

Radiant Health introduces



Doing business with us is now even easier.

Rapid change makes running pharmacies increasingly challenging.



It's now harder than ever to project sales, especially of seasonal products. Stock sometimes struggles to make it from the storeroom to the shelf and short-dated stock continues to be a challenge to manage.

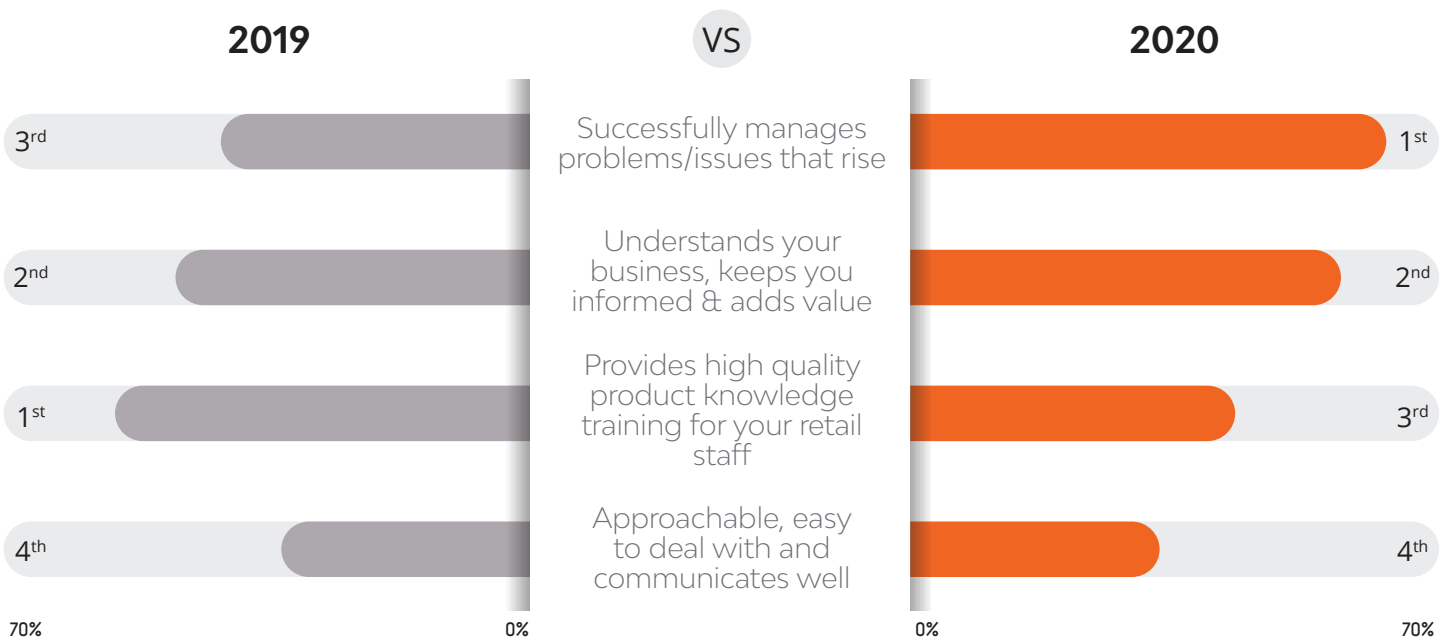


The pharmacy market is becoming increasingly competitive and we know pharmacies want suppliers to support them to be more commercial.



According to the 2020 Coalface survey, there has been a fundamental shift in how pharmacy sales representatives create value for customers.

Performance Attributes: Importance Ranking for Pharmacy Stores



Source: Coalface Supplier Evaluation Report 2020

What is REPLENISH?

REPLENISH is Radiant's vendor managed inventory (VMI) stock management tool. Radiant Health replenishes stock on behalf of the pharmacy using agreed minimum and maximum parameters by product.



REPLENISH will be available from April 2021

To begin with, this will be available for our cough & cold brands (**DuroTuss, Difflam, Demazin** and **BLIS**) but will soon be rolled out across the rest of our portfolio.



How does it work?

- 1 Sign up to the **agreed terms and conditions**
- 2 **Agree minimum and maximum stock levels** by SKU (these can be changed at any time for seasonality and promotions)
- 3 Discuss and **agree premium ranging, planograms and pricing** with your rep
- 4 Agreement is sent to Toniq to authorise a daily **data extract** from your retail point of sale system
- 5 Radiant Health receives a daily report including **stock on hand, sales and purchases**
- 6 If stock levels fall to the agreed minimum level, **an order will be triggered to restore the stock on hand to the agreed maximum level**
- 7 On dates nominated by you - twice a month - **this order will automatically be sent to your nominated wholesaler**
- 8 **You can opt out of the program at any time**, with only seven days' notice to Radiant Health





How will REPLENISH help me manage my business?



You can almost 'set and forget' stock replenishment, but retain control as stock levels can be adjusted at any time for promotions or seasonality



Your team will have more time to spend caring for your customers



You'll have peace of mind about pricing - we'll offer seasonal pricing all year round



You'll optimize stock holding, storeroom space and working capital (no need for large indents)



Out of stocks and dated stock issues will be significantly reduced



Your shelves will always look well-presented and customers spend more in well-merchandised stores

A number of pharmacies have trialed REPLENISH. Here's what they had to say:

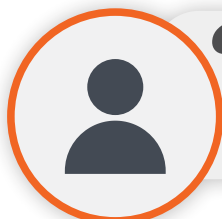
“ Replenish is great, I don't need to think about Radiant orders, or store excess product. I always know I'm getting the best prices and out of stocks have been reduced. I wish that this was available years ago. ”

Sarah, Ascot Pharmacy



“ Radiant Health's automatic ordering saves me time and stress, I don't have to fill the storeroom to get the best pricing, the stock I need to replenish my shelves is automatically delivered from my wholesaler every fortnight. ”

Sunita, Dawson Road Pharmacy



“ We've been relying on Replenish for over a year now for our Radiant orders and it's been great! It's like having an extra staff member who orders at the best rate and ensures there's enough stock in the shop. One less thing to think about! ”

Sara, Pohutukawa Coast Pharmacy



Frequently Asked Questions

Will I really be able to 'set and forget' ordering with REPLENISH?

You can expect it to take a couple of cycles to get the minimums and maximums just right for your store and from there on they can be adjusted at any time – just work with your rep if you need to do so. You'll spend much less time working through deals and placing orders.



Who can see my sales data?

We will only have access to your Radiant Health products sales data and stock on hand from Toniq once we have your approval in the form of a signed VMI agreement. This will not be shared with any other party and confidentiality is assured. The data we will see is similar to a PPG report that we might use now to help you place orders or to calculate Radiant Dollars.

Will I lose control?

You won't be trying to anticipate future sales in an uncertain world. Minimums and maximums can be adjusted with your rep at any time. We're confident that once it's up and running you'll agree, but if you're still uncomfortable you may terminate with only seven days' notice to Radiant Health.

How does pricing work with REPLENISH?

Spending time comparing deals and committing to large indents will be a thing of the past. When you sign up, discounts will be agreed with your rep and along with your wholesaler terms these will give you an everyday low purchase price. Seasonal pricing, every day of the year.

What if we decide REPLENISH is not for us?

We suggest giving it a go to discover the benefits of Replenish. If it's not for you, you can terminate the agreement with only seven days' notice to Radiant Health.



Sign up today!



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