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"CUBEX keeps our inventory lean and our margins high — I know exactly what we need to have on the shelves, and how long it's been there. I can't imagine life without it. "

Laura, Practice Manager
Austin Vet Care Central, CUBEX Administrator

Contents

Maximizing the Health of Veterinary Practices

At CUBEX, we understand that your practice is constantly evolving and growing. That's why our systems are entirely modular. We have solutions for the smallest needs in controlled substance management and critical supply, as well as extensive networks that automate whole-practice inventory management for maximum ROI.

All CUBEX subscriptions include:

Full integration with most major PIMS systems

Software updates for the life of the subscription

Unlimited storage of inventory data and reports

Customized database built to precisely fit the customer's needs

White glove delivery, installation and on-site training

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3 Dimensions of CUBEX Maximizing your practice health

Profitability

$25,000 per doctor, per year – that's what manual billing errors cost the average practice. Without a hardware-based solution like CUBEX, human errors, waste, and theft are inevitable.

Safety

Veterinarians use a host of powerful medications in the practice of medicine. When these medications are misused, they represent a danger to patients, staff, and the practice itself.

Efficiency

Labor-intensive processes like inventory tracking, counting and supply ordering take time away from what matters – patient care.

Are you charging appropriately for the dispensing of controlled substances?

In most veterinary practices, it takes approximately 1.5 hours daily to manage controlled substances using manual processes. Given the risks and administration time required to dispense controlled substances, does it make sense to charge the same fees for a narcotic as an antibiotic?

Example:
Controlled Substance Handling Fee

4 CS uses per DVM per day
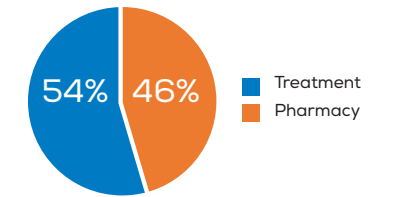$**5** handling fee
× **2** DVMS

$**40**
per day in new revenue

Admin logs & reports
Security & storage
Regulatory risk

Where do missed charges happen?

54% Treatment
46% Pharmacy

$20 per doctor per day
from $5 controlled substance handling fee

$83 per doctor per day
from recovering missed charges
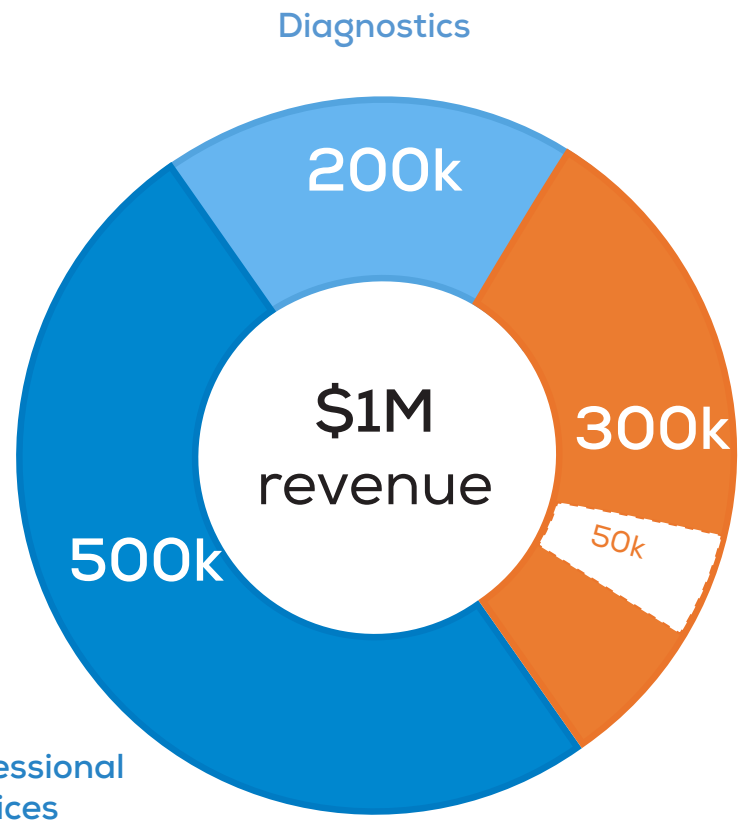
ROI for a 2-FTE, $1M practice in dollars per day

	Treatment	Pharmacy
Missed charges	$90	$76
CS handling fee	$40	
	$130	$76

*Total new profit per day ↳ **$206** ↲
*Assumes 300 working days per year

Financial impact of **missed revenue**

Diagnostics

200k

$1M revenue

500k

300k

50k

Professional Services

Pharmacy & Supply

30% of revenue

AAHA State-of-the-Industry 2017

Product	% of Practice Revenue
Prescription Food	3.5%
Flea, Tick & Heartworm Prev.	8.3%
OTC Products (Retail)	2.1%
All Other Pharmacy	15.9%
Total	**29.8%**

According to AAHA, missed charges in the absence of hardware integration can average 17% of segment revenue.*

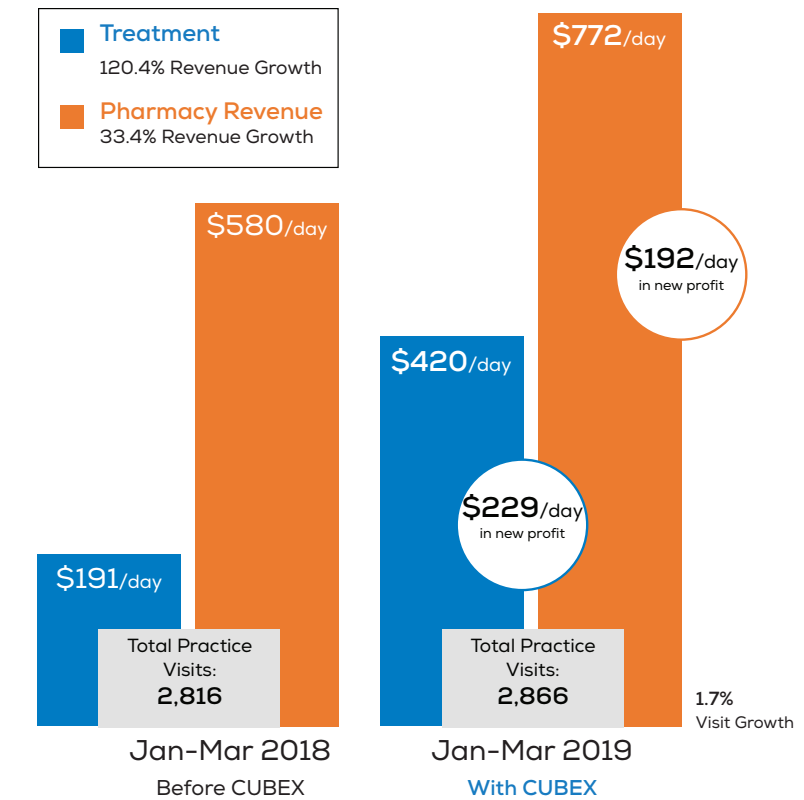Missed charges (2x DVM practice):

17% of Pharmacy & Supply revenue

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$50,000

That's $25, 000 per doctor, per year

...or $83 per doctor, per day

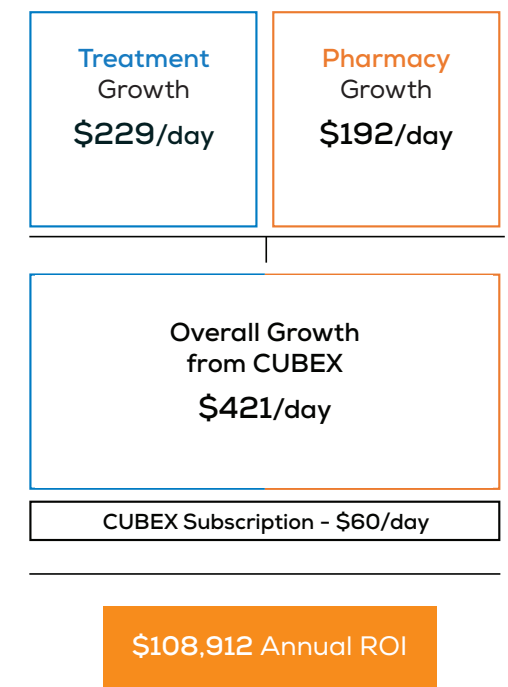# Gallatin Veterinary Hospital Case Study

Profile:
Type: General Practice
Full Time DVMs: 4
Practice Size: $2.3M 2018 gross

CUBEX Solutions Implemented:
SupplyBank 2000 in Pharmacy
MedFlex 1000 + QLock in Treatment

Customer Profitability Summary

Treatment
120.4% Revenue Growth

Pharmacy Revenue
33.4% Revenue Growth

$772/day

$580/day

$420/day

$192/day
in new profit

$229/day
in new profit

$191/day

Total Practice Visits: 2,816

Total Practice Visits: 2,866

1.7% Visit Growth

Jan-Mar 2018
Before CUBEX

Jan-Mar 2019
With CUBEX

Maximizing Profitability in just 3 months

Treatment Growth
$229/day

Pharmacy Growth
$192/day

Overall Growth from CUBEX
$421/day

CUBEX Subscription - $60/day

$108,912 Annual ROI

Solutions

CUBEX Mini

Veterinary hospitals are at high risk for drug diversion due to their on-hand inventory of controlled substances. CUBEX® Mini reduces that risk.

This compact, affordable solution stores, dispenses and manages controlled substances. Your staff will have quick access to the medications needed for patient care and all transactions are automatically recorded, eliminating manual logbooks or keys.

Features

▶ **DEA Compliance**

Prevent mismanagement with fingerprint ID, mandatory countback and witness features.

▶ **Log Book Accuracy**

Simplify DEA reporting with electronic inventory tracking.

▶ **Charge Capture Loss**

Pair inventory and practice management software for accurate invoice reporting.

▶ **Medication Access**

Monitor usage patterns with authorized access to control selected medications.

CUBEX MiniPlus

The next level of profitability, safety and efficiency for your practice, CUBEX MiniPlus is our most comprehensive solution. Combining all of the controlled substance benefits of Mini with the ability to track and bill for all other medications, CUBEX MiniPlus ensures charge capture in your practice's treatment area, which is where charges are most often missed because of the frenetic environment.

Features

▶ **Secure Access**
Fingerprint ID, mandatory countback and witness features allow double-lock access within seconds.

▶ **Active Stock**
Smaller quantities of drugs, accessible to more staff members.

▶ **Back Stock**
Larger quantities of drugs, accessible to as few people as necessary.

▶ **Drugs of Concern**
Ability to track and control a growing number of drugs that are not regulated but are being abused in growing numbers. Cubex can help protect your staff

*Example base configuration: 4 CUBIE Drawers (all HH) | 5 Matrix Drawers (all FH)

Expert Inventory Control – The Way You Need It

☑ Expanded capacity allows for stock of hundreds of items

☑ Room to store all your controlled substances

☑ Accurate invoice reporting for charge loss capture

☑ Fast 15-second access to medications

☑ Over $13,000 per year in recovered revenue per doctor (on average)

☑ Single-item access for increased security

☑ Fully integrated with most industry PIMS

☑ Automated transaction recordings

☑ Onsite installation & training

☑ Expansion options as your practice grows

Benefit Comparison

Save over $50 per doctor, per day
with CUBEX MiniPlus

CUBEX **Mini**

- Up to 39 individual items
- Stores active stock (small bottles) of controlled substances only
- CUBIE drawers (max security) only
- Captures up to 10% of missed medication charges
- Automates some DEA logs

CUBEX **MiniPlus**

- Over 400 individual items
- Stores all controlled substances: active stock (small bottles) + back stock (large bottles)
- CUBIE drawers (max security) AND matrix drawers (high security) are both available
- Captures up to 54% of missed medication charges
- Automates all DEA logs

Pharmacy
MedFlex | SupplyBank

The CUBEX Flex systems, MedFlex and SupplyBank, offer the flexibility of managing pharmacy, supply and controlled substances within a single footprint through easy access and improved workflows.
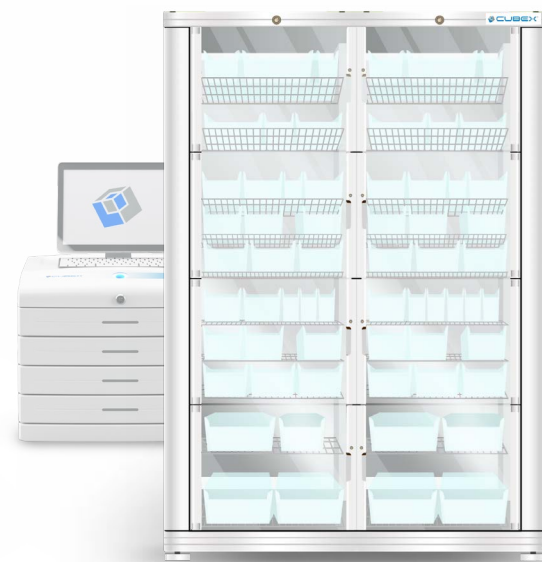
Configurable shelves and drawers for secure, organized pharmacy and supply control.

MedFlex

Flex 1000

Store pharmacy goods and other large items
Connects to your MiniPlus cabinet

Flex 2000

Store pharmacy goods and other large items
Connects to your MiniPlus cabinet

SupplyBank

With greater visibility of what you have when you need it, CUBEX 2000 systems help you control narcotics, medication and supplies within a single cabinet. Decrease pharmacy and supply management costs by reducing overstock and emergency orders.

Configuration for superior functionality within your practice or hospital.

SupplyBank

SupplyBank 1100

Easy and effective supply management for improved workflow and patient care.

SupplyBank 2100

High-density storage for maximum capacity and efficiency.

NEW

CUBEX Flex Bundle

The perfect smart inventory bundle for the average practice

MiniPlus

Controlled Substances + Treatment Medsa
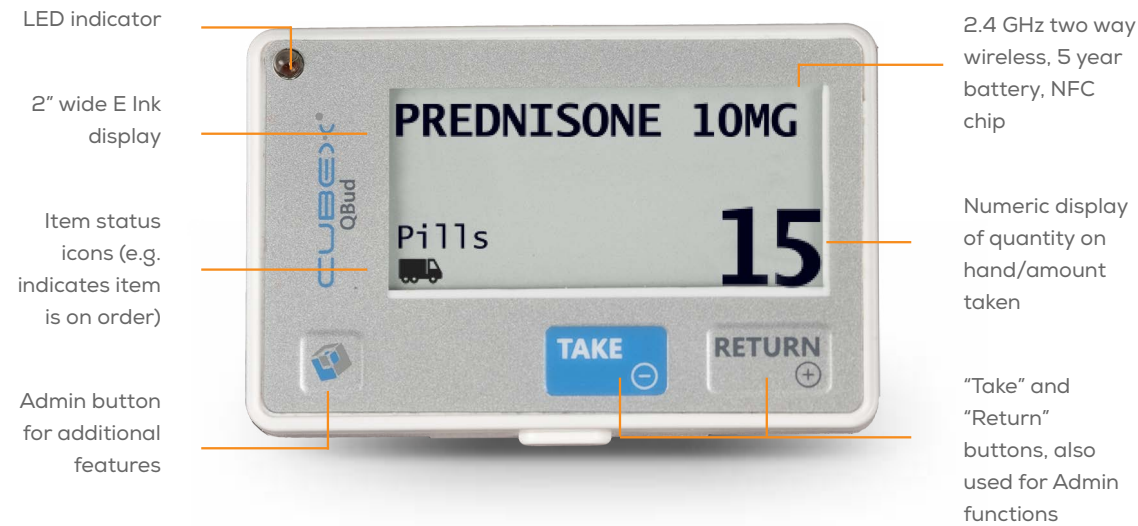
Flex

Pharmacy Area

QBud

Automating manual processes is essential to keeping costs contained. QBud is our supply room solution that automates processes and integrates usage information to improve inventory accuracy and refill efficiency.

Designed to promote compliance and efficiency, QBud is a fast, simple way to save time and manage your inventory.

Inventory Tracking for Supply Rooms

QBud supports the standardization of inventory and reduces your supply spending. QBud is the ideal solution for tracking:

- Gloves, masks and bibs
- Syringes and catheters
- Hygiene products
- Retail items

LED indicator

2" wide E Ink display

Item status icons (e.g. indicates item is on order)

Admin button for additional features

PREDNISONE 10MG

Pills

15

TAKE   RETURN

2.4 GHz two way wireless, 5 year battery, NFC chip

Numeric display of quantity on hand/amount taken

"Take" and "Return" buttons, also used for Admin functions

Features

▶ **Accurate Monitoring**
Tracks supply usage and automates reordering

▶ **Billing Accountability**
Improves charge capture and invoice reporting accuracy

▶ **Closed-Loop Management**
Integrates with practice management software

▶ **Increased Efficiency**
Reduces manual processes

QLock

Securely manage your temperature-sensitive medications and vaccines. The QLock station maintains medication stability and potency through restricted, authorized access.
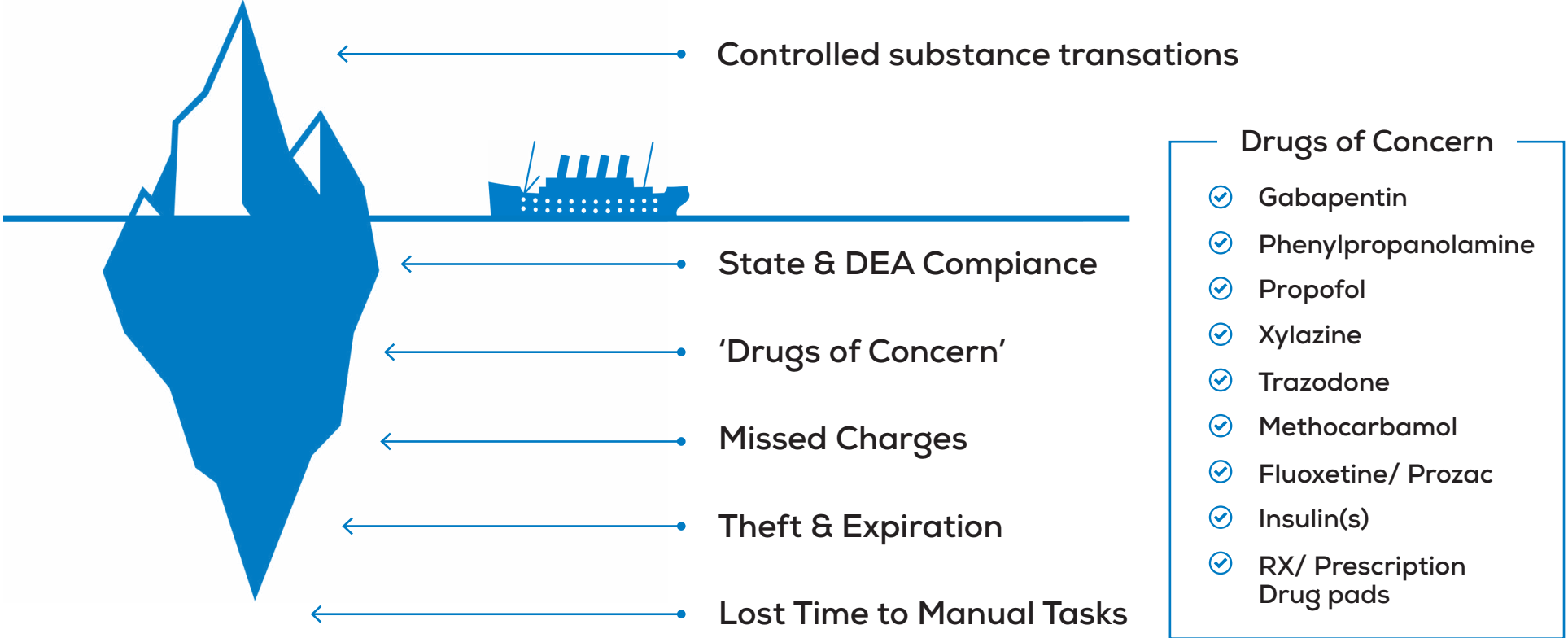
Features

▶ Works on existing side-door refrigerators, freezers, warmers and other storage devices

▶ Monitors internal storage temperatures of refrigerators, warmers and other storage devices electronically

▶ Automates vaccine management

▶ Integrates with additional CUBEX technologies to automate 100% of inventory

▶ Alerts users when storage temperatures fall outside of defined high and low temperature limits

▶ Reduces manual processes by automating inventory tracking and reorders

Electronically monitors storage temperature

Restricted, authorized access

Storage temperature alert

Controlled Drugs & Drugs of Concern

They are everywhere. Just below the surface.In your lockbox, in the fridge, on your pharmacy shelves.

▶ 'Drugs of concern' are the new risk point that everyone in the world of compliance and regulatory affairs is talking about.

▶ Gabepentin and Xylazine are two important examples of many.

▶ These powerful medications can put patients, people and your practice in danger even though they are not managed federally.

▶ State agencies are increasingly regulating these drugs due to growing abuse, with changes in 14 states over the last 5 years for just Gabapentin alone. **Your state may be next!**
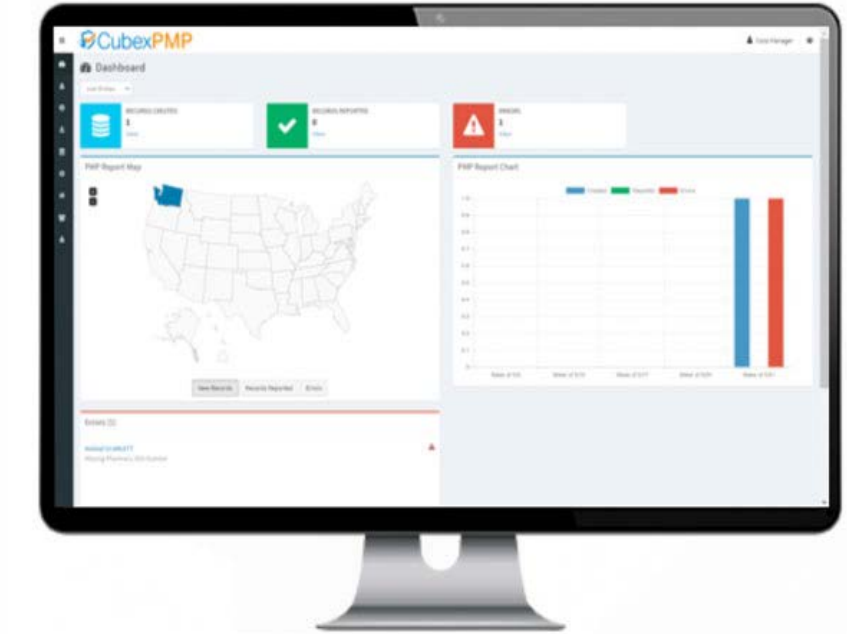
Controlled substance transations

Drugs of Concern

⊘ Gabapentin
⊘ Phenylpropanolamine
State & DEA Compiance ⊘ Propofol
⊘ Xylazine
'Drugs of Concern' ⊘ Trazodone
⊘ Methocarbamol
Missed Charges ⊘ Fluoxetine/ Prozac
⊘ Insulin(s)
Theft & Expiration ⊘ RX/ Prescription
Drug pads
Lost Time to Manual Tasks

Cubex**PMP**

To better regulate drug outputs by veterinary practices, an increasing number of states are enacting daily Prescription Management Programs (PMP). These new requirements increase administrative hours for staff and introduce new possibilities for legal risk.

CUBEX's AutoPMP automatic recording services reduce these risks, save time and improve accuracy. AutoPMP uses your CUBEX software to automatically file each daily report for pennies per line item. Real-time shrink reporting shows you discrepancies, expirations and waste, helping you approve each of those areas.
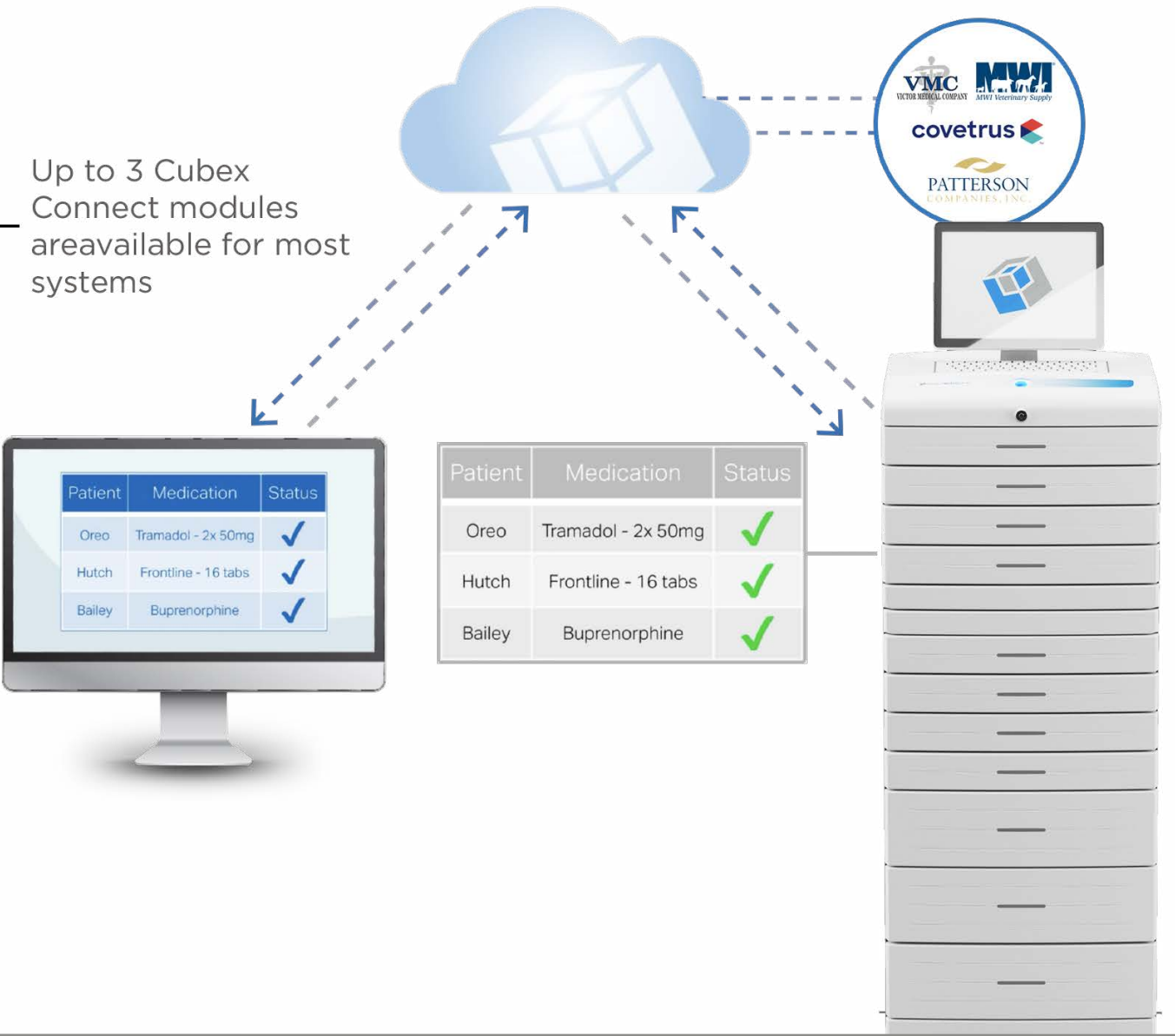
▶ **Multi-Site Visibility:** See key metrics and anomalies for all sites at a glance

▶ **Intuitive Self-Service Features:** Users can answer their own questions with point/click filtering and drilldowns

▶ **KPI-Triggered Alerts:** Set different thresholds for one or all sites, such as expiration warnings and discrepancy policies

▶ **Prescriptive Analytics with Writeback:** Implement system recommendations directly from dashboards

▶ **Self-Service Reporting:** Business-friendly reporting interface to build usable reports

▶ **Blended Analytics and Connectors:** Pull CUBEX data into existing corporate business intelligence platforms

▶ **Community Benchmarking:** Compare and visualize your metrics against industry peers

Cubex**Connect**

Integrate CUBEX Smart Cabinets with your PIMS

PROVET Cloud · INSTINCT · IDEXX · eVetPractice · ezyVet · AVImark · infinity

PATIENT
Patient names are sent to Cubex

BILLING
Client charges are written to PIMS

PROFILE
Medication orders are sent to Cubex

Up to 3 Cubex Connect modules are available for most systems

VMC VICTOR MEDICAL COMPANY · MWI Animal Health · covetrus · PATTERSON COMPANIES, INC.

Patient	Medication	Status
Oreo	Tramadol - 2x 50mg	✔
Hutch	Frontline - 16 tabs	✔
Bailey	Buprenorphine	✔

Patient	Medication	Status
Oreo	Tramadol - 2x 50mg	✔
Hutch	Frontline - 16 tabs	✔
Bailey	Buprenorphine	✔

Why CUBEX

Simply put, no other company can truly maximize your practice health. CUBEX is united in our vision to improve efficiencies for our customers. We are passionate about helping veterinary professionals deliver superior care by providing sophisticated, full-practice solutions that allow them to focus their time on patient care. We are committed to innovating solutions that make every practice better. With a background in veterinary medicine, our team speaks your language and understands what's most important to making your practice successful.
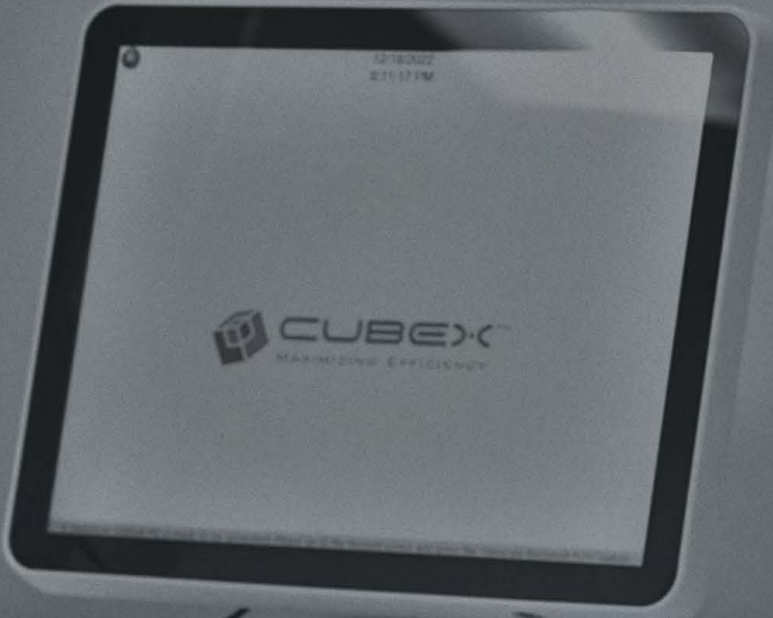
All of CUBEX's services are built around three priorities: maximized safety, maximized efficiency and maximized profitability. When you partner with CUBEX, we promise you a number of benefits:

▶ Remote installation

▶ Full-practice solutions

▶ Tangible results

▶ Inventory accuracy

▶ Streamlined workflow

▶ Optimized ordering

Have more questions? Ready to get started?

Contact our team @

cubex.com | 480.268.7955