

## PharmEpos Case Study, May 2004

### Mulreany's Pharmacy, Wine Street, Sligo

Successful and independent pharmacist Mike Guckian prides himself on being innovative and proactive in his approach to retailing. Having used an electronic point of sale (Epos) system for a number of years, Mike decided to upgrade to the latest EPOS technology and to a solution which would deliver optimum performance for his pharmacy. He wanted a cost effective Epos system, but with minimal conversion nightmares. He approached Justscan, an EPOS company based locally who had provided solutions to a number of pharmacies nationwide.



*"Justscan gave us a well constructed demonstration with a detailed comparison to what we were currently using. It was faster than our existing Epos system, simpler to set-up and maintain products (including linking multiple barcodes for the same product), and was windows based using touch screen technology," explained Mike.*



**"It was faster than our existing Epos system, simpler to set-up and maintain items, and was based on the latest windows and touch screen technology."**

Mike decided to install the Epson IR Touch Screen with a link to a back office PC and a Psion handheld computer. He also installed the latest label printing technology to satisfy The European Communities (requirement to Indicate Product prices) regulations 2002.

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*"I had already reviewed other systems on offer, but really took to the simplicity of PharmEpos," continued Mike. "It also gave me the information I wanted from the reports. One of the biggest benefits I have experienced is more accurate front of shop ordering. I am less reliant on the reps recommendations and guided more by my own accurate sales histories".*

**"In my opinion, it is the most powerful Epos solution on the market in Ireland for Pharmacists and I'm confident it will remain so as it is being continually enhanced".**

Justscan can provide a Shop-Scan service to ensure a speedier installation or they can provide hand held computers if the pharmacist wishes to use his or her own staff as Mike did. Staff training before and during implementation is provided with ongoing technical support through its help desk, plus a facility to dial in into any unit to resolve problems.

*"Because Justscan specialise in developing its own Epos software in-house, we felt that we could actively influence future product development to satisfy our future requirements. Since we started using the system, Justscan have implemented a lot of the suggestions we have made, with more scheduled for future releases. In my opinion, it is the most powerful Epos solution on the market in Ireland for Pharmacists and I'm confident it will remain so as it is being continually enhanced", concluded Mike.*