Pharmacy Inventory System

Complete discovery and planning phase for pharmaceutical inventory management

Project Overview

Discovery Complete

Our comprehensive analysis covers stakeholder mapping, business process evaluation, and technology solutions for the Pharma-Track system implementation.

Core Data Architecture

Three foundational objects will power our pharmaceutical management system

Product Object

Standard Salesforce object enhanced with pharmaceutical-specific fields including manufacturer, expiration dates, and lot numbers for complete medication tracking.

Contact Object

Patient information management using standard contact fields plus custom Patient ID for unique identification and prescription history tracking.

Prescription Object

Custom object linking patients to medications with dispensing details, status tracking, and complete audit trail for regulatory compliance.

Medication & Inventory Management

Enhanced Product Object

Complete medication visibility and tracking capabilities built on Salesforce's robust Product object foundation.

- **Product Name** - Standardized medication identification

- **Manufacturer** - Production source tracking

- **Category** - Drug classification system

- **Expiration Date** - Automated shelf-life monitoring

- **Lot Number** - Batch tracking for recall management

- **Quantity on Hand** - Real-time inventory levels

Key Stakeholders

Pharmacy Owner/Manager

Requires real-time dashboards, comprehensive sales reports, inventory valuation, and automated expiration alerts to ensure profitability and regulatory compliance.
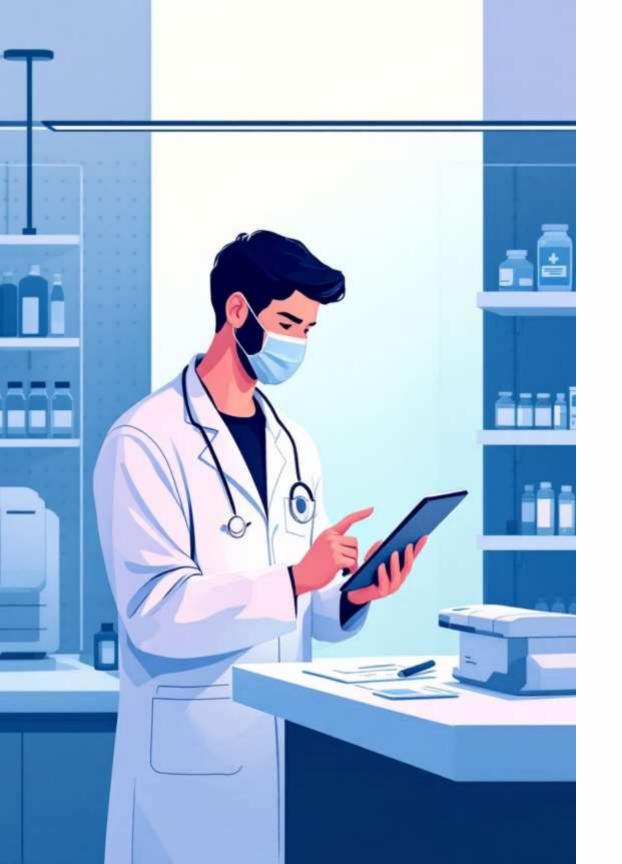
Pharmacist/Technician

Needs intuitive interfaces for prescription processing, real-time stock visibility, and robust tracking systems for lot numbers and expiration management.

Patient

Expects reliable medication availability, accurate prescription fulfillment, and timely service through an efficient pharmacy management system.
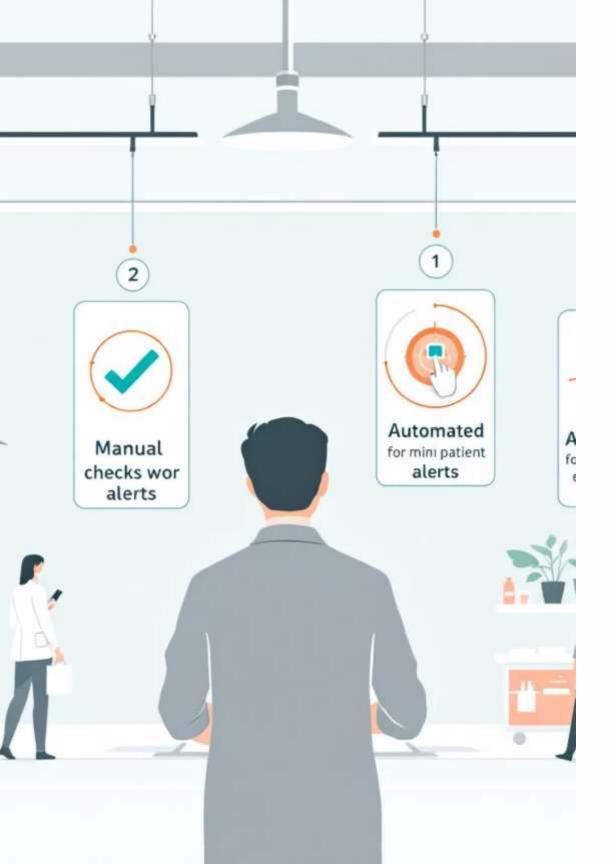
Process Transformation: Prescription Dispensing

Current Manual Process

→ Physical shelf searches for medications

→ Manual logging on paper or spreadsheets

→ Hand-counted inventory updates

⊗ Prone to errors, slow processing, inaccurate stock levels

Future Salesforce Process

→ Barcode scanning and digital search

→ Automated Prescription record creation

→ Real-time inventory decrementation

✓ Fast, accurate, maintains real-time stock counts with complete audit trail

Automated Expiration Management

1 Current State

Manual expiration checks lead to missed dates, wasted inventory, and potential safety risks with expired medications still on shelves.

2 Automated Alerts

System automatically scans all inventory and sends proactive notifications to staff about upcoming expiration dates.

3 Proactive Action

Staff can discount, return, or remove products before expiration, minimizing financial losses and ensuring patient safety.

Industry-Specific Solutions

Addressing unique pharmaceutical industry challenges with targeted Salesforce capabilities

1	2
Lot Number Tracking & Recalls Custom Lot Number fields enable rapid identification and removal of specific production batches during product recalls, ensuring patient safety and regulatory compliance.	**Multi-location Inventory** Advanced location tracking shows exact medication placement across multiple storage areas, from main shelves to refrigerated units and warehouse locations.

Implementation Benefits

95%
Accuracy Improvement

Reduced dispensing errors through automated systems

60%
Time Savings

Faster prescription processing and inventory management

40%
Waste Reduction

Minimized expired inventory through proactive alerts

100%
Compliance

Complete audit trails for regulatory requirements