

- Pharmacy Assistants and Pharmacy Technicians provide the services they are eligible to provide.
- Patients can actively be identified by the team and recruited for services by pharmacy assistants
- Encourage community awareness through targeted promotion in schools and local settings, helping families understand and access pharmacy services

Key Benefits

- Frees up pharmacist time
- Makes use of the skills mix in your pharmacy
- Reduces the cost of service delivery



Making a profit: Community Pharmacy Services

This is based on the average that Hertfordshire community pharmacies are delivering, but the opportunity could be **bigger** your pharmacy

**PharmacyFirst Clinical
Pathways Consultations**
30 per month

Potential yearly income:
£2648.08

**PharmacyFirst
Threshold payment**

Potential yearly
income:
£12000.00

**Hypertension Case-
Finding Service & ABPM**
12 BP check and 3 ABPM
per month

Potential yearly income:
£2466.52

**Pharmacy
Contraception Service**
8 per month

Potential yearly income:
£1550.40

**Profit from Community Pharmacy Services
(after staff costs have been accounted for)**

£17,270.00

Additional National Services:

NMS

DMS

LFD

Flu
Vaccinations

Covid
Vaccinations

Additional Locally Commissioned Services:

Core
MAT

Needle
Exchange

Sexual
Health

Stop
Smoking
& NRT

Immediate
Access to
Medicines

TIP: Use the skills of your Pharmacy Assistants and Technicians to maximise services

Cost					Yearly Earning Potential
	1 BP Check	12 BP Checks	Monthly Cost	Yearly Cost	
Pharmacy Assistant	12 mins	144 mins	£34.58	£415.01	
Income					Yearly Earning Potential
	1 BP Check	12 BP Checks	Monthly Income	Yearly Income	
Hypertension Case- Finding Service Fee	£10	£120	£120	£1440	
					£1024.99

Cost					Yearly Earning Potential
	1 PCS	8 PCS	Monthly Cost	Yearly Cost	
Pharmacy Technician	30 mins	240 mins	£70.80	£849.60	
Income					Yearly Earning Potential
	1 PCS	8 PCS	Monthly Income	Yearly Income	
Pharmacy Contraception Service Fee	£25	£200	£240.00	£2,400.00	
					£1550.40

Assumptions: Cost for training and setting up is covered by Set-Up fee when signing up to the service. Cost calculations include 15% National Insurance, 3% pension contribution. Service recruitment time and pharmacist supervision time is not included: **Pharmacy Assistant:** National Minimum Wage £14.41 including NI and pension contribution, **Pharmacy Technician:** An estimated hourly rate of £17.70, **Pharmacist:** An estimated annual salary of £60,180 for a 40-hour workweek.