

Welcome to Hospital Matters Scottish edition, brought to you from the Mawdsleys Group.

In this special issue, we report on the launch of our new hospital services division in East Kilbride which is dedicated exclusively to Scottish hospitals, and brings some long awaited competition into the market – good news for hospital pharmacies throughout the country.

We are also delighted to introduce you to Grant Somerville who many of you will be meeting over the coming months in his new role as Commercial Manager covering Scotland and Northern Ireland.

Read about our activities in Europe too, as we attend the European Association of Hospital Pharmacists congress in Nice, and discover why our overlabelling service is going from strength to strength. Plus, how we have become one of the top two companies in the unlicensed medicines market in just five years!

Finally, we bring you exciting news on how Mawdsleys are playing a vital role in a unique new treatment from the USA which is giving fresh hope to patients with liver failure.

Hospital Matters is produced by The Mawdsleys Group – providing a dedicated and comprehensive nationwide hospital service.

The newsletter for **Mawdsley's Hospital customers**

Mawdsleys shake up Scottish hospital pharmacy services

The launch of Mawdsley's new hospital services division in East Kilbride has finally introduced some long awaited competition into the market - good news for hospital pharmacies throughout Scotland.



Mawdsley's East Kilbride depot

Mawdsley's hospital services division will be operating from a 20,000 sq ft purpose built facility and will provide a fast, efficient service exclusively dedicated to Scottish hospitals. Many years of providing hospital services to NHS Hospital Trusts in England and Wales means they have an established pedigree and an extensive knowledge of the specific needs of hospital pharmacies.

Mawdsley's Sales Director, Paul McAllister, comments: "We have opened a depot in East Kilbride in direct response to demand from hospitals. Currently, hospitals in Scotland have an extremely limited choice of wholesalers. Mawdsleys has already built up an excellent reputation in Scotland for supplying unlicensed medicines and it was these contacts that left us in no doubt that another player in the wholesale market was desperately needed."

"This is supported by third parties too" continues Commercial Manager, Grant Somerville. "For example, we are nominated suppliers for over 50 manufacturers to supply products on contract to Scottish hospitals. We have a real passion for the market, offer exceptional levels of service and are committed to working collaboratively with

hospitals on KPI delivery to continually improve our performance. All this, combined with our extensive range of services including supply of hospital contract lines, generics, unlicensed medicines and a clinical trials division, means that this could be the biggest thing to happen to hospital supplies in Scotland for many years!"

Local MSP, Andy Kerr, comments: "This is welcome news for East Kilbride and of course for patients throughout Scotland. East Kilbride is a premier business location with excellent transport connections, good business property and a highly skilled workforce and I am pleased that Mawdsleys are now part of our vibrant business community."

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Instant access with e-trading portal

Mawdsleys advanced e-trading portal, E-Awards, has been developed to make life easier for procurement and account managers working throughout primary and secondary care in the NHS.

Allowing online management of every critical measure, managers can instantly:

- **View live stock holdings of Mawdsley's full range of products**
- **Display current pricing**
- **Access financial information**
- **View invoices and statements online**
- **Search a comprehensive product file with complete DM&D matching**

Fleur Donnelly, Mawdsley's National Hospital Sales Manager, comments: "The system was originally developed to give NHS managers instant access to vital information. It is much easier and quicker to check stock levels and alternatives using E-Awards and clients are also finding it useful to chase invoices or credit notes which may have disappeared in paper format. Feedback suggests that once registered, many customers use the system several times a day and find it an invaluable tool for quickly and efficiently locating lines that are out of stock elsewhere.

For more information on E-Awards, contact your local Hospital Business Development Manager. Alternatively please contact Joanne Eccleshare at Mawdsleys on 0161 742 3300 or email joanne.eccleshare@mawdsleys.co.uk www.mawdsleys.co.uk

Mawdsleys take specialist hospital services to Europe

As part of their current interest in the European hospital market, Mawdsleys will have a strong presence at this year's European Association of Hospital Pharmacists (EAHP) congress to be held in Nice at the end of March.

Mawdsleys will be promoting their range of successful specialist hospital services including wholesaling and supply, unlicensed medicines, overlabelling, clinical trial services and pharmacovigilance to hundreds of hospital pharmacists who will be attending the conference from all over Europe.

In addition to exhibiting, Mawdsleys are sponsoring Dr Gavin Dreyer from the Renal Unit at the Royal London Hospital who is due to deliver an oral presentation titled "Clinical trials from a doctor's perspective – the importance of involving hospital pharmacy."

Dr Dreyer's talk concentrates on the important and active role that hospital pharmacy can play in supporting clinical research by providing vital links between clinicians, industry and pharmacy services.

Mawdsley's Clinical Trials Business

Manager, Dr Catherine Harper comments: "As a company, we are always keen to assist hospitals with clinical trials which sometimes do not receive the industry support that they deserve. Dr Dreyer is currently involved in a clinical trial to design, implement and produce an Investigational Medicinal Product (IMP) for a randomised controlled trial comparing oral ergocalciferol to placebo in patients with chronic kidney disease and vitamin D deficiency. The study protocol was written by the nephrology team in conjunction with clinical trial and hospital pharmacists who provided pharmaceutical advice and liaison with industry partners, in this case, Mawdsleys.

"The ergocalciferol was sourced by hospital pharmacists in conjunction with the team from Mawdsleys who imported the product under license from the USA. We also oversaw IMP labelling and QP release. As a result, the clinical trial has now been approved by all regulatory and ethics committees and is actively recruiting which is great news."

Visit the Mawdsley's team at stand 68, EAHP Congress, 24-26 March 2010.

Dedicated Hospital Contracts Team

Mawdsleys is committed to delivering exceptional levels of service. It is for this reason that the company has invested in both a Hospital Sales Team and a dedicated Hospital Contracts Team who act as a focal point for Scottish hospitals and manufacturers.

Although Direct to Pharmacy (DTP) schemes introduced by manufacturers have limited the supply of goods from certain pharmaceutical companies, Mawdsleys

remains a nominated supplier for over 50 manufacturers.

Hospital Contracts Manager, Kelly Jacques, comments: "We are absolutely delighted that the number of manufacturers nominating us to distribute on their behalf is increasing month on month. As well as this, the high levels of service being provided by the team has resulted in a continual and steady increase in the number of contracts being awarded to us from hospitals."

(Left) The Hospital Sales Team: Fleur Donnelly, Grant Somerville, Paula Ho Nunes, Andy Machin and Kathryn Benson. (Right) The Hospital Contracts Team: Kim Yates, Kelly Jacques and Trudi Jones.





Promenade des Anglais, Nice.

Vital new hope for liver failure

A remarkable new hope in the treatment of liver disease is now one step nearer to being available in the UK and Europe, thanks to a unique collaboration between Mawdsleys and San Diego based company, Vital Therapies, the developers of a human liver cell-based device.

Known as ELAD (Extracorporeal Liver Assist Device) the machine acts as an artificial liver taking over a person's liver function for a few days or weeks to keep them alive until either a transplant becomes available, or, the liver regenerates on its own.

Currently liver transplantation is the only therapy proven to extend survival, but the waiting list for liver transplants is extensive and many on the list will not receive an organ due to a shortage of donors. Many more patients do not qualify for transplantation. ELAD has the potential to improve survival and quality of life for patients who experience liver failure.

The treatment is already undergoing investigational clinical trials in the USA and China and early results suggest that there is significant improvement in transplant free survival for acute and chronic liver failure patients treated with ELAD.

The first patient in the UK received the treatment thanks to Vital Therapies and specialists in unlicensed medicines and clinical trials from Mawdsleys, who became involved after they were contacted by University College London Hospital. The

hospital was treating a young patient with acute liver failure and needed access to ELAD. A team of specialists from Mawdsleys with expertise in the use of biologicals, promptly flew out to San Diego to audit the production facilities.

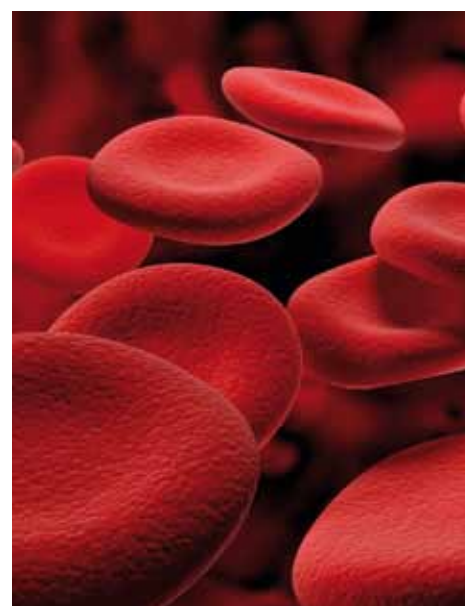
As a result of Mawdsleys involvement, Vital Therapies was then able to navigate the regulations concerning named patient basis and import the advanced therapy product into the UK at the request of a doctor. The ELAD equipment and cartridges containing the human liver cells were delivered to the UCLH within just 48 hours from leaving the production facility in the USA, the time in which live cells have to reach the patient. Mawdsleys now act as a holding hub for ELAD which is available to specialist liver centres in the UK and across Europe on a named patient basis.

Catherine Harper, Mawdsley's Clinical Trials Business Manager, adds: "Vital Therapies had already approached a number of QP's but none felt they had the expertise needed to release a biological. My knowledge as a biologist with a cell culture and transplant background combined with that of our QP, Steve Garner, meant we were confident that we could successfully help Vital Therapies release their product."

As a direct result of Mawdsleys biological audit, an application to commence the first clinical trial across three UK centres involving patients suffering from acute liver failure has been approved by the MHRA.

Mawdsleys are currently co-ordinating the importation, shipping and logistics for the trial which will subsequently be rolled out to Denmark, Germany, Spain and France and involve over 80 patients.

Catherine continues: "We are hugely excited to be working with a company who are at the cutting edge of live cell culture technology. It also opens up many more potential opportunities to us and we are now able to offer our services and expertise to other pharmaceutical companies wanting to bring new cell therapies into Europe."



Unlicensed medicines go the extra mile

An unrivalled product portfolio, first class service and sheer dedication have all combined to make Mawdsleys one of the top two companies in the unlicensed medicines market within just five years.

Unlicensed Medicines Manager, Nick Hill and his team of specialists have undoubtedly played a major part in the company's achievement. Nick Hill says: "We have extensive experience across a wide range of unlicensed medicines with access to a portfolio in excess of 5,000 products. As hospitals continue to request new products, we work hard to keep identifying new and reliable suppliers from all over the world. Our product base is therefore constantly expanding and our supply chain has extended significantly in just the last six months alone with the introduction of products from as far afield as Australia. In addition, our subsidiary, Luto Research, specialise in producing clinically validated patient information leaflets, translated into patient friendly language. They can also offer user tested leaflets if required."

Mawdsleys unlicensed medicines service includes:

- **Complete audit and record keeping to MHRA standards**
- **Advice on product and availability from our team of specialists**
- **Pharmacovigilance and quality assurance**
- **Qualified Person supervision to GMP guidelines**
- **Rapid turnaround times**
- **Full certification**
- **Supplier verification**
- **Competitive commercial terms**

For further information, please contact Nick Hill on 01302 553000 or email nick.hill@mawdsleys.co.uk

Mawdsleys appoint Commercial Manager for Scotland & NI

Glasgow based Grant Somerville has been appointed as Mawdsley's Commercial Manager for Scotland and Northern Ireland.

Grant joins Mawdsleys after five years at Rosemont Pharmaceuticals where he gained specialist knowledge in the field of unlicensed medicines and manufactured specials. Grant's appointment coincides with the launch of Mawdsley's dedicated hospital services division in East Kilbride in which he will be closely involved.

"I am absolutely delighted to join Mawdsleys at this exciting time. The launch of a new wholesale service for Scottish hospital pharmacies is already creating a real buzz as hospitals can now look forward to having a genuine choice."

Grant puts his experience of the pharmaceutical industry to another good use as he is a volunteer member of Greater Glasgow & Clyde Health Board's "Safer use of medicines for patients" group.

"I first became involved with the group to share my knowledge of oral liquid pharmaceuticals as there were concerns at the time that patients were not being routinely asked how they were coping with



Grant Somerville

taking medicines in tablet form. In fact, many were not even being made aware that alternatives forms of medicine were available" says Grant. "The group, which meets every two months, plays an active role in helping patients to manage their medication better. We test new patient information leaflets to make sure they are easily understood. I am able to draw on the expertise of our subsidiary, Luto Research, whose pioneering work in testing and refining patient and healthcare professional communications is hugely beneficial. Most recently we have been working with the Scottish office which will be publishing a patient information booklet about access to new medicines, including unlicensed medications."

In his spare time, Grant enjoys spending time with his family, eating out and collecting rare records.

To contact Grant, ring 07702 373442 or email grant.somerville@mawdsleys.co.uk

Overlabelling goes from strength to strength

Within just two years of introducing a bespoke overlabelling service as part of a range of hospital support services, Mawdsleys has seen a significant number of hospitals switching to outsourcing their requirements having realised the huge benefits not just in terms of cost, but speed and efficiency.

Manager of the service, Cheryl Wilkinson, comments: "As the demand for pre-dispensing packs increases, so has the requirement for a service which offers hospitals rapid turnaround times and extremely competitive pricing.

"Each hospital will have its own unique needs, all of which we can cater for. Once a hospital approaches us, we firstly design a label which will include their logo and details. The hospital then orders the required products in whatever quantities they wish and we will label the product ready for easy dispensing on wards or in outpatient departments. All hospital staff

have to do is fill in the patient name and date. We can also help with products that require barcodes for dispensing via robotic dispensers by allocating them a barcode which is unique to that product and each specific hospital. So whatever a hospital's overlabelling requirement is, from a few hundred items to several thousand at a time, they can rest assured we can offer them complete flexibility."

For more information, please contact Cheryl Wilkinson on 01302 553009 or email cheryl.wilkinson@mawdsleys.co.uk

