



ALLOT's Formulary Analytics

platform provides the UK wide coverage of primary and secondary care formulary analysis by integrating structured and unstructured data from various sources of formulary status and therapy area guidance, prescription sales, prevalence rate, population and hospital episode statistics.

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ALLOT Formulary analytics delivers therapy area specific own brand and competitor brand formulary and guidance insights to aid market access and commercial planning.

Our analytics platform helps you in:

- Identify the **formulary status** of your own and competitor brands
- Understand the formulary issue and planned **review dates**
- “Live URL links” that direct you to the formulary and corresponding **therapy area guidance**
- **Population and prevalence** data to enrich local health economy information
- Understand the **influential people** in the formulary and guidance review decision process
- Targeting and Segmentation of Organisations, Regions and Accounts
- **Hospital episode** statistics to enrich your account knowledge

The following screenshots are a sample of our interactive dashboards. The dashboards can be customised to the specific needs of our customer requirements.

1 FORMULARY STATUS



Own and competitor formulary status by Trust/CCG Account, by Product and Dose Strength.

BENEFIT

Allows Users to understand own brand vs competition brands status by dose to initiate meaningful communication with the medicine management team and other decision-makers.

4.0 Secondary Care Formulary Analysis ALLOT

STP Name Trust Name Brand Dose Note

Please click here for Formulary Colour definition and meaning details

Trust Name	Brand	Formulary Status	Formulary Status	Formulary Status
	Clobezam 5mg/5ml oral liquid	Clobezam 10mg tablets	Epidiolex 100mg/ml Oral Soln	
Barking, Havering and Redbridge University Hospitals NHS Trust	Non-Formulary	F	Not Defined	
Barnet, Enfield and Haringey Mental Health NHS Trust	Not Defined	Not Defined	Not Defined	
Barts Health NHS Trust	F	F	Not Defined	
Central and North West London NHS Foundation Trust	Non-Formulary	Neuro only	Not Defined	
Chelsea and Westminster Hospital NHS Foundation Trust	F(Green)	F(Green)	Not Defined	
Croydon Health Services NHS Trust	F(Green)	F(Green)	Not Defined	
East London NHS Foundation Trust	Not Defined	Not Defined	Not Defined	
Epsom and St Helier University Hospitals NHS Trust	Neuro only	Neuro only	Not Defined	
Great Ormond Street Hospital for Children NHS Foundation Trust	Unlicensed for age <6	Unlicensed for age <6	F	
Guy's and St Thomas' NHS Foundation Trust	Not Defined	AMS2	Not Defined	
Hampton University Hospital NHS Foundation Trust	Neuro only	Neuro only	Not Defined	
Imperial College Healthcare NHS Trust	Restricted	Restricted	Restricted	
King's College Hospital NHS Foundation Trust	Not defined	AMS2	Not Defined	
Kingston Hospital NHS Foundation Trust	Non-Formulary	F	Not Defined	
Lewisham and Greenwich NHS Trust	Not defined	AMS2	Not Defined	
London North West University Healthcare NHS Trust	F	F	Not Defined	
North Middlesex University Hospital NHS Trust	Non-Formulary	Restricted	Non-Formulary	
Odessa NHS Foundation Trust	NA	NA	NA	
Royal Brompton & Harefield NHS Foundation Trust	NA	NA	NA	
Royal Free London NHS Foundation Trust	Blacklist restriction except in epilepsy	Blacklist restriction except in epilepsy	Non-Formulary	
Royal National Orthopaedic Hospital NHS Trust	F	F	Non-Formulary	
South London And Maudsley NHS Foundation Trust	Not defined	AMS2	Not Defined	
South West London and St George's Mental Health NHS Trust	Not Defined	Not Defined	Not Defined	
St George's University Hospitals NHS Foundation Trust	F	F	Not Defined	

2 FORMULARY PUBLISHED AND REVIEW DATES



We have embedded “live URL links” to Account Formulary and Therapy Area Guidance pages along with Formulary Published and Review Dates.

BENEFIT

Allows users to understand Account and stakeholder engagement timings to achieve optimal formulary inclusion and positioning.

4.1 Formulary and Guidance

STP Name	Trust Name		
Formulary and Guidance			
Trust Name	Formulary Page	Guidance	Formulary Updated
Barking, Havering and Redbridge University Hospitals NHS Trust	Trust Formulary Link	-	2019-Oct
Barnet, Enfield and Haringey Mental Health NHS Trust	Trust Formulary Link	-	2019-May
Barts Health NHS Trust	Trust Formulary Link	-	2019-Oct
Central and North West London NHS Foundation Trust	Trust Formulary Link	-	2020-Sep
Chelsea and Westminster Hospital NHS Foundation Trust	Trust Formulary Link	Guidance Link	2020-Feb
Croydon Health Services NHS Trust	Trust Formulary Link	-	-
East London NHS Foundation Trust	Trust Formulary Link	-	2018-Aug
Epsom and St Helier University Hospitals NHS Trust	Trust Formulary Link	Guidance Link	2019-Apr
Great Ormond Street Hospital for Children NHS Foundation Trust	Trust Formulary Link	Guidance Link	-
Guy's and St Thomas NHS Foundation Trust	Trust Formulary Link	Guidance Link	2020-Sep
Homerton University Hospital NHS Foundation Trust	Trust Formulary Link	-	-
Imperial College Healthcare NHS Trust	Trust Formulary Link	-	2020-Mar
King's College Hospital NHS Foundation Trust	Trust Formulary Link	Guidance Link	2020-Sep
Kingston Hospital NHS Foundation Trust	Trust Formulary Link	Guidance Link	-
Lewisham and Greenwich NHS Trust	Trust Formulary Link	Guidance Link	2020-Sep
London North West University Healthcare NHS Trust	Trust Formulary Link	-	2019-Sep
North Middlesex University Hospital NHS Trust	Trust Formulary Link	-	-
Oxelis NHS Foundation Trust	NA	NA	-
Royal Brompton & Harefield NHS Foundation Trust	NA	NA	-
Royal Free London NHS Foundation Trust	Trust Formulary Link	Guidance Link	-
Royal National Orthopaedic Hospital NHS Trust	Trust Formulary Link	-	-
South London and Maudsley NHS Foundation Trust	Trust Formulary Link	Guidance Link	2020-Sep
South West London and St George's Mental Health NHS Trust	Trust Formulary Link	-	2020-Feb
St George's University Hospitals NHS Foundation Trust	Trust Formulary Link	Guidance Link	2019-Mar
The Hillingdon Hospitals NHS Foundation Trust	Trust Formulary Link	Guidance Link	2020-May
The Royal Marsden NHS Foundation Trust	NA	NA	-
University College London Hospitals NHS Foundation Trust	Trust Formulary Link	Guidance Link	2018-Apr

3 UNDERSTAND THE INFLUENTIAL PEOPLE

Identifies Medicines Management, Optimisation, Procurement and Clinical Team Influencers involved with formulary and guidance decision making.

BENEFIT

Influence the Influencers to advance your goals proactively.

5.8 Organization and Team Analysis

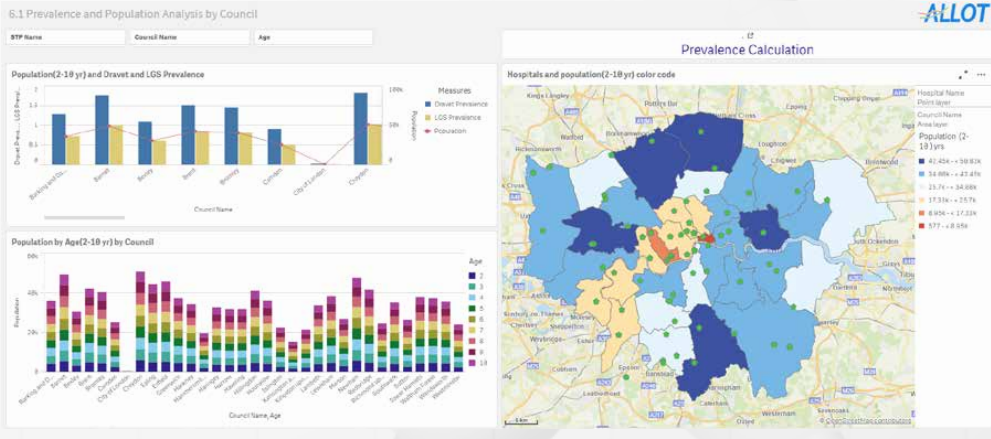
STP Name	CCG Name	Team	Person Name
NHS Barking and Dagenham CCG	Commissioning	Mauloh sath	Primary Care Transformation & Commissioning Manager
NHS Barking and Dagenham CCG	Medic Mgmt.	Zainab Kareem	Clinical Prescribing Pharmacist - medicines management
NHS Brent CCG	Medic Mgmt.	Roshni Jha	Senior Prescribing Advisor
NHS Brent CCG	Medic Mgmt.	Vershika Merchant	Head of Primary Care
NHS Central London (Westminster) CCG	Medic Mgmt.	John Russel	Programme Director for Planned Care
NHS City and Hackney CCG	Medic Mgmt.	Farah Qureshi	Primary Care Medicines Management and Prescribing Adviser
NHS City and Hackney CCG	Medic Mgmt.	Roshni Jha	Senior Prescribing Advisor
NHS Ealing CCG	Commissioning	Farah Qureshi	Commissioning and Development Manager
NHS Ealing CCG	Medic Mgmt.	Kajal Bhalod	Prescribing Support Pharmacist
NHS Ealing CCG	Medic Mgmt.	Mibeah Sethi	Senior Clinical and Network Pharmacist
NHS Hammermith and Fulham CCG	Medic Mgmt.	Seema Bhandarkar	Director Commissioning & Medicines Optimisation
NHS Harrow CCG	Medic Mgmt.	Diana Gouveia	Head of Medicines Optimisation
NHS Harrow CCG	Medic Mgmt.	Kavita Kher	CCG / Clinical Pharmacist
NHS Harrow CCG	Medic Mgmt.	Umesh Bhatt	Prescribing Advisor
NHS Havering CCG	Commissioning	Deepesh Mishra	Director of Commissioning & Performance
NHS Hillingdon CCG	Medic Mgmt.	John Russel	Primary Care Clinical Pharmacist
NHS Hounslow CCG	Medic Mgmt.	Deepesh Mishra	Chief Medicine Management Prescribing Lead & Business Manager
NHS Hounslow CCG	Medic Mgmt.	Marcello Curley	Prescribing Advisor
NHS Newham CCG	Medic Mgmt.	Chris Smith	medicines management Lead at NHS Newham
NHS Newham CCG	Medic Mgmt.	Kirti Nehwal	Head of Medicines Optimisation
NHS Newham CCG	Medic Mgmt.	Adam Taylor	Prescribing Advisor
NHS North Central London CCG	Medic Mgmt.	John Saunders	Borough (Haringey) Clinical Lead for Medicines Optimisation
NHS North Central London CCG	Medic Mgmt.	John Russel	Programme Director for Planned Care
NHS North Central London CCG	Medic Mgmt.	Kiana Sims	Primary Care Transformation Manager
NHS North Central London CCG	Medic Mgmt.	Manav Singh	Medicines Efficiency Programme Co-Director

4 POPULATION AND PREVALENCE DATA

Understand the relationship between population demographics and disease prevalence utilising ONS, NHS Digital, QoF and Trust data sources.

BENEFIT

Expand the healthcare data horizon to become increasingly aligned with the NHS ICS organisational changes.



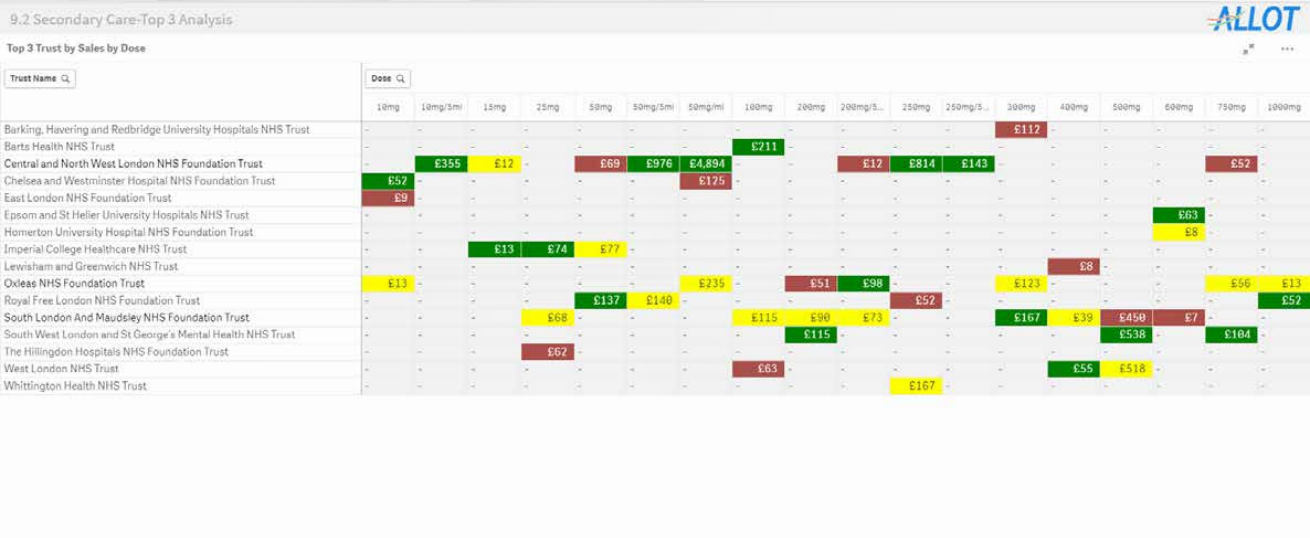
5 TARGETING AND SEGMENTATION



Based on your criteria, our Top X Analysis will identify key flags and attributes to prioritise accounts like Trust hospitals, Primary care organisations, including CCGs, and GP practices.

BENEFIT

Saves your team research time which can be refocused towards customer engagement.



OUR PLATFORM

Our platform is developed using Qlik Sense and AWS cloud along with our proprietary algorithms and design. Our customers need not have to spend on buying hardware, software or on its maintenance, but just a subscription.

CONTACT US

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ABOUT ALLOT

We're an innovative and forward-thinking Pharma Commercial analytics company based in the UK. Since 2014 we've been focusing our efforts on providing cutting edge input to pharmaceutical organisations throughout Europe and North America. By combining years of experience in healthcare, pharmaceutical and data, we provide a powerful tool for acquiring real actionable insights.

We understand the process of leveraging analytics to increase sales and productivity across all areas of the pharma industry. By analyzing everything from your commercial planning, call quality and KAM activity, to your geographic coverage and sales, we provide easy-to-interpret visuals that allow you to understand your business better than ever before.

