

# JVM AUTOMATED MEDICATION PACKING AND CHECKING MACHINES

*What is the “tipping point” for investing in automated medication packing machines? How many people would I need to be packing for to justify a ROI/what volume is required to warrant a machine?*

While our experience is that every customer has a slightly different answer, we've found that automation becomes worthy of consideration when packing for 100+ patients (depending on machine size; growth potential; goal of the investment and the list goes on...)

In this context, there are various reasons people choose to explore automated packing & checking and include:

- Wanting to chase new aged-care business or keep/maintain current business and pack for their local aged-care facility, who have requested sachet packed DAAs.
- Seeking a strong point of difference in the type of DAA available for aged-care facilities in their local area (i.e. want to offer sachets as something different/superior to blisters)
- Developing an efficiently packed, consumer-focused DAA that allows the pharmacy to grow their margins (per pack) and revenue overall (e.g. sachet DAAs are cheaper to pack than blisters)
- Being the first in their local geography to embrace in-store sachet packing and therefore be viewed as the natural “leader” in their area for technology (e.g. being first means others need to copy)
- Seeking a way to increase the yield of their businesses/shops by using automated sachet packing technology to pack large volumes of DAAs from a small space (e.g. can pack hundreds of scripts from a footprint that's ~1M (W) x 1M (D))
- Wanting to create a difficult-to-replicate packing capability where the initial start-up costs create a barrier that will always limit the number of competitors (e.g. many won't invest)
- Developing processes that reduce costs, improve quality and create a superior product (e.g. cheaper, better, different)
- Wanting to increase service revenues by offering consumer DAA packing (e.g. a number of our customers bought systems knowing it was a logical offer to make available to their existing customers)
- Wanting to differentiate themselves from large retailers who do not offer packing services, so that they can remain locally competitive
- Seeking automation to make their facility as attractive to sell as possible, or as “lock up and go” as possible, or to become as self-reliant or efficient as possible.

*With 16+ differently sized automated packing machines, Meditec almost certainly has a solution that meets your price point and operational needs. Call us to learn more!*



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