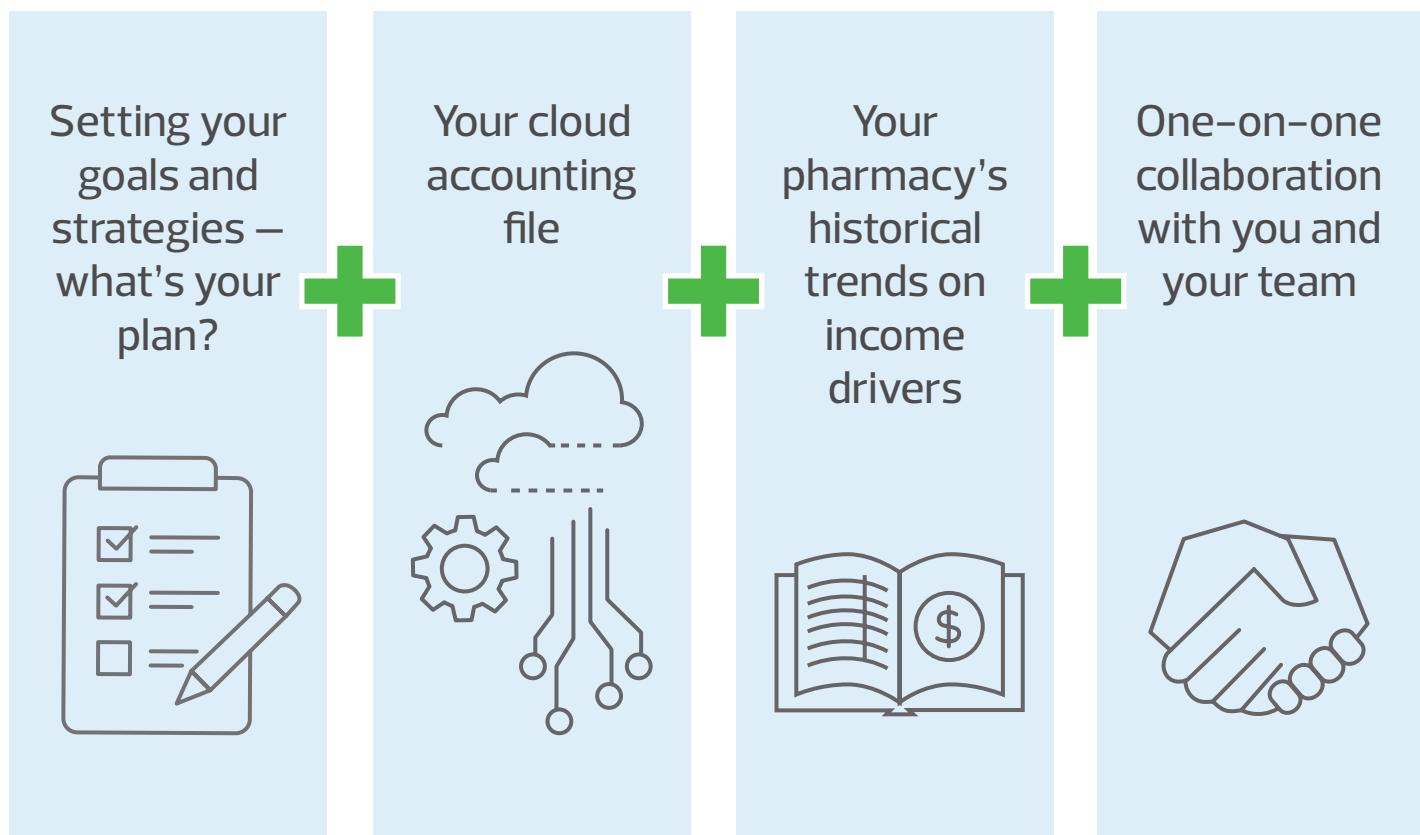


THE REALLY USEFUL BUDGET PROCESS FOR PHARMACY

Budget, cashflow and KPI management made easy

All RSM needs to help you have a Really Useful Budget for your pharmacy – and a cashflow forecast and target KPIs – all in place and easier to manage, is:

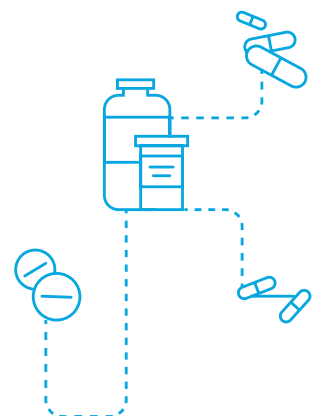


The RSM process gives you the targets you need to keep on track and the reporting system to let you know how the pharmacy is performing.

What does a Really Useful Budget Process for Pharmacy look like?

To keep your pharmacy on target, you need some basic management tools:

- A Really Useful Budget
- A Cashflow Forecast
- Goals & Strategies
- Target KPIs
- An easy tracking process of all four areas





Why RSM?

RSM's Really Useful Budget process for Pharmacy puts owners in control. It helps you and the team keep focused. Our process brings the business performance to you so that you can assess the outcomes, make good business decisions and free up your time.

At RSM, we know pharmacy and we understand business drivers, managing costs and setting targets. We also really understand cashflow.

With over 25 years of pharmacy industry experience, we have had lots of practice helping pharmacy owners set KPIs to reach targets, manage profitability and cashflow and have a sustainable pharmacy.

How does a budget become Really Useful?

If you only prepare a profit budget and stop there, there is a good chance it won't do the job it is supposed to. RSM's pharmacy team know that you need to expand the influence of the budget by:

- Identifying your goals and strategies.
- Ensuring you budget to take into account what is required to achieve them.
- Understanding the cashflow that the budget generates
- Set relevant KPIs that are indicators that the budget is on track.
- Establishing a reporting process that provides you the outcomes so that you can spend your time making informed decisions.

Stop, my head is spinning!

We know. Sounds like numbers and "paperwork"!!

At RSM, we take the pain out of the process.

We collaborate to understand what you and your pharmacy are good at or want to be good at. Then we do what we are good at, and work through the planning process with you.

It's not quite painless, but it's not hard. And, apart from peace of mind, you know where you are heading.

Where do we start?

We need good data, and that means a solid historical cloud accounting file and the accompanying pharmacy dispensary and retail information. RSM can help you put that together.

Then we need a couple of good conversations with you and your stakeholders.

We know you have it stored away, just what do you want to achieve over the coming period? RSM can work with you to collate those goals and map out the resources and change management needed to achieve them, taking into consideration where your pharmacy is today.

What does this produce?

From this process, RSM produces:

- A summary of your goals, strategies and agreed actions
- Your pharmacy budget
- Your pharmacy cashflow
- Target KPIs
- Your own Pharmacy Dashboard to monitor progress

What's next?

The fun part. We work with you and your team to ensure there is a reporting process that:

- Reports KPI performance at the right frequency
- Reports actual vs budget results
- Prepares a regular cashflow statement for you

And we can meet with you to use our experience to discuss how your pharmacy is performing.

Want to know more?

Speak to the Pharmacy team at RSM today about how we can help you through our Really Useful Budget process for Pharmacy.



rsm.com.au/pharmacy



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