

AmerisourceBergen

MWI Animal Health



**MWI Distinct
Advantage**

2

Get the MWI Distinct Advantage

01

No need to waste time searching for the best deal on market leading products or services - we've done the leg work for you

02

Net net transparent pricing and flexible payment terms to protect your cash flow

03

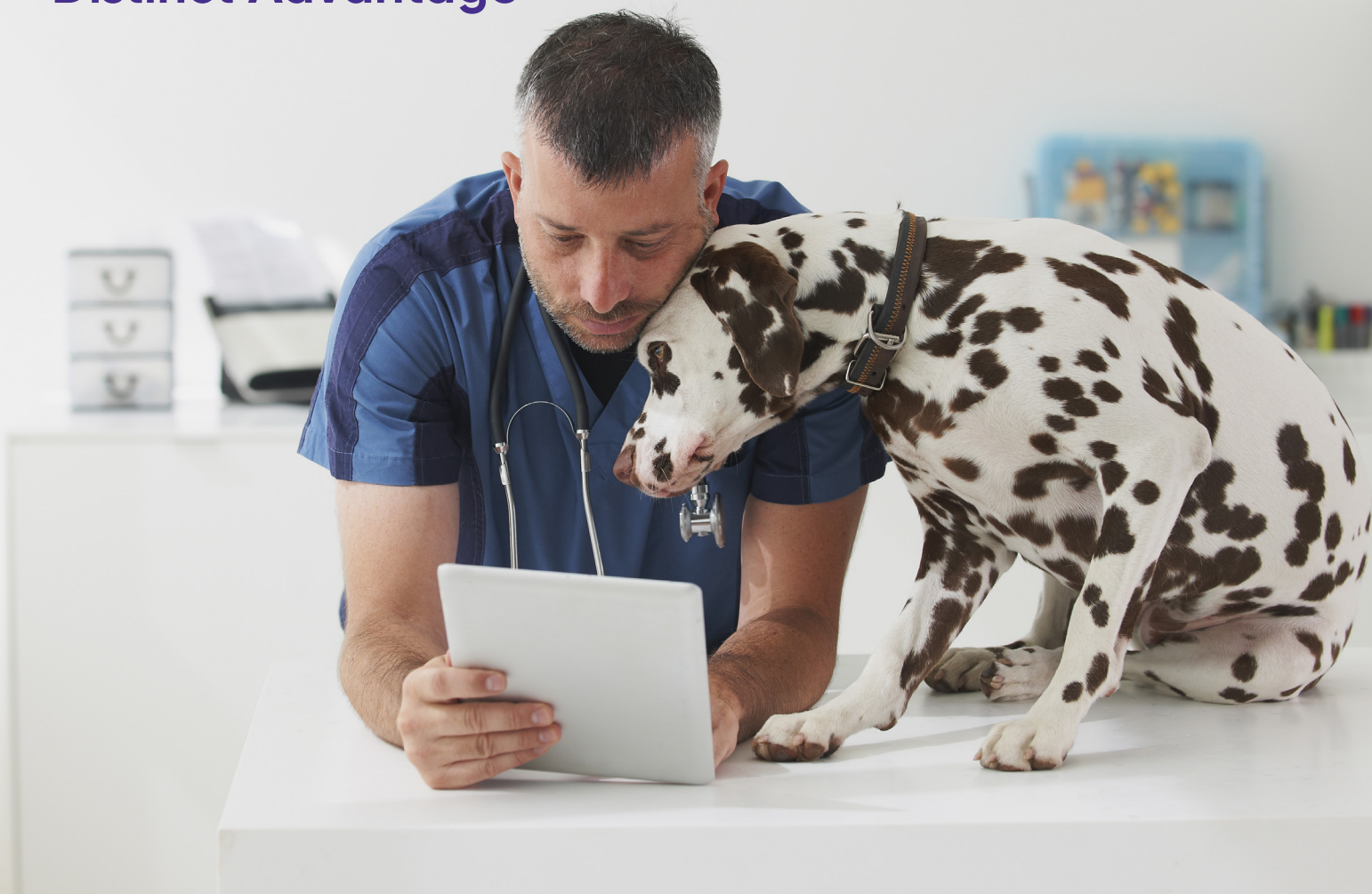
A suite of professional business consultative services that provide enterprise level support whilst maintaining your individuality

04

It's all on one consolidated statement, reducing practice administration and increasing transparency

05

MWI Distinct Advantage customers save more than the standard buying group and wholesale offering



The veterinary industry is changing, and the animal health market is increasingly dynamic. Client expectation, advances in medicine, competition, financial investment and even technological innovation are reshaping veterinary practice in ways that can seem overwhelming. Couple this with the responsibilities of running a small business, and it may seem like there's less time than ever to consult with clients and care for patients.

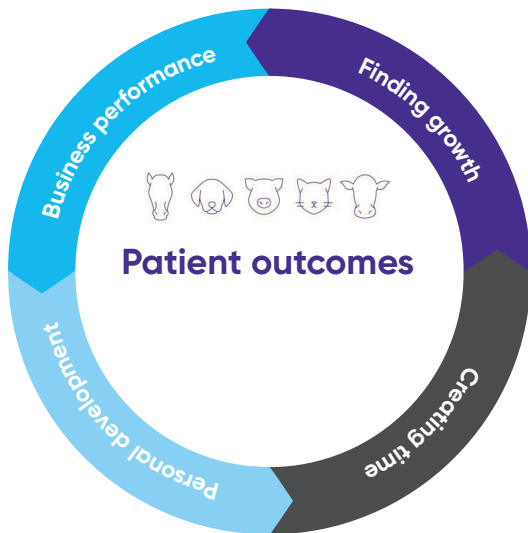
MWI Animal Health understand the challenges veterinary practices face and we believe we have an important role to play. Whilst we don't practice medicine, and don't run veterinary practices we do have the knowledge, reach and partnership to deliver time saving, profit making support to veterinary practices of all sizes and as unique as yours.

With that in mind we have created the first comprehensive membership programme that will set your practice up for success and let you focus on the work that matters most to you.

Find out more at [mwiah.co.uk](https://www.mwiah.co.uk)
or call MWI Animal Health
today on 03300 947 587



MWI Distinct Advantage has a range of solutions to support your practice



Business performance

- Preferential pricing on pharmaceuticals discount on consumables and orthopaedics
- Flexible payment terms
- Enhanced manufacturer rebates
- Rebates paid in the month of purchase
- Preferential PMS pricing

Finding growth

- Marketing mentor
- Website with management reports
- Special buys and spot deals

Personal development

- Securos Surgical CPD
- Business Academy
- HR Services
- Preferential tickets and discounts to industry CPD events

Creating time

- Web based, industry leading PMS
- Single monthly statement
- Practice insurance
- Health and safety services

Patient outcomes

- Preferential stock access
- Product governance board
- Independent prescription advice service
- Recruitment portal



Business performance

Preferential pricing on pharmaceuticals and enhanced manufacturer rebates

We have leveraged our connections with manufacturers to secure the best possible prices on the MWI Distinct Advantage formulary. From industry leaders to own brand you'll find everything your practice and patients need at unbeatable rates that protect your margin.

With spot deals on leading products, gone are the days you would need to spend time searching round for the best deal. It's all here, in one place and completely transparent.

Discount on consumables and orthopaedics

The brands you know at prices you'll love. From world-class Securos Surgical orthopaedic supplies to our own extensive range of consumables. Look at these discounts....

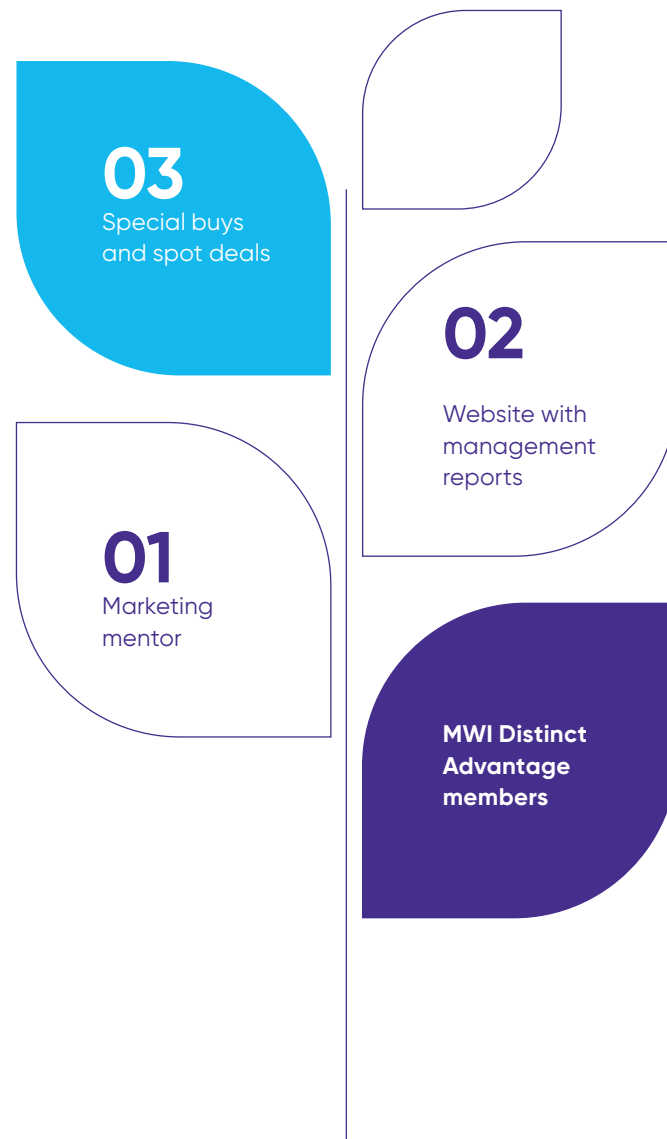
6% Discount on Securos Surgical orthopaedic supplies
8% Discount on MWI Consumables

Flexible payment terms

MWI Distinct Advantage members will be able to benefit from payment holidays. Whether you are looking to purchase new equipment or reorganising your business finances, payment holidays give you flexibility in your businesses cash flow when you need it most.

Manufacturer rebates in the month of purchase

MWI Distinct Advantage members get their manufacturer rebates in the month of purchase, so they don't need to spend time trying to figure out what rebates are due when and their cash flow is protected. By joining MWI Distinct Advantage your practice could benefit immediately from purchasing at net net prices.



Finding growth

Free access to the MWI Marketing Mentor platform

MWI Marketing Mentor contains a library of step by step video guides and downloadable tools that help practices produce easy to execute marketing campaigns that deliver a real return and grow your practice.

In addition, MWI Distinct Advantage members have access to a preferential rate with industry leading marketing consultants VetBoost, if you need more.

With our unique management reporting, you'll be in the picture with your purchasing. From A-Z you'll know how you are spending your money and your level of rebates. Our Business Development Managers will be able to collaborate with you so you can get the most out of these online tools and provide insight on how changing your spending patterns can improve your practices profitability.

Our special buys and spot deals are unique to MWI Distinct Advantage members. They provide you with the opportunity to increase your margin without inflating the cost of product to your clients. These offers are time limited and sometimes on a first come first served basis, so get them while they are hot!

Creating time

Web based, industry leading practice management software

Our practice management software is used by more veterinary practices than any other for a reason. User friendly, reliable and functionally rich our system was built with your practice in mind. Our latest cloud-based version of Merlin provides high levels of integration with a wide range of diagnostic and veterinary equipment, as well as our wholesale service, allowing you to treat your patients without breaking your stride.

MWI Distinct Advantage members get reduced project costs for upgrades or installation and get a special rate card for PMS licenses.

Single monthly invoice

All your purchasing in one place. Wholesale, buying group and value-added services all on a single monthly invoice preventing unnecessary practice administration and saving you time.

Practice insurance

Finding affordable, pragmatic insurance for a veterinary practice can be tough. We have partnered with JPM to give you access to a range of insurance products at preferential rates. Typically, JPM will provide you with a 15% saving on any like for like quote.

Health and safety services

We offer packages tailored to your individual practice's compliance requirements at affordable rates. With one-to-one advisory support and packages for terms between one and three years, our experienced 3rd party consultants craft a flexible plan together with you that's comprehensive and in line with RCVS guidelines.





Personal development

Securos surgical CPD

Securos surgical empower leading surgeons to deliver the very best patient care with confidence. Their world class CPD courses use the highest quality surgical instrumentation in the latest progressive surgical techniques with recognised experts. As an MWI Distinct Advantage member, you will get exclusive early bird access to book and a premium discount of 25% per course.

Business academy

Our Business Academy is designed to deliver you and your team practical training that makes a real-life impact. From leadership skills to profit planning, from client interaction to performance management, our seminars and workshops cover a wide array of business development topics that help your staff grow their skills for the benefit of your practice and your patients. When you become a member of MWI Distinct Advantage you get 3 FREE PLACES on the course of your choice for you or your practice team every year.

HR services

Whether you need an advisory service, a review of your current HR paperwork or help implementing a new PDR process, we can put you in touch with 3rd party consultants that understand the needs of a busy veterinary practice and will tailor the help they provide to suit your business needs at affordable rates.

Preferential rates on tickets to industry events

Veterinary clinical CPD is not only a regulatory requirement but is an essential part of personal development. However, industry events often come with a cost which can make attendance prohibitive for independent veterinary clinics. As a sponsor to many CPD events, MWI Animal Health can leverage our connections to secure additional discounts for MWI Distinct Advantage customers.

Patient outcomes

Preferential stock access

Wholesalers are often the first to be notified about potential stock shortages. As an MWI Distinct Advantage member buying products from the formulary, we will understand your usual purchasing patterns and will be better able to anticipate and prepare for your businesses need. This protects your practice supply for longer, allowing you to maintain your existing clinical protocols and patient care.

Product governance board

Products in the MWI Distinct Advantage formulary are only entered after they have been reviewed by our independent Product Governance Board.

The Product Governance Board is made up of experienced veterinarians (with a wide range of species knowledge) and pharmacists. They autonomously review the quality and suitability of the products in the MWI Distinct Advantage product formulary, giving you the peace of mind, you will have access to products that are a good fit for your practice.

Independent prescription advice service

MWI Distinct Advantage members gain free access to the Veterinary Prescriber. Veterinary Prescriber is an independent reference and learning resource on veterinary medicines for vets. The portal contains succinct e-learning modules, product guides and certificated CPD quizzes, keeping you and your clinical team in the lead.

Recruitment portal

Finding the right candidate for your vacancy can be tricky and agency fees can be expensive. MWI Animal Health have partnered with the award winning Simply Locums to give MWI Distinct Advantage members free access to their recruitment portal. Advertise jobs on their site for free. Interview and place permanent or locum staff with no commission or finder's fee!



We find the best solutions
are built through honest
dialogue.



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MWI Animal Health

Give us a call today 03300 947 587
or visit www.mwiah.co.uk/our-business-development-team to
contact your local Business Development Manager