



Welcome to the new Actavis Accumulator scheme specifically designed to meet the needs of the modern Dispensing Doctor practice.

The new Actavis Accumulator Dispensing Doctor scheme offers you attractive discounts off a comprehensive product portfolio, already competitively priced.

The scheme is designed to provide you with transparency of pricing and the continuity of product supply needed in today's Dispensing Doctor business.

The Actavis Accumulator provides you with the opportunity to benefit from some "industry firsts", these include:

- Accumulator discounts apply to all Alharma / Actavis purchases, 5% from first pound of spend
- For every £250 of spend, additional discounts accumulate across the whole monthly value
- Support network committed to your daily needs
- Sales via any of the participating wholesalers will attract the Accumulator discount:
AAH, Maltbys, Mawdsleys, Munro, Norchem, Phoenix, Sangers Northern Ireland, Unichem

Discounts accumulate as follows:

| Monthly Spend Levels | Accumulator Discount |
|----------------------|----------------------|
| £0 to £249 | 5% |
| £250 to £499 | 9% |
| £500 to £749 | 12% |
| £750 to £999 | 13% |
| £1,000 to £1,249 | 14% |
| £1,250 to £1,499 | 15% |
| £1,500 to £1,749 | 17% |
| £1,750 to £1,999 | 18% |
| £2,000 to £2,249 | 20% |
| £2,250 to £2,499 | 22% |
| £2,500+ | 25% |

How does the Actavis Accumulator scheme work?

- Discounts are paid monthly and directly into your nominated bank account
- Participants will receive a quarterly Accumulator statement and monthly Accumulator remittance advice
- 25% discount when you spend £2,500 or more

To join simply complete a data release form and become a member of the Accumulator Scheme. Fax or send to the address below.

Actavis UK Ltd | Whiddon Valley | Devon | t 0800 389 2644 | @ accumulator@actavis.co.uk
Barnstaple | EX32 8NS | f 0800 389 2655 | w www.actavis.co.uk



Accumulator Question and Answer Sheet

1. What is the Actavis Accumulator Scheme?

A. The Actavis Accumulator Scheme offers both ease of ordering and competitive pricing across the entire Actavis UK generics range.

2. Who can join the Actavis Accumulator Scheme?

A. All registered Dispensing Doctors within England, Wales, Scotland and Northern Ireland can apply to join the Scheme.

3. How do I become a member of the Accumulator Scheme?

A. You simply have to sign up to the Scheme by completing a data release form. Once this is received by the Actavis commercial office the participating wholesalers are informed. Any sales via any of the participating wholesalers will attract the Accumulator discounts.

4. How will I know how much I have spent on Actavis products each month?

A. All participating Dispensing Doctors will receive a monthly statement detailing the amount of purchases of Actavis products and the amount of additional discount that this attracts.

5. How often will the additional discounts be paid and how will I know?

A. The Accumulator discounts are paid monthly and you will receive remittance advice of these payments. The payments are made via BACS directly into your nominated bank account.

6. How are the discount levels decided and once I reach a certain level does that discount % apply to all purchases?

A. The discount levels in the Actavis Accumulator Scheme relate to the purchasing patterns throughout the UK. This means that for each £250 spent on Actavis products you will move to a higher discount level. As you move to a new level all purchases attract the higher level of discount.

7. Do the discounts start at zero?

A. Yes. Actavis realises that Category M can mean that prices vary from time to time, therefore, the discounts start to apply for the very first Actavis product purchased.

8. Do the discounts apply to all products in the Actavis range?

A. The Accumulator discounts apply to the vast majority of Actavis products listed in our monthly price lists. These can be identified as the Actavis Accumulator range. Some other products appear on the Actavis price list as Actavis additional. These are niche products which may or may not be in the Scheme.

9. Will Actavis continue to run monthly promotions?

A. Yes. These will be detailed on the monthly price list and will attract "one off" additional discounts for that month only. Make sure you have a copy of the monthly Actavis Accumulator price list.

10. Which wholesalers are participating in the Scheme?

A. The following wholesalers are participating in the Actavis Accumulator Scheme which means that if you are signed up you can gain discounts by purchasing Actavis (Alpharma) products through any of the following:- AAH, Maltbys, Mawdsleys, Munro, Norchem, Phoenix, Sangers Northern Ireland, Unichem

11. How do I make contact with Actavis Accumulator Team?

A. Please email us at accumulator@actavis.co.uk, or call us on **0800 389 2644**