

Salmeterol / Fluticasone MDI

Deprescribing Project:
Enabling a Reduction in
Prescribing Cost of 33%

Cost-effective Brand - Sereflo

ENABLING ANNUAL SAVINGS FOR THE NHS OF

£20 million

Salmeterol/ Fluticasone MDI Deprescribing

BACKGROUND

The cost of generic Salmeterol/ Fluticasone MDI prescribing to the NHS is currently £59 million per annum. This is despite the fact that more cost-effective equivalents have been available for some time. The most cost-effective option available now is Sereflo MDI priced at £23.50 and £39.95 respectively for the 125mcg and 250mcg inhalers.



Salmeterol/ Fluticasone MDI - Deprescribing Optimisation Opportunity

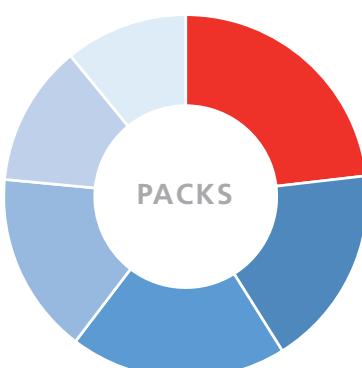
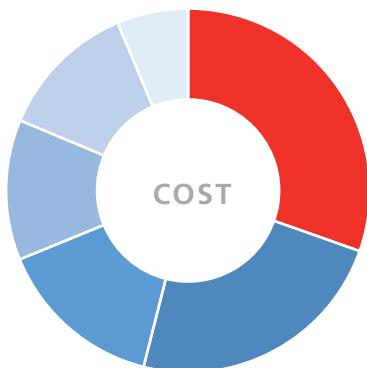
PRICE ALERT!

✗ Generically Prescribed Salmeterol/ Fluticasone 250	£59.48
✗ Generically Prescribed Salmeterol/ Fluticasone 125	£35.00
✓ Sereflo 250	£39.95
✓ Sereflo 125	£23.50

Salmeterol / Fluticasone MDI prescribing is costing the NHS £59 million per annum. This spend can be reduced by more than 33% by optimising patients across to Sereflo MDI.

Salmeterol / Fluticasone MDI Market Analysis

Class: Salmeterol / Fluticasone MDI

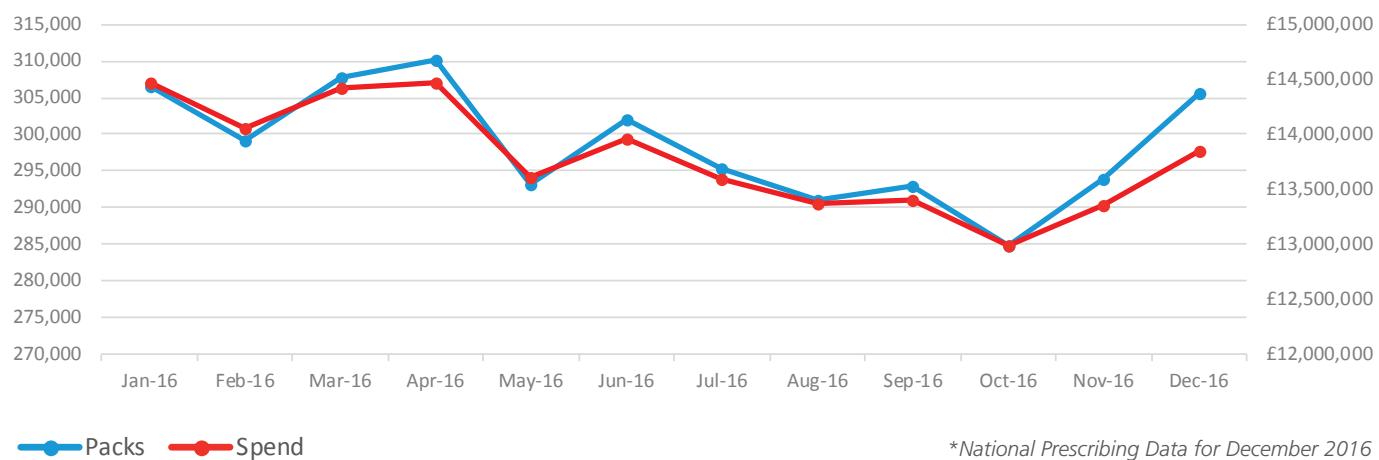


DRUG	COST	PACKS
Seretide Evohaler 250	30%	23%
Generic 250	24%	18%
Seretide Evohaler 125	15%	19%
Generic 125	13%	16%
Sirdupla 250	12%	13%
Sirdupla 125	6%	11%

Usage Information

SALMETEROL/FLUTICASONE HIGH & MEDIUM DOSE MDIS

NATIONAL SPEND / PACKS BY MONTH



SALMETEROL/FLUTICASONE HIGH & MEDIUM DOSE MDIS - TOP PRODUCTS BY EXPENDITURE

NATIONAL SPEND / PACKS DECEMBER 2016

DRUG	TARIFF	COST / MONTH	PACKS / MONTH
TOTAL		£13,853,550	305,722
1 Seretide Evohaler 250	£59.48	£4,212,671	70,825
2 Generic 250	£59.48	£3,260,039	54,809
3 Seretide Evohaler 125	£35.00	£2,061,500	58,900
4 Generic 125	£35.00	£1,728,265	49,379
5 Sirdupla 250	£44.61	£1,715,611	38,458
6 Sirdupla 125	£26.25	£875,464	33,351
Sereflo 250	£39.95	NEW	NEW
Sereflo 125	£23.50	NEW	NEW

Drug Tariff - March 2017

HIGH DOSE SALMETEROL / FLUTICASONE MDI TARIFFS



MEDIUM DOSE SALMETEROL / FLUTICASONE MDI TARIFFS



SALMETEROL/FLUTICASONE MDI	PACKS DEC 2016	COST DEC 2016	POTENTIAL MONTHLY SAVINGS
Total Generic MDI	104,188	£4,988,304	£1,638,278
Generic 250	54,809	£3,260,039	£1,070,420
Generic 125	49,379	£1,728,265	£567,859

Optimising all generically prescribed Salmeterol / Fluticasone MDI to Sereflo would save the NHS £1.6 million per month

Salmeterol / Fluticasone MDIs Savings by CCG

Salmeterol / Fluticasone MDIs Savings by CCG

DECEMBER 2016 EPACT DATA

Potential Annual Savings by CCG for switching from Generic Salmeterol/Fluticasone MDIs to Sereflo Inhaler based on December 2016 prescribing and March 2017 tariffs

RANK	CCG NAME	GENERIC 125 PACKS DEC 2016	GENERIC 125 SPEND DEC 2016	GENERIC 250 PACKS DEC 2016	GENERIC 250 SPEND DEC 2016	POTENTIAL ANNUAL SAVINGS
	NATIONAL	49,130	£1,719,550	54,477	£3,240,292	£19,547,170
81	AIREDALE, WHARFDALE AND CRAVEN CCG	156	£5,460	276	£16,416	£86,211
191	ASHFORD CCG	33	£1,155	43	£2,558	£14,631
114	AYLESBURY VALE CCG	223	£7,805	115	£6,840	£57,725
137	BARKING AND DAGENHAM CCG	63	£2,205	147	£8,744	£43,145
147	BARNET CCG	76	£2,660	122	£7,257	£39,080
65	BARNSLEY CCG	185	£6,475	319	£18,974	£100,291
92	BASILDON AND BRENTWOOD CCG	130	£4,550	262	£15,584	£79,342
130	BASSETLAW CCG	119	£4,165	135	£8,030	£48,061
112	BATH AND NORTH EAST SOMERSET CCG	212	£7,420	134	£7,970	£60,660
181	BEDFORDSHIRE CCG	45	£1,575	51	£3,033	£18,162
149	BEXLEY CCG	58	£2,030	129	£7,673	£38,236
47	BIRMINGHAM CROSSCITY CCG	305	£10,675	337	£20,045	£121,069
23	BIRMINGHAM SOUTH AND CENTRAL CCG	545	£19,075	462	£27,480	£183,484
113	BLACKBURN WITH DARWEN CCG	164	£5,740	156	£9,279	£59,192
98	BLACKPOOL CCG	128	£4,480	240	£14,275	£73,910
82	BOLTON CCG	149	£5,215	277	£16,476	£85,480
201	BRACKNELL AND ASCOT CCG	18	£630	22	£1,309	£7,640
110	BRADFORD CITY CCG	141	£4,935	195	£11,599	£65,158
37	BRADFORD DISTRICTS CCG	400	£14,000	405	£24,089	£150,116
20	BRENT CCG	359	£12,565	633	£37,651	£197,892
163	BRIGHTON AND HOVE CCG	89	£3,115	60	£3,569	£26,344
123	BRISTOL CCG	139	£4,865	143	£8,506	£52,695
30	BROMLEY CCG	393	£13,755	431	£25,636	£155,243
172	BURY CCG	44	£1,540	68	£4,045	£22,008
54	CALDERDALE CCG	198	£6,930	358	£21,294	£111,225
31	CAMBRIDGESHIRE AND PETERBOROUGH CCG	451	£15,785	395	£23,495	£154,810
50	CAMDEN CCG	157	£5,495	413	£24,565	£118,457
183	CANNOCK CHASE CCG	45	£1,575	49	£2,915	£17,694
170	CANTERBURY AND COASTAL CCG	67	£2,345	58	£3,450	£22,839
192	CASTLE POINT AND ROCHFORD CCG	22	£770	48	£2,855	£14,285
193	CENTRAL LONDON (WESTMINSTER) CCG	32	£1,120	37	£2,201	£13,087
90	CENTRAL MANCHESTER CCG	113	£3,955	275	£16,357	£80,043
53	CHILTERN CCG	531	£18,585	171	£10,171	£113,354
108	CHORLEY AND SOUTH RIBBLE CCG	149	£5,215	193	£11,480	£65,793
129	CITY AND HACKNEY CCG	102	£3,570	147	£8,744	£48,527
2	COASTAL WEST SUSSEX CCG	1,780	£62,300	1,434	£85,294	£581,712
211	CORBY CCG	3	£105	2	£119	£883
83	COVENTRY AND RUGBY CCG	195	£6,825	244	£14,513	£84,094
58	CRAWLEY CCG	257	£8,995	296	£17,606	£104,837
118	CROYDON CCG	152	£5,320	147	£8,744	£55,427

*Analysis was undertaken using March 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings

CCGs in the middle third for available savings

CCGs in the top third for available savings

Rank	CCG Name	Generic 125 Packs Dec 2016	Generic 125 Spend Dec 2016	Generic 250 Packs Dec 2016	Generic 250 Spend Dec 2016	Potential Annual Savings
	NATIONAL	49,130	£1,719,550	54,477	£3,240,292	£19,547,170
1	CUMBRIA CCG	1,533	£53,655	1,739	£103,436	£619,106
210	DARLINGTON CCG	8	£280	8	£476	£2,979
76	DARTFORD, GRAVESHAM AND SWANLEY CCG	188	£6,580	274	£16,298	£90,159
11	DONCASTER CCG	662	£23,170	886	£52,699	£298,999
3	DORSET CCG	1,583	£55,405	1,071	£63,703	£469,454
55	DUDLEY CCG	359	£12,565	263	£15,643	£111,179
	DURHAM DALES, EASINGTON AND SEDGEFIELD CCG	166	£5,810	374	£22,246	£110,559
49	EALING CCG	254	£8,890	360	£21,413	£119,422
6	EAST AND NORTH HERTFORDSHIRE CCG	996	£34,860	985	£58,588	£368,293
109	EAST LANCASHIRE CCG	185	£6,475	170	£10,112	£65,371
102	EAST LEICESTERSHIRE AND RUTLAND CCG	253	£8,855	149	£8,863	£69,834
46	EAST RIDING OF YORKSHIRE CCG	355	£12,425	327	£19,450	£125,626
158	EAST STAFFORDSHIRE CCG	82	£2,870	75	£4,461	£28,893
152	EAST SURREY CCG	111	£3,885	83	£4,937	£34,770
	EASTBOURNE, HAILSHAM AND SEAFORD CCG	204	£7,140	223	£13,264	£80,414
176	EASTERN CHESHIRE CCG	71	£2,485	47	£2,796	£20,813
139	ENFIELD CCG	103	£3,605	118	£7,019	£41,868
200	EREWASH CCG	28	£980	22	£1,309	£9,020
196	FAREHAM AND GOSPORT CCG	41	£1,435	19	£1,130	£10,111
189	FYLDE & WYRE CCG	44	£1,540	41	£2,439	£15,681
7	GATESHEAD CCG	1,401	£49,035	714	£42,469	£360,671
66	GLoucestershire CCG	300	£10,500	250	£14,870	£99,990
134	GREAT YARMOUTH AND WAVENEY CCG	164	£5,740	102	£6,067	£46,537
126	GREATER HUDDERSFIELD CCG	155	£5,425	123	£7,316	£50,216
43	GREATER PRESTON CCG	254	£8,890	434	£25,814	£136,764
89	GREENWICH CCG	191	£6,685	230	£13,680	£80,261
85	GUILDFORD AND WAVERLEY CCG	294	£10,290	181	£10,766	£82,991
188	HALTON CCG	43	£1,505	42	£2,498	£15,777
	HAMBLETON, RICHMONDSHIRE AND WHITBY CCG	88	£3,080	118	£7,019	£39,798
162	HAMMERSMITH AND FULHAM CCG	59	£2,065	80	£4,758	£26,891
202	HARDWICK CCG	33	£1,155	13	£773	£7,601
96	HARINGEY CCG	149	£5,215	236	£14,037	£75,871
131	HARROGATE AND RURAL DISTRICT CCG	149	£5,215	117	£6,959	£47,982
174	HARROW CCG	55	£1,925	61	£3,628	£21,886
68	HARTLEPOOL AND STOCKTON-ON-TEES CCG	252	£8,820	272	£16,179	£98,522
73	HASTINGS AND ROTHER CCG	283	£9,905	231	£13,740	£93,191
179	HAVERING CCG	20	£700	69	£4,104	£18,931
120	HEREFORDSHIRE CCG	156	£5,460	138	£8,208	£53,870
115	HERTS VALLEYS CCG	170	£5,950	144	£8,565	£57,208
	HEYWOOD, MIDDLETON AND ROCHDALE CCG	132	£4,620	297	£17,666	£87,821
79	HIGH WEALD LEWES HAVENS CCG	99	£3,465	79	£4,699	£32,176

*Analysis was undertaken using March 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings

CCGs in the middle third for available savings

CCGs in the top third for available savings

Rank	CCG Name	Generic 125 Packs Dec 2016	Generic 125 Spend Dec 2016	Generic 250 Packs Dec 2016	Generic 250 Spend Dec 2016	Potential Annual Savings
	NATIONAL	49,130	£1,719,550	54,477	£3,240,292	£19,547,170
32	HILLINGDON CCG	314	£10,990	469	£27,896	£153,247
39	HORSHAM AND MID SUSSEX CCG	447	£15,645	365	£21,710	£147,227
186	HOUNSLOW CCG	48	£1,680	41	£2,439	£16,233
44	HULL CCG	441	£15,435	315	£18,736	£134,681
45	IPSWICH AND EAST SUFFOLK CCG	456	£15,960	284	£16,892	£129,486
154	ISLE OF WIGHT CCG	55	£1,925	111	£6,602	£33,604
35	ISLINGTON CCG	309	£10,815	461	£27,420	£150,682
17	KERNOW CCG	573	£20,055	589	£35,034	£217,112
24	KINGSTON CCG	377	£13,195	554	£32,952	£181,861
116	KNOWSLEY CCG	106	£3,710	178	£10,587	£56,344
26	LAMBETH CCG	458	£16,030	480	£28,550	£175,697
106	LANCASHIRE NORTH CCG	120	£4,200	214	£12,729	£66,713
57	LEEDS NORTH CCG	258	£9,030	316	£18,796	£109,662
33	LEEDS SOUTH AND EAST CCG	331	£11,585	455	£27,063	£152,312
16	LEEDS WEST CCG	601	£21,035	654	£38,900	£236,209
138	LEICESTER CITY CCG	140	£4,900	99	£5,889	£42,522
14	LEWISHAM CCG	493	£17,255	761	£45,264	£246,382
121	LINCOLNSHIRE EAST CCG	121	£4,235	158	£9,398	£53,727
132	LINCOLNSHIRE WEST CCG	142	£4,970	121	£7,197	£47,954
99	LIVERPOOL CCG	118	£4,130	243	£14,454	£73,233
105	LUTON CCG	164	£5,740	189	£11,242	£66,926
167	MANSFIELD AND ASHFIELD CCG	117	£4,095	37	£2,201	£24,817
36	MEDWAY CCG	306	£10,710	462	£27,480	£150,502
75	MERTON CCG	184	£6,440	278	£16,535	£90,544
28	MID ESSEX CCG	455	£15,925	424	£25,220	£162,159
150	MILTON KEYNES CCG	111	£3,885	96	£5,710	£37,817
177	NENE CCG	55	£1,925	54	£3,212	£20,245
190	NEWARK & SHERWOOD CCG	44	£1,540	37	£2,201	£14,743
207	NEWBURY AND DISTRICT CCG	19	£665	15	£892	£6,137
78	NEWCASTLE NORTH AND EAST CCG	311	£10,885	192	£11,420	£87,915
93	NEWCASTLE WEST CCG	180	£6,300	230	£13,680	£78,743
52	NEWHAM CCG	301	£10,535	322	£19,153	£117,002
206	NORTH & WEST READING CCG	14	£490	19	£1,130	£6,385
159	NORTH DERBYSHIRE CCG	64	£2,240	84	£4,996	£28,518
69	NORTH DURHAM CCG	262	£9,170	260	£15,465	£97,090
4	NORTH EAST ESSEX CCG	946	£33,110	1,422	£84,581	£463,808
	NORTH EAST HAMPSHIRE AND FARNHAM CCG	299	£10,465	225	£13,383	£93,993
59	NORTH EAST LINCOLNSHIRE CCG	304	£10,640	268	£15,941	£104,760
94	NORTH HAMPSHIRE CCG	247	£8,645	190	£11,301	£78,614
169	NORTH KIRKLEES CCG	52	£1,820	69	£4,104	£23,347
127	NORTH LINCOLNSHIRE CCG	107	£3,745	150	£8,922	£49,920
67	NORTH MANCHESTER CCG	172	£6,020	322	£19,153	£99,200
146	NORTH NORFOLK CCG	69	£2,415	128	£7,613	£39,520
203	NORTH SOMERSET CCG	22	£770	19	£1,130	£7,489

*Analysis was undertaken using March 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings
CCGs in the middle third for available savings
CCGs in the top third for available savings

Rank	CCG Name	Generic 125 Packs Dec 2016	Generic 125 Spend Dec 2016	Generic 250 Packs Dec 2016	Generic 250 Spend Dec 2016	Potential Annual Savings
	NATIONAL	49,130	£1,719,550	54,477	£3,240,292	£19,547,170
61	NORTH STAFFORDSHIRE CCG	224	£7,840	307	£18,260	£102,861
153	NORTH TYNESIDE CCG	79	£2,765	101	£6,007	£34,572
175	NORTH WEST SURREY CCG	61	£2,135	57	£3,390	£21,777
84	NORTH, EAST, WEST DEVON CCG	261	£9,135	201	£11,955	£83,124
9	NORTHUMBERLAND CCG	753	£26,355	1,037	£61,681	£346,945
48	NORWICH CCG	315	£11,025	329	£19,569	£120,574
60	NOTTINGHAM CITY CCG	278	£9,730	281	£16,714	£104,219
122	NOTTINGHAM NORTH AND EAST CCG	151	£5,285	140	£8,327	£53,648
198	NOTTINGHAM WEST CCG	26	£910	26	£1,546	£9,681
29	OLDHAM CCG	287	£10,045	516	£30,692	£160,536
8	OXFORDSHIRE CCG	1,581	£55,335	591	£35,153	£356,685
194	PORTSMOUTH CCG	42	£1,470	30	£1,784	£12,827
63	REDBRIDGE CCG	195	£6,825	317	£18,855	£101,202
125	REDDITCH AND BROMSGROVE CCG	97	£3,395	160	£9,517	£50,884
51	RICHMOND CCG	248	£8,680	355	£21,115	£117,422
41	ROtherham CCG	267	£9,345	457	£27,182	£143,949
144	RUSHCLIFFE CCG	143	£5,005	85	£5,056	£39,655
178	SALFORD CCG	49	£1,715	57	£3,390	£20,121
18	SANDWELL AND WEST BIRMINGHAM CCG	575	£20,125	587	£34,915	£216,919
80	SCARBOROUGH AND RYEDALE CCG	134	£4,690	293	£17,428	£87,159
42	SHEFFIELD CCG	369	£12,915	394	£23,435	£143,260
21	SHROPSHIRE CCG	464	£16,240	558	£33,190	£194,805
209	SLOUGH CCG	22	£770	12	£714	£5,848
95	SOLIHULL CCG	227	£7,945	195	£11,599	£77,026
107	SOMERSET CCG	192	£6,720	171	£10,171	£66,572
168	SOUTH CHESHIRE CCG	65	£2,275	63	£3,747	£23,735
145	SOUTH DEVON AND TORBAY CCG	103	£3,605	108	£6,424	£39,525
	SOUTH EAST STAFFS AND SEISDON PENINSULAR CCG	55	£1,925	36	£2,141	£16,027
155	SOUTH EASTERN HAMPSHIRE CCG	113	£3,955	72	£4,283	£32,468
160	SOUTH GLOUCESTERSHIRE CCG	88	£3,080	69	£4,104	£28,315
173	SOUTH KENT COAST CCG	64	£2,240	56	£3,331	£21,956
100	SOUTH LINCOLNSHIRE CCG	182	£6,370	202	£12,015	£72,457
185	SOUTH MANCHESTER CCG	43	£1,505	46	£2,736	£16,715
124	SOUTH NORFOLK CCG	135	£4,725	143	£8,506	£52,143
199	SOUTH READING CCG	19	£665	30	£1,784	£9,653
197	SOUTH SEFTON CCG	22	£770	29	£1,725	£9,832
38	SOUTH TEES CCG	317	£11,095	450	£26,766	£149,208
91	SOUTH TYNESIDE CCG	155	£5,425	248	£14,751	£79,511
71	SOUTH WARWICKSHIRE CCG	213	£7,455	277	£16,476	£94,312
151	SOUTH WEST LINCOLNSHIRE CCG	67	£2,345	113	£6,721	£35,729
133	SOUTH WORCESTERSHIRE CCG	132	£4,620	121	£7,197	£46,574
184	SOUTHAMPTON CCG	45	£1,575	48	£2,855	£17,459
119	SOUTHEND CCG	62	£2,170	194	£11,539	£54,022
101	SOUTHERN DERBYSHIRE CCG	169	£5,915	207	£12,312	£71,835

*Analysis was undertaken using March 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings

CCGs in the middle third for available savings

CCGs in the top third for available savings

Rank	CCG Name	Generic 125 Packs Dec 2016	Generic 125 Spend Dec 2016	Generic 250 Packs Dec 2016	Generic 250 Spend Dec 2016	Potential Annual Savings
	NATIONAL	49,130	£1,719,550	54,477	£3,240,292	£19,547,170
208	SOUTHPORT AND FORMBY CCG	13	£455	18	£1,071	£6,012
22	SOUTHWARK CCG	363	£12,705	574	£34,142	£184,617
135	ST HELENS CCG	66	£2,310	158	£9,398	£46,137
164	STAFFORD AND SURROUNDS CCG	59	£2,065	76	£4,520	£25,953
86	STOCKPORT CCG	213	£7,455	227	£13,502	£82,594
34	STOKE ON TRENT CCG	294	£10,290	474	£28,194	£151,659
12	SUNDERLAND CCG	629	£22,015	754	£44,848	£263,509
25	SURREY DOWNS CCG	543	£19,005	444	£26,409	£178,990
166	SURREY HEATH CCG	58	£2,030	72	£4,283	£24,878
171	SUTTON CCG	53	£1,855	64	£3,807	£22,313
205	SWALE CCG	11	£385	23	£1,368	£6,908
165	SWINDON CCG	70	£2,450	68	£4,045	£25,596
142	TAMESIDE AND GLOSSOP CCG	122	£4,270	101	£6,007	£40,506
13	TELFORD AND WREKIN CCG	551	£19,285	765	£45,502	£255,323
104	THANET CCG	181	£6,335	181	£10,766	£67,397
141	THURROCK CCG	61	£2,135	141	£8,387	£41,463
40	TOWER HAMLETS CCG	336	£11,760	423	£25,160	£145,502
136	TRAFFORD CCG	100	£3,500	134	£7,970	£45,204
19	VALE OF YORK CCG	366	£12,810	686	£40,803	£211,279
204	VALE ROYAL CCG	17	£595	21	£1,249	£7,268
161	WAKEFIELD CCG	65	£2,275	80	£4,758	£27,719
15	WALSALL CCG	390	£13,650	816	£48,536	£245,058
64	WALTHAM FOREST CCG	186	£6,510	322	£19,153	£101,132
77	WANDSWORTH CCG	194	£6,790	261	£15,524	£87,940
117	WARRINGTON CCG	154	£5,390	148	£8,803	£55,937
70	WARWICKSHIRE NORTH CCG	283	£9,905	238	£14,156	£94,832
74	WEST CHESHIRE CCG	197	£6,895	277	£16,476	£92,104
87	WEST ESSEX CCG	193	£6,755	237	£14,097	£82,177
157	WEST HAMPSHIRE CCG	78	£2,730	78	£4,639	£29,044
27	WEST KENT CCG	472	£16,520	443	£26,350	£168,957
148	WEST LANCASHIRE CCG	92	£3,220	111	£6,602	£38,710
128	WEST LEICESTERSHIRE CCG	186	£6,510	98	£5,829	£48,635
182	WEST LONDON (K&C & QPP) CCG	42	£1,470	51	£3,033	£17,748
111	WEST NORFOLK CCG	123	£4,305	194	£11,539	£62,440
97	WEST SUFFOLK CCG	168	£5,880	220	£13,086	£74,743
5	WIGAN BOROUGH CCG	760	£26,600	1,228	£73,041	£392,674
62	WILTSHIRE CCG	384	£13,440	209	£12,431	£101,973
180	WINDSOR, ASCOT AND MAIDENHEAD CCG	64	£2,240	42	£2,498	£18,675
140	WIRRAL CCG	90	£3,150	125	£7,435	£41,715
195	WOKINGHAM CCG	20	£700	38	£2,260	£11,666
10	WOLVERHAMPTON CCG	790	£27,650	952	£56,625	£332,131
103	WYRE FOREST CCG	190	£6,650	182	£10,825	£68,874

CCGs in the bottom third for available savings

CCGs in the middle third for available savings

CCGs in the top third for available savings

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The impact500 Team would be delighted to speak with you on 01603 327 575
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Post: impact500 Team, Ecotec Business Park, 37A Turbine Way, Swaffham, PE37 7XD

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Book a web demonstration for my team. Please send more information and date options.

Preferred Method of Contact _____

impact500

Dr. Julian Brown
Clinical Lead

Julian Young
Publishing Editor

Stephen Harrington
Data Editor

Helpline: 01603 327575
enquiries@ccgprescriber.org
www.ccgprescriber.org

Safe Dispenser Ltd
37a Turbine Way
Swaffham
Norfolk PE37 7XD

Company Number: 05404915

Data Protection Ref No: Z2536681

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The target product within this impact500 project has been identified by CCG Prescriber and represents optimum value for the NHS at the time of publication (March 2017). This optimisation project will be reviewed on a six monthly cycle. Safe Dispenser Ltd may benefit directly from utilisation of the product identified within the impact500 Projects.

