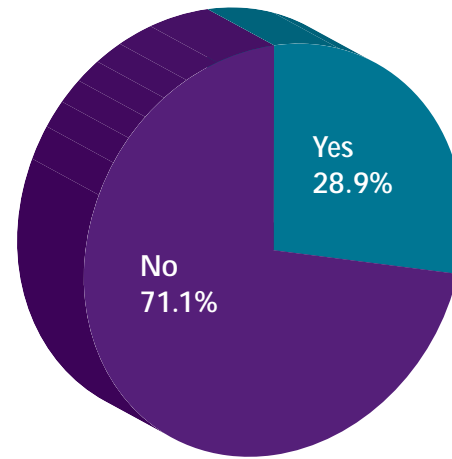




Automated Drug Storage and Retrieval

Automated drug storage and retrieval systems present the potential for improved patient safety, inventory management, and pharmacy ordering processes, not to mention reduced inventory costs. This year's survey results indicate a continuing trend toward the adoption of automated systems for drug storage and retrieval, including carousels and robots. Notably, automated drug storage and retrieval systems were rated the number two product class DoPs are most satisfied with, continuing last year's trend of strong satisfaction among respondents.

For more information on vendors in this product class, circle number 907 on the reader service card or visit www.findit.pppmag.com.

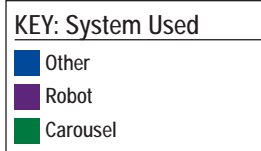
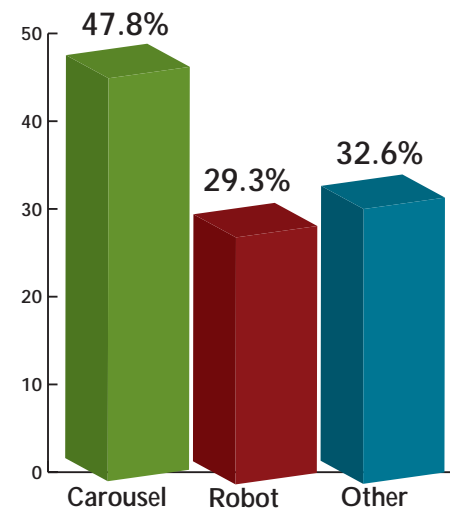


Automated Drug Storage and Retrieval System Adoption

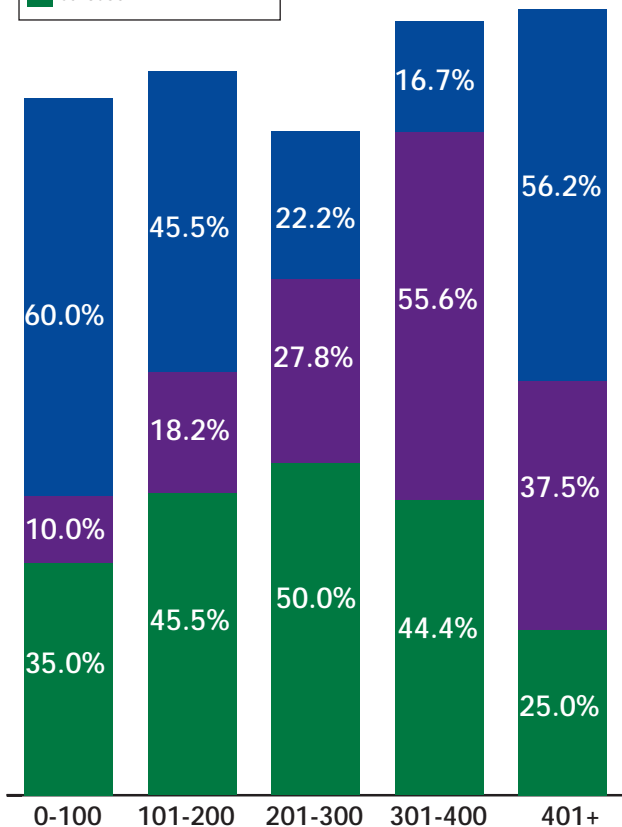
Although a majority of respondents have not yet implemented an automated system for drug storage and retrieval, a significant number have invested in these technologies.

Carousels Versus Robots

Automated drug storage and retrieval carousels are a popular choice among respondents, with robots also enjoying significant adoption rates.

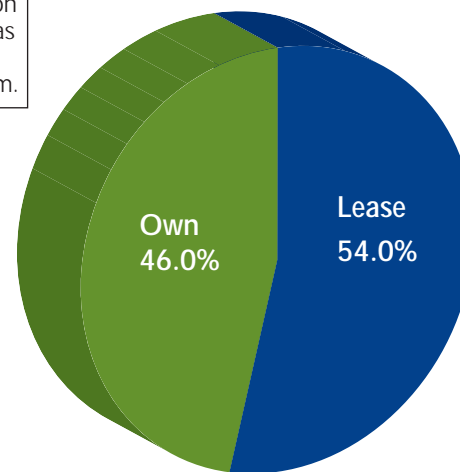


NOTE: Totals exceed 100% in the graphs on the right and below as some hospitals use more than one system.



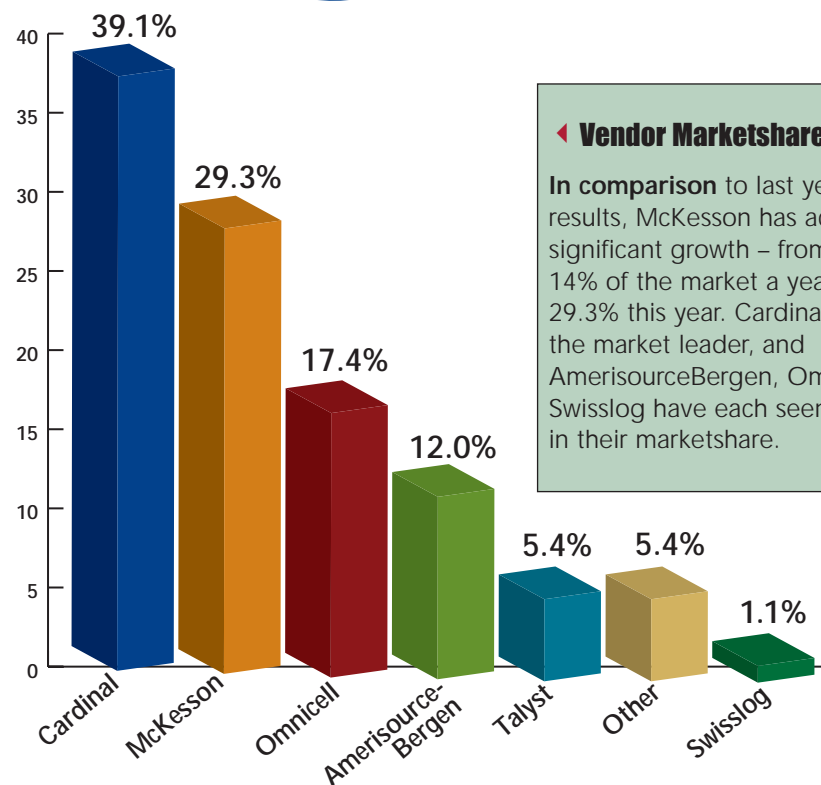
Systems in Use by Facility Size (in number of beds)

Carousels enjoy relatively consistent adoption rates across facility sizes, with robots being more widely implemented in larger hospitals.



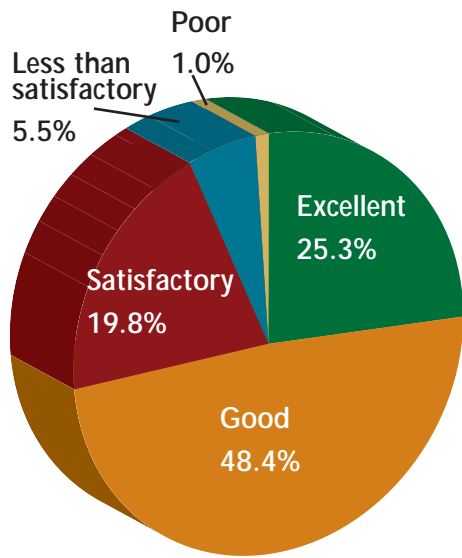
Purchase Versus Lease

There is a relatively even split between respondents who own their carousel or robot and those who lease their equipment.

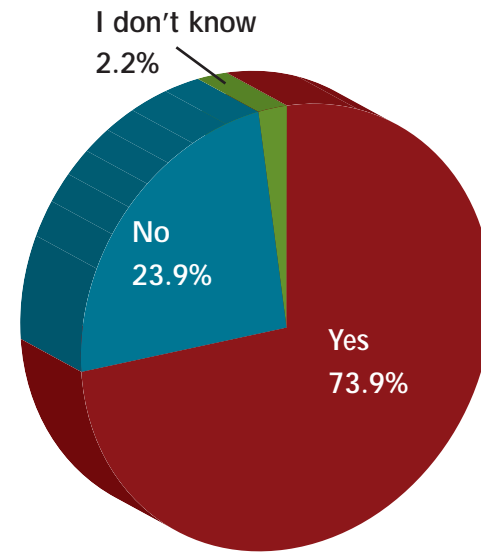


Vendor Marketshare

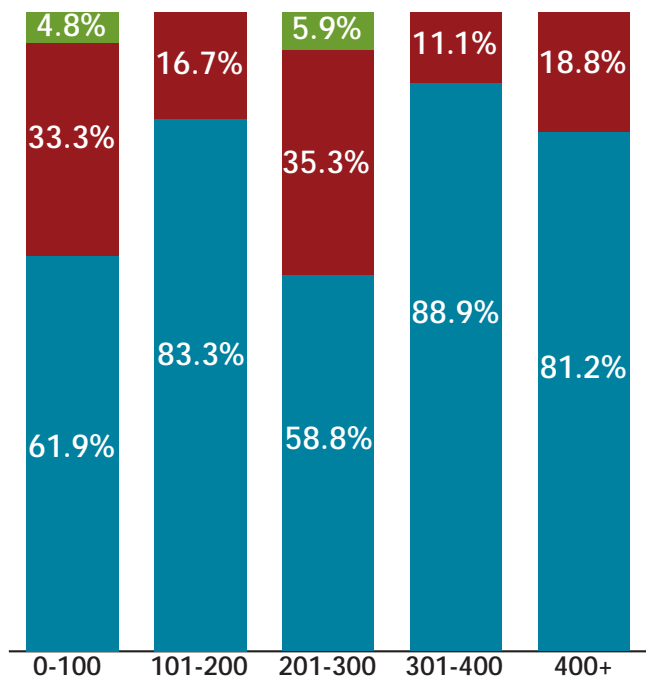
In comparison to last year's survey results, McKesson has achieved significant growth – from owning 14% of the market a year ago to 29.3% this year. Cardinal remains the market leader, and AmerisourceBergen, Omnicell, and Swisslog have each seen increases in their marketshare.



◀ Level of User Satisfaction
 An overwhelming majority of users give their automated system for drug storage and retrieval high marks.

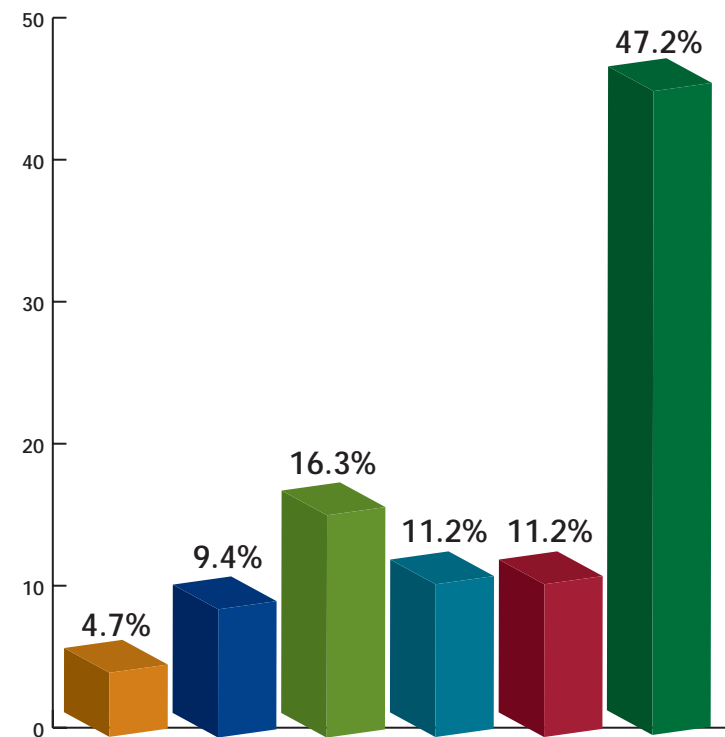


▲ Computerized Perpetual Inventory System
 Computerized perpetual inventory systems allow your automated drug storage and retrieval system to communicate directly with your wholesaler to place orders for line items that dip below set par levels. Over 70% of respondents are currently using these systems to streamline pharmacy purchasing processes and ensure appropriate inventory levels.



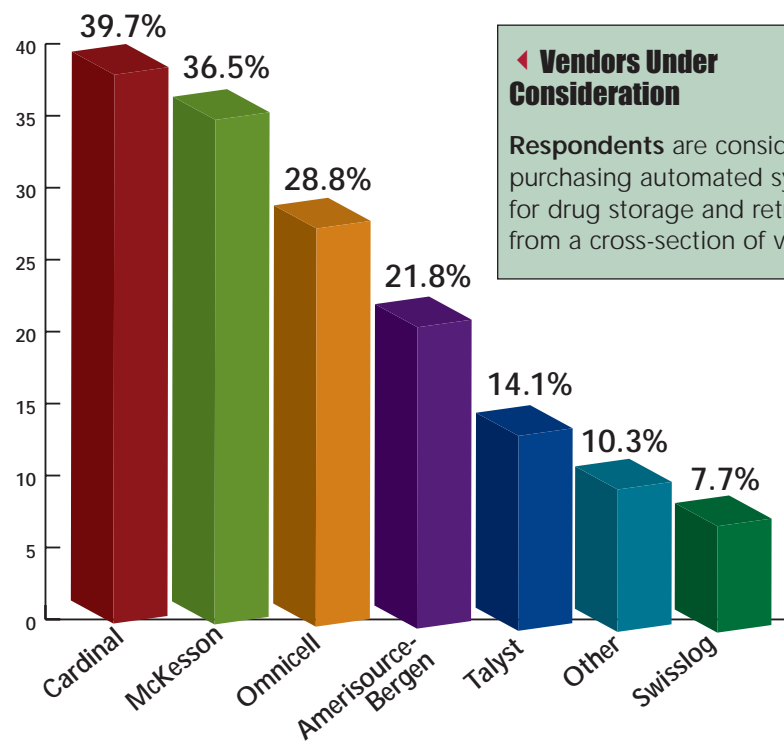
◀ Computerized Perpetual Inventory Systems by Bed Size
 Across the board, most pharmacies are using computerized perpetual inventory systems in conjunction with their automated system for drug storage and retrieval.

KEY: Inventory System
 I don't know
 No
 Yes



▲ Projected System Adoption
 A majority (52.8%) of those who have not yet implemented an automated system for drug storage and retrieval plan to do so in the foreseeable future.

KEY: System Adoption
 Within 6 months
 6 months to 1 year
 1 to 2 years
 2 to 3 years
 3+ years
 No plans to implement



◀ Vendors Under Consideration
 Respondents are considering purchasing automated systems for drug storage and retrieval from a cross-section of vendors.