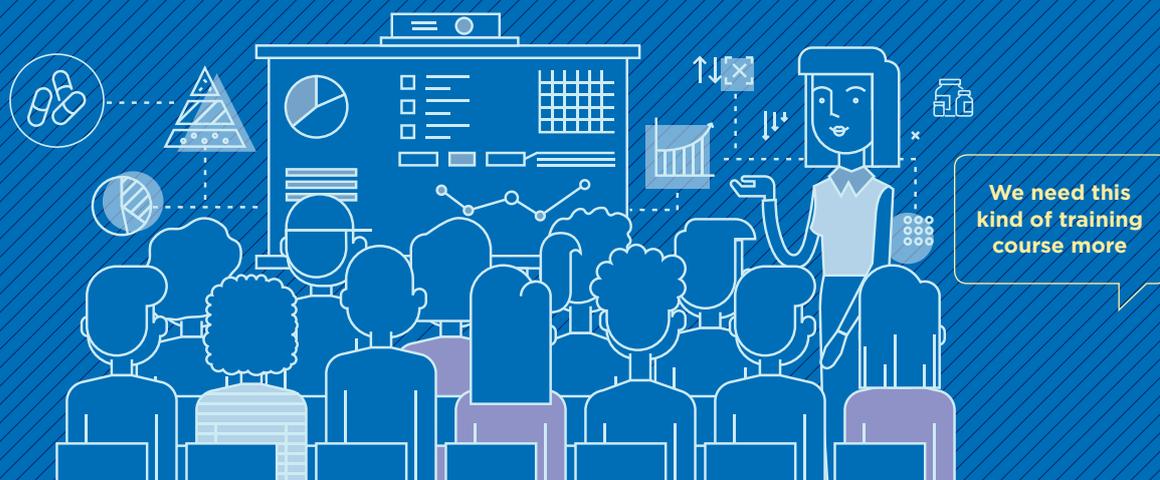
The training scope was wide as the session covered from ATDPS Hardware to Vizen and Oncube software. Each engineer was evaluated at the end of the session, and when qualified, an official certificate was provided.

The entire training course received many positive notes from both Korean sales representatives and engineers invited to the course. "The session gave an opportunity for different engineers to interact and exchange clever ideas for their problems," said Sienna Lee, a sales representative of the JVM Global Business team, currently in charge of China, Taiwan, and Hong Kong. "The session was a hub for not only getting to know each other to strengthen the partnership but also sharing experiences. Each country has a different medicine preparing culture, so



**We need this
kind of training
course more**





the purchase varies depending on the culture and countries. For instance, Hong Kong uses many vials when repackaging medicine. They are interested in technical solutions for CA-40, while ATDPS is well used in Europe for blister centers, making the engineers want to master more for ATDPS," Sienna continued. By participating in the training course with many engineers, she was able to communicate with them, understand their issues, think about ways to resolve those issues, and get to know them more.

Also Chun Yen Lee-- an engineer of Omni-Health, Singapore—mentioned that it was great to have discussions with R&D members of JVM and interact with other engineers from different places. Many engineers including Jose Manuel from Ti-Medi, Spain and Henry Lo from Deltason, Hong Kong expressed satisfaction towards the contents of the program. They found the provided information interesting and helpful.

"We need this kind of training course more," said Ian You, currently working with JVM's partner, Meditec in Australia.

He also added, "when [engineers were] discussing common problems, they shared some tips and know-hows, creating an engineer network."

The training course was done well, with overall satisfaction rate of 90% (JVM provided information based on surveys after the course) and JVM now plans to have a regular session, starting next year.



Group A in March 2018



Group B in April 2018



Group C in May 2018

Pouch Power. 01

Aid Medication Adherence Rate

Medication Adherence problem has become a serious social issue everywhere, affecting health outcomes and overall health care costs. After distributing medicine to patients, many healthcare professionals attempt to keep up their adherence rate for the patients' wellbeing. However, in reality, both healthcare professionals and patients suffer from low compliance rate.

The US Centers for Disease Control and prevention (CDC) listed the top 10 leading causes of death in US influenced by behavioral choices that impact health, including medication adherence: heart disease, cancer, lung disease, accidents, stroke, Alzheimer's, influenza, kidney disease, and suicide. For these causes—many being chronic diseases, it is critical that patients adhere to the given physician-prescribed regimen to improve their conditions. Yet, the statistics reveals shocking facts that non-adherence problem is rather a prevalent, common issue.

FACTS: Medication Adherence

31%

of prescriptions never fill

Annually
125,000

deaths result from non-adherence in the US

145

million Americans have chronic disease

Prescription Non-Adherence Reasons



Don't Understand Need for Medication



Can't Afford Medication



Forget to Take Medication



Personal Beliefs Against Taking Medication



Don't Understand How to Take Medication

POUCH

Benefits for Patients



Health

- Safety
- Medication Adherence



Convenience

- Portability
- Satisfaction



Engagement

- Understand medication and pharmacy information
- No more vials, the symbol of sickness.

Benefits for Healthcare Providers & Pharmacists



Work Performance

- Work flow & Work Efficiency



Additional Effects

- Sanitation
- Data Base
- Advertise Pharmacy with Improved Technology



Better Service

- Interactions with Customers / Patients
- Positive Impression

Thus, Hanmi-JVM offers the best suitable solution to the both parties.

Hanmi-JVM offers Pouch Solution in order to meet the needs of more customers. Our Pouch Solution has countless merits that benefit both medical professionals and patients. With our Pouch Solution, work efficiency and data collection are made easy for pharmacists and healthcare providers, while medication errors and confusion about a patient's appropriate medication regimen are eliminated for the patients.