



# News In POUCH

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01

## PHARMACIST OF THE MONTH

We want to celebrate our customers, especially those in the pharmacy sector who go above and beyond on a daily basis. In this edition, we have chosen Peter Thnoia, a passionate pharmacist who believes in our product and solution. Please meet Peter and see his story:



Peter Thnoia & ATDPS 244 DO



### 7 Q&A Interview with Peter

- 1 Will you please introduce yourself?**  
My name is Peter Thnoia, My job title is Superintendent Pharmacist of Rose street pharmacy. In Wokingham medical center. I have had many roles from Managing and opening new pharmacies, managing teams of clinical pharmacists and Prescribing in GP practices and exploring Europe for new and innovative ways other countries are implementing technology in their pharmacies.
- 2 How did you get to know JVM?**  
Roughly around 2008, I was looking into ways of improving the patient journey from being told they are going to have to take a medication to then taking the medicines in sometimes very complex regimes for not just a few weeks but for the rest of their lives. I had seen people very close to me just get fed up with the whole experience of pharmacy, taking their medication and the constant reminder of them being unwell. I came across Pouch packaging in Europe and booked a flight to Holland. I saw how differently things were being done. I couldn't believe this was happening and we didn't have this in England... and that was in 2008! I met with a company called HD-medi ( JVM's previous name ), and we decided to see if England was ready, so we booked a stand at the Bournemouth care show to see if people liked the concept. All seemed to be going well, but due to a personal loss, I couldn't continue.
- 3 Pouch machines are not so common in the UK area. What makes you believe that this product really is the future of your business?**  
If you look at all the problems we have in the NHS in the UK, pouching makes sense in many different ways. It still requires patients to make the change and stick with it, as with everything there will be pushback to change. Everyone needs to decide if they have enough passion to make it work as it is very different to the old trays.
- 4 Many pharmacists around the world, especially when they live in a place where pouches are not used commonly, are concerned about how patients will accept pouch packaging. How were you able to introduce pouches so successfully? Any difficulties?**  
I think we tried really hard to make the change a positive change over and went over the top to please the initial converts as making sure we had it right for these patients was so important as they we predicted would be the most vocal in convincing or deterring others.

- 5 Can you briefly explain your PillPax project?**  
This is a reboot of the 2008 project, we decided to try and make the pouching roll the choice patients made when given a choice between pouching and trays. We invited in MBA students from Cambridge to come and hold patient evenings with the current patients we had to see what they thought, if the idea was just not wishful thinking and if they would pay for the service and if they had any concerns. Once we had answered all of the worries that had come out, we decided to trial the service.

- 6 You have been using our product for more than eight months now. Do you consider our product a user-friendly product? Any comments?**  
The JVM machine when compared to others on the market was great for us as its much smaller and allowed us to trial the pouching machine without having to take out a lease on new space and everything that entails. In terms of user-friendliness, once it was set up to go, we made minor tweaks and then just handed it over to the dispensing team to run. The actual process is simple and extremely safe.
- 7 You have become an avid pouch believer, after experiencing both blister card packaging and pouch packaging. How is pouch packaging more appealing?**

**Peter is a radical pouch believer/pharmacist who cares deeply about his patients and families. He goes out of his way to make sure that patients and families benefit from his service. 100% of patients who used to use blister cards have been using pouches successfully because of Peter's will and determination. Positive reviews have been received, and JVM is happy to support Peter.**

**Jennifer Lee,**  
the UK Sales Manager

The safety factor is so overwhelming that it's difficult to justify people still filling trays manually. As a profession, we need to embrace technology and drive the change in the direction we want it to go. Carrying on as before and ignoring the advancements in technology means the patient loses out. If everyone remembers that if the patient gets something better than what was there before we are moving in the right direction.



## THANK YOU FROM HANMI-JVM!



*Hanmi-JVM wants to thank each and everyone who visited our booth at the Pharmacy Show in Birmingham, UK, and the ExpoPharm in Munich, Germany!*

*We, JVM EU & Hanmi, enjoyed meeting you and were glad that you had the chance to see our products and speak to us about our pharmacy automation solution and pouch system during the exhibition.*

JVM EU & HANMI



Pharmacy Show, Birmingham, UK

02

## Post-Tradeshows Review: Introducing JVM's pouch solution in the United Kingdom



Pharmacy Show, Birmingham, UK

JVM's booth was full of crowds for two full days. This year, the Pharmacy Show was held in the National Exhibition Centre located in Birmingham, UK, from Sunday, October 7th to Monday, October 8th. More than 400 companies and organizations participated, as the show has been well known as the biggest pharmacy show in the UK. Visitors' occupations were quite diverse, ranging from a student to a pharmacy contractor, dispenser, and pharmacists. Sponsored by NHS, National Health System, the show was successful, and JVM also was able to engage with many customers successfully.

Among two hundred visitors who visited JVM EU's booth, the majority of them was interested in getting to know about pouch packaging. In the UK, blister card is commonly used along with original box packaging, and the pouch is not a familiar packaging style, yet. Many pharmacists showed much interest, as they believe that the packaging can be a differentiating, competitive factor that can contribute towards the marketing of the pharmacy.

Many pharmacy contractors who own more than one pharmacy in the UK were interested in implementing pharmacy

automation solutions, as the objective is to decrease the labor cost and increase the efficiency of workflow. They see numerous strong business opportunities in making one of their pharmacies into a mini Hub-and-Spoke, a blister center alike. In a "Hub and Spoke" dispensing model, according to the Department of Health in England, "the medicines are sent back from the 'hub' pharmacy to the 'spoke' pharmacy that will supply the patient. An alternative model is the 'hub' pharmacy sending the medicines directly to the patient or via a delivery company."<sup>1</sup> The Pharmacy Magazine addresses that "the current leg-

islation in the Human Medicines Regulations (2012) prevents a hub and spoke approach taking place between different business entities, thus limiting the potential opportunities for independents to consider using the option."<sup>2</sup> However, the UK government is now also considering the idea of allowing all the pharmacies to use the model, in which JVM can contribute.

For more UK market information, please contact Jennifer Lee at [jlee@hanmi.co.kr](mailto:jlee@hanmi.co.kr)

### Source

- 1 Innovation Growth and Technology Directorate/Medicines, and Pharmacy and Industry Division. "Amendments to the Human Medicines Regulations 2012: 'Hub and Spoke' Dispensing, Prices of Medicines on Dispensing Labels, Labelling Requirements and Pharmacists' Exemption." Department of Health, Mar. 2016.
- 2 "Is Hub and Spoke the Answer for Pharmacy?" - Pharmacy Magazine. Recent Activity, [www.pharmacymagazine.co.uk/is-hub-and-spoke-really-the-answer-for-pharmacy](http://www.pharmacymagazine.co.uk/is-hub-and-spoke-really-the-answer-for-pharmacy).

## Thank you for visiting our booth at the Expo Pharm, Munich, Germany!



### EXPO PHARM

JVM Europe, Hanmi's European subsidiary company, participated in the Expo Pharm 2018, the most prominent German exhibition event that takes place annually. The JVM Global Business Team also attended and supported JVM EU. This year, the Expo Pharm was held in Messe München GmbH, Munich, Germany, from the 10th of October to the 13th of October. More than 500 booths were set up, and about 25,000 visitors came to the exhibition; 7000 of them were pharmacists, and 4000 were pharmacy contractors.

### JVM's BOOTH

JVM EU's booth was set up in Stand A-22 of Hall C5, and 576 NSP, 244 DO, 84 DEN, VIZEN DE, and Wizer were displayed. 600 visitors visited JVM's booth during the exhibition; 90% of them were from DACH area, which includes Germany, Austria, and Switzerland; 5% of visitors were from France, and another 5% of visitors were from other countries including Spain, China, and the UK.

Many visitors were interested in JVM's pharmacy automation solution and signed up for further information. Existing customers also visited the booth to learn about JVM's new products and say a hello. Among many products displayed at the show, NSP was the most popular product that grabbed many attentions. NSP, New Slide Premier, is JVM's newest ATDPS (Automated Tablet Dispensing and Packaging System) model that inspects tablets before packing into pouches. The internal inspection function increases accuracy and maximizes efficiency.



ExpoPharm 2018, Munich, Germany

### TRENDS IN GERMANY & POUCHES

Original box is commonly used in German pharmacies, yet the needs for pouches have been steadily increasing.

Every patient has a different insurance carrier. There are 110 different public insurance carriers in Germany<sup>1</sup>. Insurance carriers decide the brand of generic medications that can be given to their registered citizens, which means there are many types of medicines in a pharmacy. All the drugs come in a PTP packaging by law, so deblistering has been a burdensome task for many dispensers and pharmacists, as well as all the nurses working in a nursing home, or care home. Pharmacies in Germany have learned the merits of pouches—nurses do not have to spend much time preparing for the medications for patients, and many nursing homes, therefore, are looking for pharmacies that supply medicines in pouches. Hence, with the increasing number of nursing homes in Germany<sup>2</sup>, pharmacies can benefit from using JVM's ATDPS, pouch dispensing machines.

### A MINI CASE STUDY

JVM's customer in Germany, a pharmacy, has been supplying medication in pouches to the "A" nursing home located in Braunschweig, Germany. Rosanne Jeong, a part of the JVM Global Business Team at Hanmi Pharmaceuticals, has interviewed a nurse at the "A" nursing home. The nurse has shared that the medication preparation task used to take 6 to 7 hours a day during the 24-hr shift. There are 40 patients on a floor at the facility, and one nurse is assigned to each floor. After the facility started to get medicine supplies in pouches, now the preparation only takes an hour.

#### Source

- Redaktion, die. "Zusatzbeitrag 2017 - Liste Gesetzliche Krankenkassen Deutschland!" Krankenkassen-Zentrale, 15 Nov. 2018, [www.krankenkassenzentrale.de/liste/gesetzliche-krankenkassen](http://www.krankenkassenzentrale.de/liste/gesetzliche-krankenkassen).
- "Navigation Und Service." Staat & Gesellschaft - Migration & Integration - Personen Mit Migrationshintergrund - Statistisches Bundesamt (Destatis), [www.destatis.de/DE/ZahlenFakten/GesellschaftStaat/Gesundheit/Pflege/Tabellen/PflegeeinrichtungenDeutschland.html](http://www.destatis.de/DE/ZahlenFakten/GesellschaftStaat/Gesundheit/Pflege/Tabellen/PflegeeinrichtungenDeutschland.html).

If you have any questions regarding the mini case study, please contact Rosanne at [juyeon.jeong@hanmi.co.kr](mailto:juyeon.jeong@hanmi.co.kr).

# JVM'S NEWEST PRODUCT: INTIPHARM AUTO COUNTING DRAWER



## Still Counting How Many You Took from your Automated Dispensing Cabinet?

### What is INTIPharm?

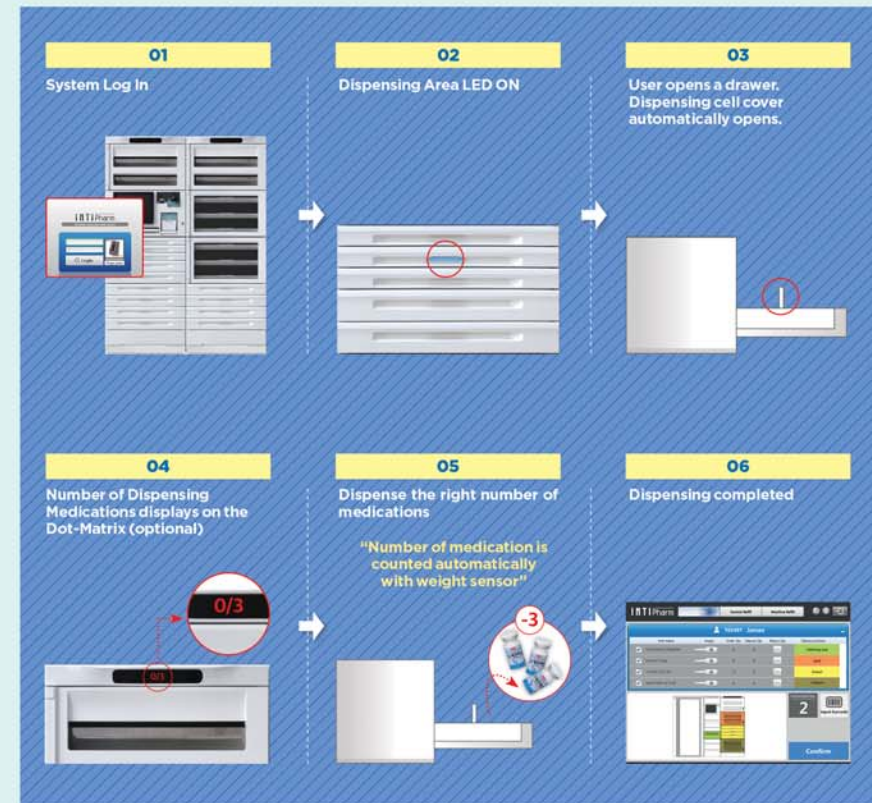
INTIPharm is Automated Dispensing System that dispenses medication according to a patient prescription. The system creates an accurate drug administration environment and shortens the administration time.

### Product Summary

After the weight information is registered along drug information, the system automatically calculates the total amount of medications that have to be dispensed, senses every dispensing drug, and counts the number of pills left in the drawer. The cover can be locked, which is useful for storing narcotics and other medications that require special handling.



## Auto Counting Drawer Dispensing Process



# Pouch Power. 02

## Convenience

Repackaging Methods & Comparisons  
POUCH-BLISTER CARD-VIAL-Original Box

Pouch	Vial/ Pill Bottle	Blister Card	Original Box
			
<b>Tear &amp; go!</b>	Self-dispensing required	4X7 Card is the smallest. Too big to fit in your small bag	Boxes in your bag

### For Patients

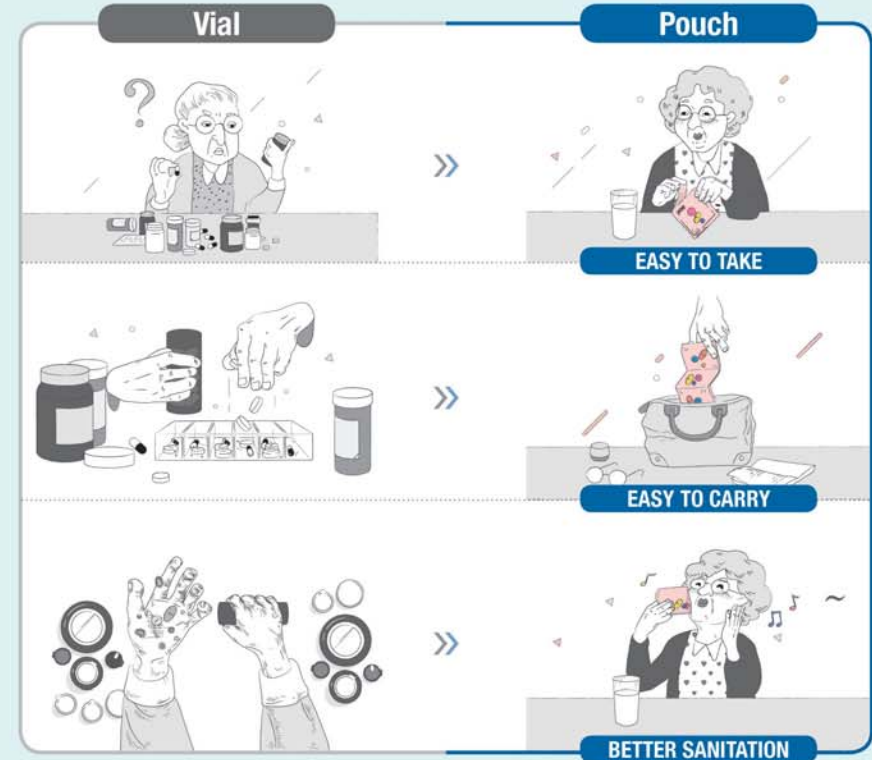


#### Jennifer's Anecdote

Every Sunday after dinner, any adult who cares about health sits down quietly on their dinner table and prepare numerous bottles of vitamin supplements and if necessary, other medications that have to be taken regularly. Along with all these bottles, the person also brings out a weekly pill box, to which all the medicine tablets are pre-prepared and placed for daily use. One side of cupboards are filled with countless medicine pill bottles, or orange vials, some of which already expired. This scene is quite common in every household in the US. The weekly task has become deeply rooted in people's mundane routine before starting a new week.

#### JVM<sup>®</sup> Pouch Solution

JVM's pouch packaging, or strip packaging, has been explicitly designed to help patients deal with medicine more efficiently. Patients who use pill bottles do not need to bother dispensing medication into their weekly pill boxes any longer. Those who could not fit their 4X7 Blister Card does not have to worry about having to carry a cumbersome material in their bags. Those who receive medicine in original boxes now can only carry pouches for a day (3-4 pouches) for their day trips.



### For Pharmacists



The convenience that JVM Pouch solution offers is not just for the patients but also for the pharmacists who pack medication daily. The most prominent merit pouches offer is that pharmacists can spend much time interacting with patients and explaining about taking medications properly, not in manually dispensing. Also in handling special drugs, pharmacists do not have to expose themselves, with JVM's automation solution.

If you want to know about Pouch Power 01:  
please request our previous newsletter at [Jihyun.lee@hanmi.co.kr](mailto:Jihyun.lee@hanmi.co.kr)

# JVM'S BRAND POWER IN CHINA!



1. The Entire Hanmi Booth  
2. Ms. Shi, Mr. Li, and Mr. Ding of Sinopharm are visiting Hanmi booth and introducing pouch solution.



## 国药集团签约仪式 Signing Ceremony of Sinopharm

HANMI Pharm 国药外



3. Ms. Shi of Sinopharm and David Lee, the Chief Director of Hanmi, are greeting each other  
4. Hanmi-Sinopharm Signing the Contract  
5. General Manager Suntai of Sinopharm Introduces JVM's product at Fujian Provincial Seminar



### Special Thanks TO

Hanmi would like to thank Ms. Wangning of Sinopharm for the successful exhibition at CIIE, Shanghai, China. We also would like to thank Suntai, Zhangyan, Miranda, and all the engineers at the site for their support.

**Sienna Lee,**  
the Northeast Asia Sales Manager



Hanmi and Sinopharm, Hanmi-JVM's Chinese partner, participated in China International Import Expo (CIIE) from the 5th to the tenth of November. During the full six days, JVM's 480NS, IntiPharm CSD, and IntiPharm SC were exhibited, CSD being the most famous item visitors had interested on.

CIIE was held as a part of the "One Belt One Road" project, which is considered to be one of the most important projects of the China government. This exhibition is the world's first trade fair for foreign companies and imports. Many companies that were part of the show aimed to promote their brand and product as a representative import brand in China pharmacy automation market.

Chinese market already has high interest and understanding in drug repackaging and ADC market; JVM was the only company among many competitors in China that participated in CIIE. More than 3,000 customers visited JVM's booth, and it was an excellent opportunity for Hanmi-JVM to prove the brand power once again. The exhibition was productive and

successful, and the high-ranking officials and customers of each local hospital were able to get to know JVM's products. The CIIE also organized multiple events like government forum and signing ceremony, strengthening international business relationships.