

1. What is a SmartSample®?

A SmartSample® is a branded physician leave behind which, once completed by a physician, becomes a prescription for the indicated product. The completed SmartSample® entitles the patient to receive a sample quantity of medication or a diagnostic device at no charge from their pharmacy of choice.

2. What are the benefits for Pharmacy of SmartSample® technology?

SmartSample® technology allows Pharmacists to effectively counsel their patients on new medications, provides payment for their professional services, enhances drug-drug interaction monitoring, and supports improved patient safety by involving pharmacists and pharmacy technicians, in sampling.



Vesculin CR is a fictitious product.

ANSWERS TO YOUR QUESTIONS ABOUT



3. How does SmartSample® benefit my Customers (Patients)?

SmartSample® benefits your customers by improving patient safety. It allows the patient access to pharmacist counseling on new medication as early as the sample, it reduces the potential for drug interactions as the sampled medication is checked against the existing patient profile and it ensures product integrity as medication dispensed from the pharmacy has been stored in proper temperature and humidity conditions.

4. How are SmartSamples processed at Pharmacy?

Each SmartSample® has a pre-printed Carrier, Group and Client ID number that allows you to submit a claim for the sample medication to ESI Canada. Your reimbursement will include the ingredient cost, allowable mark-ups and any usual and customary professional fee. SmartSamples are only valid for the DIN specified and have additional built-in security features to ensure successful processing. **SmartSamples with physician convenience prescriptions attached should be processed as separate prescriptions, as the repeat prescription(s) should be billed to the patient or patient's drug plan and SmartSamples should go through ESI.**

5. Where are SmartSamples available?

SmartSamples are available in all Canadian provinces.

6. How do physicians gain access to SmartSamples for their patients?

Physicians may receive SmartSamples for their patients from pharmaceutical representatives and in some cases from direct-mail programs.

7. How can I suggest that a SmartSample® be used for a particular pharmaceutical or diagnostic device?

In speaking with the pharmaceutical or device manufacturer or their representative, highlight your preference for SmartSampling practices and the patient benefits of SmartSample®. Encourage them to contact STI to learn more about SmartSample® SmartTechnology™.

“STI's latest offering is a SmartSample® with an attached Physician Convenience Prescription”

8. Who currently supports the use of SmartSample® technology in Canada?

SmartSample® technology is currently supported by physicians, pharmacists, pharmacy technicians, provincial pharmacy associations, medical societies, government and regulatory bodies across Canada.

9. Does SmartSample® technology meet the latest PIPEDA and CAI personal privacy legislation?

Yes, STI's SmartSample® technologies comply with federal and provincial privacy laws. Specifically, in compliance with Canadian privacy law STI does not use or disclose personal information to pharmaceutical and diagnostic manufacturers.

100+
PROGRAMS