


**DEVELOPMENT AND ANALYSIS OF INVENTORY MODEL  
FOR CANCER MEDICINE IN RAMATHIBODI HOSPITAL**

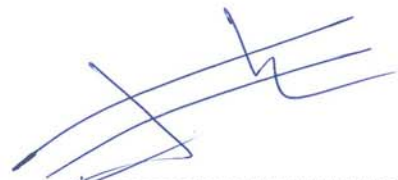
**PAWAT SINSARN**


**A THEMATIC PAPER SUBMITTED IN PARTIAL FULFILLMENT  
OF THE REQUIREMENTS FOR  
THE DEGREE OF MASTER OF SCIENCE  
(TECHNOLOGY OF INFORMATION SYSTEM MANAGEMENT)  
FACULTY OF GRADUATE STUDIES  
MAHIDOL UNIVERSITY  
2015**


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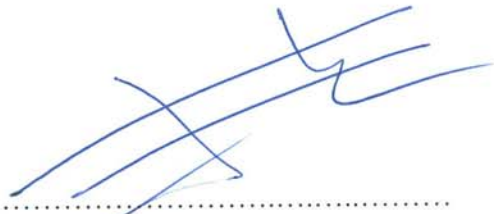
Thematic Paper  
entitled  
**DEVELOPMENT AND ANALYSIS OF INVENTORY MODEL FOR CANCER  
MEDICINE IN RAMATHIBODI HOSPITAL**

  
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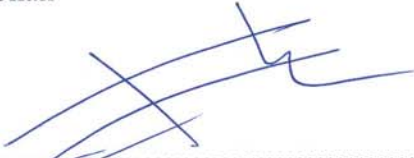
  
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**DEVELOPMENT AND ANALYSIS OF INVENTORY MODEL FOR CANCER MEDICINE IN RAMATHIBODI HOSPITAL**

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**ABSTRACT**

This research presents the inventory management system of Ramathibodi Hospital and focuses specifically on the medicine warehouse of Ramathibodi Hospital regarding the medicines for cancer, which have a high usage value (group A) and are considered to be vital drugs (group V). The classification would use the methods of ABC Analysis and VEN Analysis, including the forecast of future demands, to determine the Economic Order Quantity (EOQ), Reorder Point, and Safety Stock. The data used in the analysis is secondary data recorded between January 2012 and December 2012.

The result was used to develop an inventory management model, by using Microsoft Excel to assist in the preparation of model and calculation parameters. The Economic Order Quantity (EOQ), Reorder Point, Safety Stock, ordering costs, carrying costs and average inventory were included in order to guide the development inventory management system of Ramathibodi Hospital and reduce the average inventory values of the current system.

**KEY WORDS: CANCER MEDICINE / INVENTORY MODEL/VEN ANALYSIS/ABC ANALYSIS**

87 pages

การวิเคราะห์และพัฒนาตัวแบบสำหรับการจัดการยาคลังในกลุ่มยารักษาโรคมะเร็งของโรงพยาบาล  
รามธิบดี

DEVELOPMENT AND ANALYSIS OF INVENTORY MODEL FOR CANCER  
MEDICINE IN RAMATHIBODI HOSPITAL

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คณะกรรมการที่ปรึกษาวิทยานิพนธ์: สุภาภรณ์ เกียรติสิน, Ph.D., อิศร ลีลาสันติธรรม, Ph.D.

#### บทคัดย่อ

การศึกษานี้เป็นการศึกษาการบริหารคลังยา ของโรงพยาบาลรามธิบดี ซึ่งจะ  
ทำการศึกษาเฉพาะกลุ่มยารักษาโรคมะเร็ง ซึ่งเป็นกลุ่มยาที่มีมูลค่าการใช้สูง(กลุ่ม A) และเป็นยา  
ที่มีความสำคัญต่อชีวิต (กลุ่ม V) โดยจะทำการวิเคราะห์จัดลำดับความสำคัญของยา โดยใช้วิธี  
ABC และ VEN Analysis และหาค่าพยากรณ์ความต้องการใช้ยาในอนาคต เพื่อนำไปคำนวณหา  
ปริมาณการสั่งซื้อที่ประหยัด (EOQ) จุดสั่งซื้อ (Reorder Point) และปริมาณยาคลังสำรอง  
(Safety Stock) เพื่อนำไปจัดทำแบบจำลองการจัดการสินค้าคงคลัง โดยข้อมูลที่นำมาวิเคราะห์  
เป็นข้อมูลทุติยภูมิที่บันทึกไว้แล้วตั้งแต่เดือนมกราคม 2555 ถึง ธันวาคม 2555

ผลการศึกษา ได้จัดทำแบบจำลองการจัดการสินค้าคงคลัง โดยใช้โปรแกรม  
Microsoft Excel มาช่วยในการจัดทำแบบจำลอง เพื่อช่วยการคำนวณค่าพารามิเตอร์ต่างๆ  
ปริมาณการสั่งซื้อที่ประหยัด จุดสั่งซื้อ ปริมาณยาคลังเฉลี่ย จำนวนครั้งของการสั่งซื้อ และ  
ปริมาณยาคลังเฉลี่ย เพื่อเป็นแนวทางในการพัฒนารูปแบบการบริหารพัสดุคลังของ  
โรงพยาบาลรามธิบดี และลดมูลค่าคงคลังเฉลี่ยของระบบปัจจุบัน

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# CHAPTER I

## INTRODUCTION

### 1.1 Background and Problem Statement

Warehouse stock control is a crucial task for every corporation to heed as problems in such control may result in losses to the corporation. In a manufacturing industry, inadequate raw material or parts for production would lead to a production halt, delayed completion and delivery of goods, loss of customer's trust, and losing the affected customer in the respective order. Thus, good control of warehouse stock involves efforts in minimizing the stocking budget to reduce costs and enhance the efficiency of the corporation's services. In the health care industry, medicines and medical supplies are of crucial importances in their services. A good control over medicine stock would help a hospital to reach the full efficiency in servicing its patients.

"Cancer" is a worldwide public health problem. The World Health Organization have found that cancer is one of the world's leading causes of fatality and is growing in magnitude as demonstrated in the following example: back in 2008, cancer caused 7.6 million deaths worldwide while in 2012, it was accountable for 8.2 million of such; Moreover, it was speculated that in 2030, it would cause 13 million deaths. From the information provided by the International Agency for Research in Cancer (IARC), the 3 most commonly diagnosed cancers are lung cancer (1.8 million cases), breast cancer (1.7 million cases), and colon cancer (1.4 million cases) while the 3 most deadly cancers are lung cancer (1.6 million deaths), liver cancer (0.8 million deaths), and stomach cancer (0.7 million deaths).

In Thailand, cancer is the number one cause of deaths, amounting higher than accidents and heart disease respectively. From the report of the Ministry of Public Health, 60,000 deaths are annually attributed to cancer, or the average of 7 deaths in each hour. The 5 most deadly cancers are liver cancer and cholangiocarcinoma, lung cancer, breast cancer, cervical cancer, and colon and rectal cancer. Classifying the

deaths by sex, it is found that in male patients, the 5 most deadly cancers are liver cancer and cholangiocarcinoma, lung cancer, colon and rectal cancer, oral and throat cancer, and Leukemia, while in female patients, the 5 most deadly cancers are liver cancer and cholangiocarcinoma, lung cancer, breast cancer, cervical cancer, and colon and rectal cancer. It was also reported that number of deaths relating to cancer showed a rising trend. (Reference: National Cancer Prevention and Control Plan (2013 – 2017))

The medicines for cancer are important supplies for cancer patients and they are highly costed. Good warehouse stock control would ensure adequate stock of medicine for patients while minimizing the costs to occur to the hospital.

## **1.2 Objectives**

The objectives of this study are as follow:

- 1) To prioritize the importance of each medicine in Ramathibodi Hospital
- 2) To develop medicine warehouse management of Ramathibodi Hospital
- 3) To study current situation and issues in medicine warehouse management of Ramathibodi Hospital

## **1.3 Scope of Work**

The scopes of this research consists of:

This study focuses specifically on medicine warehouse management of Ramathibodi Hospital regarding the medicines for cancer, which are of high usage value (group A) and considered vital drugs (group V). The classification would use the methods of ABC Analysis and VEN Analysis including the forecast of future demands to determine the Economic Order Quantity (EOQ), Reorder Point, and Safety Stock. The data used in analysis is secondary data recorded between January 2013 to December 2013.

## **1.4 Expectation Results**

The expected outcomes of this study include:

- 1) To learn of the current situation and issues of medicine warehouse management of Ramathibodi hospital.
- 2) To make a guideline and conduct a development of medicine warehouse management to be used in the future in Ramathibodi Hospital.
- 3) To learn of the importance of each kind of medicine of Ramathibodi Hospital.
- 4) To have adequate medicines for the demands.

## **CHAPTER II**

### **LITERATURE REVIEW**

The researcher has studied from the following list of related researches as guidelines:

- 2.1 Medicine stock classification by value (ABC Analysis)
- 2.2 Medicine stock classification by importance (VEN Analysis)
- 2.3 Stock Management
- 2.4 Forecasting
- 2.5 Other related researches

#### **2.1 Medicine stock classification by value (ABC Analysis)**

ABC Analysis uses sales volume or margin portion of each item. Items within group A are few items with low SKU (Stock Keeping Unit) but promise high sales volume or margin portion. The items with lesser promise of sales volume or margin portion are categorized in group B and C in a relative order (Stock and Lambert, 2001).

James and Jerry (1998) stated in their book, "The Warehouse Management Handbook; the second edition" under the topic of Stock Location Assignment about criteria for the ABC Analysis that one of the widely used methods of item location management is based on the movement of the stock. It was indicated that 20% of the stock would contribute to 80% of the movement of the entire stock.

The stock within group A should be prioritized and monitored, as well as to be managed with close attention and stored in a location convenient for picking-up more than group B and C. However, it is possible to classify the items further such as dividing the items into 4 groups: A, B, C, and D, with the following criteria: items with movement or sales volume of 50% as group A; 30% as group B; 12% as group C and; 8% as group D.

## **2.2 Medicine Stock Classification by Importance (VEN Analysis)**

VEN Analysis is a method of medicine stock classification according to the effects of the medicines. The medicines could be classified into the following groups:

V = Vital Medicines are medicines crucial for survival. Must always be available.

E = Essential Medicines are medicines of lesser importance than vital medicines but still essential. This group treats less severe cases comparing to vital medicines.

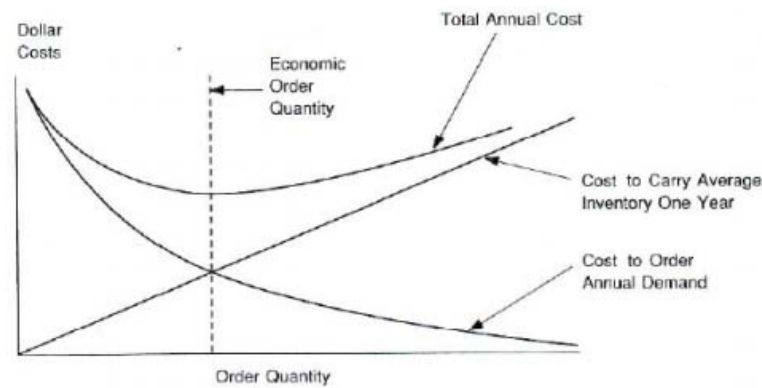
N = Non Essential Medicines are the least important medicines for minor diseases which are required in the stock.

## **2.3 Stock Management**

Suchat (2004: 103) mentioned that method that involves the determination of Economic Order Quantity (EOQ) and Reorder Point (ROP) is the most rational method due to the use of economic theories as following:

### **2.3.1 Methods involving Economic Order Quantities**

EOQ is based on the concept of minimizing the storage cost of the warehouse stocks, which increases proportionally to the amount of order. However, small multiple orders would also result in higher sum of fixed cost for each order and would occasionally cause the shortage of supply at hand. The shortage would in turn cause additional cost, which on occasions, could be higher than storage cost itself. Thus, it is a complex task to define the balance in between. The economists have made a formula to calculate the most economic order quantity. Such amount is indicated by the intersection of storage cost and order cost, as displayed in figure 2.1



**Figure 2.1** The Concept of EOQ

The EOQ can be calculated from the following formula. Given that:

$$EOQ = \frac{\sqrt{DP}}{IC}$$

A = Annual Demand, which can be forecasted from weekly or monthly demand (standard interval) according to each transaction.

CO = Cost of Order is 13, which is the cost of ordering 1 item by 1 order (CO within Thailand should range between 90 – 120 Baht) (Suchat, 2004:105).

C = Cost of Item (1 unit)

I = Investment Factor, which is a number calculated from percentage of storage cost to the cost of item (1 unit).

### 2.3.2 Reorder Point

For the Reorder Point (ROP) Suchat (2004:105) described it as the minimum amount of stock, which when the actual stock reaches it would call for a reorder of the item. The Lead Time need to be taken into consideration. Any demand that finishes the remaining supply or delay in delivery that occurs would cause a shortage and damage to follow. The Safety Stock establishment is meant to alleviate such issues.

Reorder Point (ROP) can be calculated by the formula

$$ROP = (d \times LT) + SS$$

Given that  $d$  = rate of item depletion from the statistic collected from a period (depending on preferred method of forecasting) = annual demand/annual working days.

LT = Lead Time is the time required for each order, collected from statistic data.

SS = Safety Stock, which can be calculated by various methods. It will hereby be calculated with one appropriate to office supply:  $SS = \text{Rate of Depletion} \times \text{Safety Factor}$ . Safety Factor may be different among the service levels and company's policies. If the policy calls for high service level, the Safety Factor would naturally increase in turn.

For an example, if there's expected annual sales of 1,000 pieces, where EOQ is 100 pieces, Lead Time is 5 days, working days amount 250 days and service level is 80%. ROP calculation:

$$\begin{aligned}
 \text{ROP} &= (d \times \text{LT}) + \text{SS} \\
 D &= 1000/250 = 4 \text{ pieces/day} \\
 \text{LT} &= 5 \text{ days} \\
 \text{SS} &= \text{Service Level } 80\% \\
 &= 1.05 = 4 \times 1.05 = 4.2 \\
 &= 4 \text{ pieces} \\
 \text{ROP} &= (4 \times 5) + 4 \\
 &= 24 \text{ pieces in stock}
 \end{aligned}$$

## 2.4 Forecasting

Forecasting is important to the stock management because data derived from forecasting could represent the demand of each item and enable the appropriate stocking of items in the warehouse. Demand forecasting could be done by various methods such as customer survey by forms, phone calls, or interview. However, this method requires high amount of budget and the accuracy of the data it can generate is a thing that managers should consider.

Moreover, the forecast may come from opinion of salesperson or experts in fields (Judgment Sampling). This method is fast and cheaper than the former but would also include personal biases.

#### **2.4.1. Demand Forecasting and Planning**

There are many methods used in forecasting the demands. In marketing, it considers sales promotion, pricing, competitors, and other factors. Production forecasting use the marketing and stock aspect of demand forecasting. In present, logistics usually involves forecasting the quantity to order, which supplier to purchase from, as well as perceived extent of item shortage in the operating area. In some organization, logistics is used in production planning. Thus, logistics must be used to relate the forecasting and planning in production and marketing.

#### **2.4.2. Forecasting Technique**

Forecasting can be described as an act of estimating or predicting future events or conditions while relying data, experience, or skills of the forecaster to define the trend or form of what could happen in the future.

The forecasting technique could be classified into 2 categories:

2.4.2.1. Qualitative Forecasting and;

2.4.2.2. Quantitative Forecasting

##### **2.4.2.1. Qualitative Forecasting**

This technique depends on experience, skills, and discretion of the expert who does such forecasting. This category of forecasting does not have is format, condition, or well-defined formula. In some cases, it might not even rely on historical occurrence.

##### **2.4.2.2. Quantitative Forecasting**

This technique requires mathematical and statistical knowledge in order to generate models or formulae to forecast future events. In this technique, adequate amount of quantitative or data of historical occurrence is crucial. It could be further divided into 2 sub-categories:

### 2.4.2.2.1 Time Series Method

This method uses the data of historical occurrence to determine the magnitude of changes in each period of time with the provision that the trend of changes is not time-dependent.

The Time Series Method consists of the following methods:

#### 1) Moving Average

This method uses the average of recent data to forecast the next immediate period. This method give each data equal weight. The Formula for Moving Average is as below:

$$\begin{aligned} S_{(t+1)} &= (X_{(1)}+X_{(t-1)}+\dots+X_{(t=N+1)})/N \\ \text{Given } S_{(t+1)} &= \text{Predicted value at period } t+1 \\ X_t &= \text{Value at period } t \\ N &= \text{Number of data} \end{aligned}$$

#### 2) Exponential Smoothing

This method uses similar concept as the moving average: smoothing down the data to reduce variance. This method fixes the moving average's limitation about weighing of data by giving further back data less weight. The formula is as below:

$$\begin{aligned} S_{(t+1)} &= [\alpha X_t + (1-\alpha) S_t] \\ \text{Given } S_{(t+1)} &= S_t + \alpha(X_t - S_t) \\ A &= \text{Weight factor for error in forecasting. Ranges} \end{aligned}$$

from 0 – 1

#### 3) Higher Forms of Smoothing

This method is suitable for more complex set of data that has a defined trend. It reserves the advantages of regular smoothing method

but can be applied to each form of trends, even the seasonal trend, whereas only methods for linear and square data will be discussed in this topic.

### (a) Double Moving Averages

This method starts with calculation of the normal moving average then find the average of the calculated average. This is meant to achieve more 'smoothness' and clearer trend of data comparing to the normal moving average. The formulae are as below:

$$S_t^{\wedge'} = (X_t + X_{(t-1)} + X_{(t-2)} + \dots + X_{(t-N+1)})/N$$

$$S_t^{\wedge''} = (S_t^{\wedge'} + S_{(t-1)}^{\wedge'} + \dots + S_{(t-N+1)}^{\wedge'})/N$$

$$a = [(2S)_t^{\wedge'} - S_t^{\wedge''}]$$

$$b = [2/(N-1)(S)_t^{\wedge'} - S_t^{\wedge''}]$$

$$S_{(t+m)} = a + bm$$

Where  $S_t^{\wedge'}$  = normal moving average =  $\sum_{(i=t-N+1)}^t X_i / N$

$S_t^{\wedge''}$  = double moving averages

$S_{(t+m)}$  = m period(s) future forecasting

m = period of time forward of t

a = constant value, intercept of vertical axis at time t

b = forecasting value modifier

### (b) Double Exponential Smoothing

This method is similar to the double moving average both in methodology and result but with advantages of time required and its suitability with horizontal linear pattern and directional pattern. The formulae are as below:

$$S_t^{\wedge'} = \alpha X_t + (1-\alpha)S_{(t-1)}^{\wedge'}$$

$$S_t^{\wedge''} = [\alpha S)_t^{\wedge'} + (1-\alpha)S_{(t-1)}^{\wedge''}]$$

$$a = [(2S)_t^{\wedge'} - S_t^{\wedge''}]$$

$$b = [\alpha/(1-\alpha)(S)_t^{\wedge'} - S_t^{\wedge''}]$$

$$S_{t+m} = a+bm$$

$\alpha$  = Exponential smoothing coefficient

$m$  = Period of time ahead being forecasted

### (c) Winter's Linear and Seasonal Exponential

#### Smoothing

This method has equally good result comparing to double exponential smoothing method but with advantages of its suitability with seasonal pattern, directional pattern, or both. This method requires at least 2 seasons of data. This method consists of 3 parts: the smoothing factor ( $S_t$ ), the trend factor ( $b_t$ ), and the seasonal factor ( $I_t$ ). The formulae are as below:

$$S_t = \alpha X_t/I_{t-L} + (1-\alpha)(S_{t-1} + b_{t-1})$$

$$b_t = (S_t - S_{t-1}) + (1-\gamma)b_{t-1}$$

$$S_t = \beta X_t/S_t + (1-\beta)I_{t-L}$$

$X_t$  = Data at time  $t$

$S_t$  = Smoothing factor at time  $t$

$b_t$  = Slope of the data at time  $t$

$I_t$  = Seasonal factor at time  $t$

$L$  = Period of a season (amount of months or quarter)

$\alpha, \gamma, \beta$  = Forecasting parameter. Ranges from 0 – 1.

It can be seen that the objective of Winter's forecast is similar to that of double exponential smoothing (both random and directional smoothing) but with seasonal parameter. Winter's method can be used to calculate the forecasted value with the following formula:

$$F_{t+m} = (S_t + b_t m)I_{t-L+m}$$

### 2.4.2.3 Casual of Exploratory Methods

This method use the relationship between the variants, can be used in any timeframe, and is very accurate. However, it requires a lot of data for analysis.

#### Patterns of Data

Choosing appropriate method for prediction should take the historical trend of the data into consideration. In general, there are 4 types of patterns:

1. Horizontal Pattern, characterized by non-stationary and unsystematic pattern within the horizontal plane
2. Trend Pattern, characterized by increase or decrease compared to time
3. Seasonal Pattern, characterized by recurring fluctuation due to seasons. The period might be 1 or 4 months and will be recurring.
4. Cyclical Pattern is similar to the seasonal pattern but each cycle would take longer than 1 year. This pattern is also more difficult to predict due to the uncertainty of the period.

## 2.5 Related research

Moore, Bykov, Savelli et al. (1997) studied and published manuals for patients of a medical facility. They aimed to provide adequate amount of manuals at the minimal cost. Due to the large number of medicine list, it was impossible to make all items available at all time. Thus, one process involved is prioritization of the medicine groups according to the ABC/VEN analysis according to the price, amount of usage, and importance of each medicine. ABC Analysis classified medicines into group A, B, and C in regards of the annual report, where medicines in group A are important for use and purchase. VEN Analysis classified medicines into group V, E, and N, where medicines in group V are vital drugs. The classification of 21 items by ABC Analysis and then VEN Analysis resulted in 8 items (79% of total sales volume) within group A. Out of these 8 items, 3 items are in group V (22.2% by value), 4 items are in group N (46.9% by value). 13 items (20.6% of total sales volume) are in group B and C. The result of such analysis can indicate the proportion of expense in medicines and can be used to make policies and modify proportion of budget arranged

for purchase of medicines, especially those in group V and reduce the purchase volume of non-essential (group N) medicines to save medicinal costs.

Ms. Chotika Tongasukchote (2009) studied warehouse stock management by ABC Analysis method of construction business. This study identified the group A stock with the value of use at 70 – 75% of all items and analyzed for the Economic Order Quantity (EOQ) comparing with each purchase order, ROP, and current warehouse stock cost of the company. The item with most “movement” was identified along with the current storage location compared to the ABC method's suggested location to reduce required moving distance. The analysis indicated 13 items are in group A, amounted 75.07 percent of entire current inventory budget. Proper management of items within group A will help saving costs greatly (by reducing item possession, times required to purchase, and storage cost). Locating items according to ABC method shall as well reduce the distance from rack to the store.

Pathumrat Kajornsrikiat (2014) studied medicine warehouse management of a private hospital to study the optimum quantity of medicine purchases, reorder point, and profit chances from reducing storage cost of stocked medicine. The entire list of medicines consisted of 889 items. 100 items from each group according to ABC Classification were then selected to find EOQ, ROP, total cost, earning before interest, taxes depreciation, and amortization margin: EBIDA Margin. Microsoft Excel was used to generate the models. The study found that the three models generated had different EOQ comparing to the actual situation. The differences were 98% in group A and 95% in both group B and C. The study also found that the three models generated had different ROP comparing to the actual situation. The differences were 96% in group A and B and 86% in group C. All had resulted in the cost reduction of 648,825.07 Baht and led to an increased earning before taxes, interest, and depreciation from 28.98 to 29.06 percent, given that the income remained the same.

Miss Patcharee ChuayPradit (2013) studied the management of a hardware retailer, Pathumthani. The researcher has found that over-stocking of inventories contributed to the inefficiency of the operation. The shop wanted to have all items available to the customers and each kind of item had high amount of SKU. The over-stocking affected the amount of storage cost due to its slow-movement. The

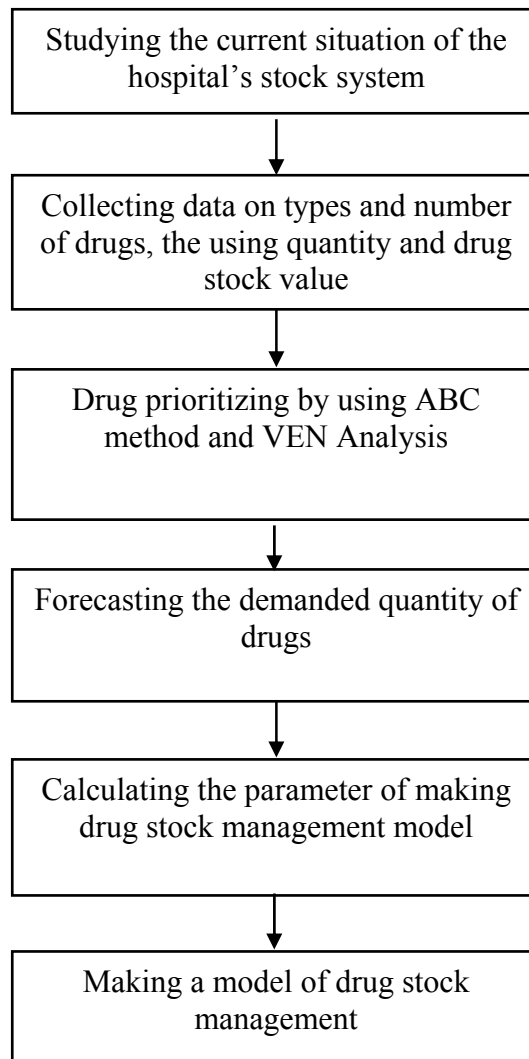
inappropriate storage location also caused difficulty and errors when retrieving items from the warehouse. The objective of this study was to develop an efficient warehouse stock management, that was, to control of storage amount to minimize storage cost while maintaining adequate supply to meet the demands. The study started by retrieving data of ordering cost (per order), number of orders, and storage, followed by analysis of EOQ, Safety Stock, ROP, Prioritizing based on ABC analysis, storage planning, and establishing visual control of all shelves respectively.

From the foregoing study, it was found that such renovation would enhance the efficiency of warehouse stock management by systemizing the reorder planning and further saving the cost. As examples, in the storage cost was reduced by 21% in the electrical department and 15% in the waterworks department.

### CHAPTER III

## RESEARCH METHODOLOGY

The research topic is “The development of drug stock management system of Ramathibodi Hospital”. The objective of this research is to develop drug stock management of Ramathibodi Hospital as shown in figure 3.1.



**Figure 3.1** Research method

### **3.1 Studying the current situation of the hospital's stock system**

The hospital's current working processes were studied such as ordering criteria, drug ordering process, document flow, estimation of drug orders and demanded quantity.

### **3.2 Collecting data on types and number of drugs, the using quantity and drug stock value**

Statistic data was collected from the computers of Ramathibodi Hospital, as well as document and recorded reports.

Secondary data collected the information on drug stock management such as number and types of drug, the demanded quantity for each type of drugs, process and the quantity of time taken to procure drugs, and the number of days between ordering and receiving drugs.

Primary data collected the information on drug procurement process until receiving drug to be kept in stock and the costs related to drug stock management.

### **3.3 Drug prioritizing by using ABC method and VEN Analysis**

Drug prioritizing by using ABC method and VEN Analysis indicates which type of drugs is important and needs more attention in managing stock more than other kinds of drugs.

Drug stock calculation according to ABC analysis method

1) Collecting data of the number of drugs used in each year and the unit price of each type of drugs

2) Calculating the value of each type of drugs used in each year

3) Arranging the value of drugs used in an order

4) Calculating the percentage of accumulated units

5) Plotting graph from the percentage and separating drugs into groups of A, B, and C

Distinguishing drugs according to VEN Analysis

### 3.4 Forecasting the demanded quantity of drugs

The demanded quantity of drugs is forecasted to know the quantity of drugs needed in the future, which will lead to appropriate planning and setting of stock management policy.

### 3.5 Calculating the parameter of drug stock management model

- 1) Ordering Costs
- 2) Carrying Costs
- 3) Lead Time

### 3.6 Making a model of drug stock

A model of appropriate drug stock management was made to be applied in drug stock management as follow:

1. Economic Order Quantity (EOQ)

$$EOQ = \frac{\sqrt{2DP}}{IC}$$

- P = Purchase price per time (Baht/time)  
 I = Carrying cost (Baht/unit/year)  
 D = Annual demand quantity (unit/year)  
 C = Product unit price (Baht/unit)  
 IC = Unit annual carrying cost

2. Reorder Point

$$ROP = \overline{dLT} + ss$$

- $\overline{dLT}$  = Average demand during lead time  
 $\bar{d}$  = Average demand in a period of time  
 LT = Average lead time  
 ss = Safety stock

### 3. Safety Stock

$$ss = Z \sigma_d \sqrt{LT/R}$$

Z = Constant by times of standard deviation of normal distribution (derived from setting service levels using the table of normal distribution)

$\sigma_d$  = Standard deviation of demand in lead time

R = Period of time taken to collect data for calculating standard deviation

## **CHAPTER IV**

### **RESULTS AND DISCUSSION**

Analysis and development of inventory management model is an important step in developing medicine inventory management model of case study. Preliminary study indicated that most problems derived from unformed and a lack of efficient medicine inventory management method and resulted in high-cost of medicine inventory and cost of treatment. Meanwhile, some items of medicine were out of stock and not able to completely response to customer's demands, this affected to organization satisfaction and confidence. This chapter illustrated an analysis and modeling of suitable medicine inventory management which created easiness, avoided unnecessary medicine collection, reduce cost and expense in operation and able to sufficiently response to customer's demands. The procedures of analysis and development of inventory management model were conducted as research procedures as these following scopes:

#### **4.1 Prioritization of medicine group using ABC and VEN analysis**

The overall results in the opinion expression of the expert using infographics in health domain indicated the average and standard deviation (S.D.) from opinion assessment with below details.

The information analysis result of opinion assessment form from the experts using infographics in health domain as shown in Table 4.1 and Figure 4.1. An overall design aspect had average = 4.48 and S.D. = 0.69. When considering on the detail of alphabet size and font that are proper and easy to read had maximum average score = 4.71 and S.D. = 0.87 due to the use of excellent noticeable, remarkable and legible alphabets is, resulting in the readable contents without eyestrains. The overall designed was found to be aesthetic and attractive in reading with minimum average score = 4.33, S.D. = 0.70. In addition, when in-depth analyzing on data derived from

the experts, spotted background should not be used since it made the picture and alphabet excessively dazzled or harmonious with background. The focal point should be added into infographics.

#### **4.1.1 Criteria for arranging the medicine inventory group using ABC analysis**

The data adopted in medicine inventory arrangement using ABC analysis technique in this research is data of medicine used in 1 year, in the period of January 2013 to December 2013. The criteria used in arrangement of medicine group using ABC technique are:

Group A: High cost medicines, around 70-80% of total value.

Group B: Moderate cost medicines, around 15% of total value.

Group C: Low cost medicines, around 5-10% of total value.

#### **4.1.2 Criteria for arranging the medicine inventory group using VEN Analysis**

The medicine item data adopted in medicine inventory arrangement using VEN analysis were consisted of group A medicine items derived from ABC analysis which was finally classified by VEN analysis. This step required expert in academically analyzing importance of medicine by referred to the criteria of medicine inventory arrangement using VEN analysis which can be summarized as follows:

- Group V is for the items which are very important for life, needed for treatment, necessary such as vaccines, serum.
- Group E is for the items which are secondly important but necessary and those are the medicines treating symptom which is lower severity than group V.
- Group N is the items which are least important, used for a bit sick treatment but still to be kept storing.

The medicine groups adopted in this research was the medicine in group A and V. The preliminary analysis results indicated 255 items of group A medicine. In this amount, there were 83 medicine items belonged in group V, 292 items in group V and 2026 items in group N as shown in Table 4.1.

**Table 4.1** Group A medicines classification using VEN Analysis technique

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| GLAP-T- | 696.36    | 97,795,405.68    | A            | E            |
| CELC-C- | 49.07     | 90,343,120.49    | A            | N            |
| GLIV-T- | 914.88    | 66,640,774.08    | A            | E            |
| PLAV-T- | 72.53     | 58,747,994.46    | A            | N            |
| TAAP-C- | 1,490.36  | 54,708,134.88    | A            | V            |
| LIPR3T- | 41.13     | 48,562,232.13    | A            | N            |
| PRGF1C- | 107.00    | 48,014,752.00    | A            | E            |
| TASN-C- | 1,486.54  | 37,924,608.48    | A            | V            |
| CRES1T- | 34.36     | 36,030,686.28    | A            | N            |
| LIPR1T- | 32.10     | 34,873,086.90    | A            | N            |
| ELOX-I- | 11,199.36 | 34,270,041.60    | A            | V            |
| HECT-I0 | 183.52    | 31,784,929.92    | A            | E            |
| EZET-T- | 36.61     | 30,946,835.71    | A            | N            |
| LYRC-C- | 42.99     | 30,834,319.56    | A            | N            |
| SADN1C- | 35.65     | 28,956,962.05    | A            | N            |
| TACV1T- | 2,023.39  | 25,510,901.12    | A            | V            |
| MATR2I- | 60,485.14 | 24,194,056.00    | A            | V            |
| TAXT2I- | 23,960.45 | 23,481,241.00    | A            | V            |
| FOSP1T- | 285.33    | 23,361,393.75    | A            | E            |
| PRTX-W- | 74.56     | 22,734,313.28    | A            | N            |
| HARN1T- | 28.03     | 22,442,948.28    | A            | N            |
| EPRX-I- | 1,284.00  | 22,021,884.00    | A            | V            |
| ACTE1T- | 293.09    | 21,308,815.36    | A            | E            |
| RECM-I- | 1,415.61  | 20,866,091.40    | A            | V            |
| NEXV-T- | 1,398.52  | 20,685,509.32    | A            | V            |
| FORE-I- | 18,056.25 | 20,548,012.50    | A            | V            |
| VELC-I- | 57,168.18 | 20,180,367.54    | A            | V            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| EXJA-T- | 502.52    | 14,434,384.48    | A            | E            |
| CADX-T- | 20.33     | 14,135,042.40    | A            | N            |
| TRCL-T- | 1,605.00  | 15,184,905.00    | A            | V            |
| CRES2T- | 49.97     | 15,029,426.93    | A            | N            |
| ENAN1I- | 16,288.32 | 14,773,506.24    | A            | V            |
| ENBL1I- | 9,630.68  | 14,580,849.52    | A            | V            |
| SIGL2T- | 36.95     | 14,515,216.30    | A            | N            |
| LIPR2T- | 42.80     | 14,451,206.00    | A            | N            |
| VIAT-W- | 25.31     | 14,116,171.61    | A            | N            |
| MERN2I- | 793.43    | 13,855,668.09    | A            | E            |
| ZOMT-I- | 11,757.54 | 13,803,351.96    | A            | V            |
| LANO-I- | 620.60    | 13,799,661.60    | A            | E            |
| ARMD-T- | 134.70    | 13,494,246.00    | A            | E            |
| VISL-Y- | 313.62    | 13,432,971.84    | A            | E            |
| BONV-T- | 1,404.95  | 13,061,820.15    | A            | V            |
| ALMT-I- | 38,711.11 | 12,968,221.85    | A            | V            |
| XELD2T- | 125.96    | 12,770,202.68    | A            | E            |
| PRVF2T- | 41.27     | 12,317,279.12    | A            | N            |
| SAIZ-I- | 8,359.91  | 12,113,509.59    | A            | V            |
| GEMZ2I- | 9,958.20  | 11,900,049.00    | A            | V            |
| COZA-T- | 19.26     | 11,695,076.46    | A            | N            |
| REMC-I- | 24,792.44 | 11,677,239.24    | A            | V            |
| CASD-T- | 220.11    | 11,666,270.22    | A            | E            |
| AMBS-I- | 6,858.92  | 11,639,587.24    | A            | V            |
| ARIP1T- | 121.90    | 11,609,146.50    | A            | E            |
| KEPP2T- | 35.31     | 11,304,002.16    | A            | N            |
| TYGC-I- | 2,097.20  | 11,268,255.60    | A            | V            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| VALC-T- | 1,044.89  | 10,690,269.59    | A            | V            |
| MYFT2C- | 87.38     | 10,618,592.36    | A            | N            |
| LIAM-I1 | 6,446.42  | 10,578,575.22    | A            | V            |
| SERM1T- | 17.10     | 10,461,267.00    | A            | N            |
| ENAN-I- | 6,313.00  | 10,441,702.00    | A            | V            |
| NASN-F1 | 658.05    | 10,407,718.80    | A            | E            |
| PLAP-T1 | 72.06     | 10,301,985.84    | A            | N            |
| ARIP-T- | 121.90    | 10,269,099.80    | A            | E            |
| PARI1T- | 37.86     | 10,265,398.26    | A            | N            |
| HEMX3I- | 472.58    | 10,218,124.76    | A            | E            |
| INVZ-I- | 1,377.09  | 10,134,005.31    | A            | V            |
| AFIN1T- | 4,993.38  | 9,886,892.40     | A            | V            |
| ULTR-T- | 13.60     | 9,815,636.80     | A            | N            |
| ACLS-I- | 15,515.00 | 9,634,815.00     | A            | V            |
| REVL3C- | 12,037.50 | 9,605,925.00     | A            | V            |
| TEAF-Y- | 202.26    | 9,535,143.18     | A            | E            |
| INTX1I0 | 32.10     | 9,515,114.10     | A            | N            |
| XOLR-I- | 17,832.16 | 9,201,394.56     | A            | V            |
| AVAT-I- | 9,788.40  | 9,161,942.40     | A            | V            |
| NEXM1T- | 36.70     | 9,020,933.40     | A            | N            |
| NORV1T- | 17.65     | 9,001,305.85     | A            | N            |
| ARCX1T- | 29.12     | 8,925,716.80     | A            | N            |
| LYRC1C- | 64.62     | 7,965,448.92     | A            | N            |
| PLET1T- | 36.44     | 7,960,463.76     | A            | N            |
| IMMU1I- | 4,058.49  | 7,934,347.95     | A            | V            |
| MICC2F- | 2,616.12  | 7,782,957.00     | A            | V            |
| ALMT1I- | 8,859.60  | 7,752,150.00     | A            | V            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| NOLD-T- | 38.64     | 7,349,559.84     | A            | N            |
| REYT3C- | 312.75    | 7,333,049.25     | A            | E            |
| ALPG-Y- | 324.21    | 7,265,870.31     | A            | E            |
| COZA1T- | 21.22     | 7,221,526.74     | A            | N            |
| VIDZ-I- | 22,470.00 | 7,212,870.00     | A            | V            |
| NERT1C- | 24.32     | 7,146,359.04     | A            | N            |
| TIEN-I- | 496.48    | 7,086,755.52     | A            | E            |
| AVAM-F- | 599.20    | 7,076,552.00     | A            | E            |
| SANL3I- | 86,293.48 | 7,076,065.36     | A            | V            |
| MYFT1C- | 46.37     | 7,064,376.76     | A            | N            |
| NCLO-T- | 95.90     | 7,036,758.40     | A            | N            |
| MADI1T- | 7.41      | 7,018,537.11     | A            | N            |
| ARAV1T- | 68.09     | 6,994,068.62     | A            | N            |
| CLEX2I- | 241.73    | 6,934,750.24     | A            | E            |
| CRAV1T- | 72.22     | 6,915,281.66     | A            | N            |
| MADI2T- | 12.74     | 6,786,547.04     | A            | N            |
| ENBL-I- | 4,815.76  | 6,775,774.32     | A            | V            |
| PLET-T- | 19.05     | 6,705,199.95     | A            | N            |
| ZOLO-T- | 35.18     | 6,694,402.20     | A            | N            |
| VORI-I- | 6,099.00  | 6,629,613.00     | A            | V            |
| NORV2T- | 28.96     | 6,607,166.08     | A            | N            |
| NEUT1I- | 558.26    | 6,577,977.58     | A            | E            |
| VYTO1T- | 46.15     | 6,354,993.45     | A            | N            |
| OXAL1I- | 17,405.33 | 6,335,540.12     | A            | V            |
| JANM1T- | 22.79     | 6,277,414.34     | A            | N            |
| NEBD-I- | 4,725.83  | 6,223,918.11     | A            | V            |
| ZEFF-T- | 76.43     | 6,200,842.33     | A            | N            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price    | Annual use value | ABC Analysis | VEN Analysis |
|---------|----------|------------------|--------------|--------------|
| TRUV-T- | 65.98    | 5,544,431.36     | A            | N            |
| DIRL-I- | 5,299.71 | 5,495,799.27     | A            | V            |
| COCT2T- | 100.00   | 5,453,800.00     | A            | N            |
| FEMR-T- | 126.75   | 5,431,744.50     | A            | E            |
| GALM-T- | 22.40    | 5,426,310.40     | A            | N            |
| THMG-I- | 8,359.01 | 5,316,330.36     | A            | V            |
| MADP-T- | 11.24    | 5,274,414.96     | A            | N            |
| BLOP1T- | 15.28    | 5,270,713.76     | A            | N            |
| RECM1I- | 2,889.00 | 5,257,980.00     | A            | V            |
| GEMZ1I- | 2,107.80 | 5,239,990.80     | A            | V            |
| CASD1T- | 545.43   | 5,194,129.89     | A            | E            |
| ALUV-T- | 24.97    | 5,144,843.77     | A            | N            |
| BARA-T- | 223.64   | 5,141,930.88     | A            | E            |
| TACV-T- | 2,211.61 | 5,106,607.49     | A            | V            |
| BLOP2T- | 24.27    | 5,097,525.18     | A            | N            |
| CLOD-T- | 16.37    | 5,084,554.74     | A            | N            |
| ATRI-T- | 83.67    | 5,081,948.46     | A            | N            |
| ALBT1I- | 1,339.44 | 5,037,633.84     | A            | V            |
| SALZ-T- | 4.24     | 5,002,445.28     | A            | N            |
| MAXM-I- | 351.31   | 5,000,195.23     | A            | E            |
| EPRX4I- | 3,190.12 | 4,982,967.44     | A            | V            |
| ACTO1T- | 33.88    | 4,954,407.92     | A            | N            |
| PREN-I- | 2,069.38 | 4,840,279.82     | A            | V            |
| TOPX3T- | 36.38    | 4,800,341.00     | A            | N            |
| IVIG-I1 | 6,510.20 | 4,791,507.20     | A            | V            |
| COSP-Y- | 535.00   | 4,681,250.00     | A            | E            |
| SERT2F- | 492.68   | 4,672,084.44     | A            | E            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| SUFI-T- | 19.45     | 3,950,314.45     | A            | N            |
| DIVN-T- | 13.84     | 3,946,088.48     | A            | N            |
| DETR-C- | 50.64     | 3,928,955.04     | A            | N            |
| SPRY1T- | 2,007.32  | 4,062,815.68     | A            | V            |
| SIMU-I- | 58,850.00 | 4,060,650.00     | A            | V            |
| NERT3C- | 12.84     | 4,029,949.56     | A            | N            |
| ZITM-C- | 55.88     | 3,955,801.08     | A            | N            |
| MEGC1T- | 83.74     | 3,952,611.74     | A            | N            |
| NSS.-I7 | 16.05     | 3,921,994.05     | A            | N            |
| HEMX4I- | 987.78    | 3,890,865.42     | A            | E            |
| ZYRT-T- | 7.65      | 3,890,560.50     | A            | N            |
| ALFA1C- | 4.71      | 3,880,003.80     | A            | N            |
| SPOR-S- | 2,332.60  | 3,872,116.00     | A            | V            |
| NOXA-N- | 17,869.00 | 3,859,704.00     | A            | V            |
| TAXL2I- | 19,260.00 | 3,852,000.00     | A            | V            |
| DINH1I1 | 1,669.20  | 3,834,152.40     | A            | V            |
| NEPG-I- | 867.31    | 3,790,144.70     | A            | E            |
| EPRX9I- | 1,423.38  | 3,740,642.64     | A            | V            |
| STOC1C- | 26.68     | 3,727,916.36     | A            | N            |
| SUPL1T- | 18.13     | 3,715,961.06     | A            | N            |
| FLIX-F- | 417.80    | 3,715,077.60     | A            | E            |
| AZOP-Y- | 388.41    | 3,679,019.52     | A            | E            |
| CLEX1I- | 198.68    | 3,664,652.60     | A            | E            |
| ZOLL-I- | 19,170.83 | 3,661,628.53     | A            | V            |
| LIPO-I- | 13,618.18 | 3,636,054.06     | A            | V            |

**Table 4.1** Group A medicines classification using VEN Analysis technique (Cont.)

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| VIRE-T- | 42.80     | 3,273,986.00     | A            | N            |
| NODN-I- | 5,029.00  | 3,268,850.00     | A            | V            |
| JANM-T- | 22.53     | 3,263,155.08     | A            | N            |
| ARMS-T- | 112.35    | 3,238,151.70     | A            | E            |
| EXFG1T- | 19.35     | 3,214,925.10     | A            | N            |
| EUTP-I- | 1,021.85  | 3,207,587.15     | A            | V            |
| CLEX3I- | 331.25    | 3,206,500.00     | A            | E            |
| CONC1T- | 5.84      | 3,170,115.52     | A            | N            |
| TEMD2C- | 6,213.28  | 3,143,919.68     | A            | V            |
| EXEL1X- | 141.22    | 3,509,034.56     | A            | E            |
| LETZ-T1 | 141.61    | 3,501,590.47     | A            | E            |
| TOPX2T- | 23.00     | 3,496,805.00     | A            | N            |
| ACTM-T- | 33.86     | 3,450,638.74     | A            | N            |
| DALC-I2 | 232.11    | 3,431,050.02     | A            | E            |
| PREZ-T- | 110.50    | 3,403,289.50     | A            | E            |
| AUGM-I- | 194.66    | 3,379,102.94     | A            | E            |
| GLSM-W- | 6.85      | 3,375,330.65     | A            | N            |
| GABA1C- | 3.68      | 3,333,009.12     | A            | N            |
| CELC1T- | 98.13     | 3,328,471.47     | A            | N            |
| FASL1I- | 15,247.50 | 3,308,707.50     | A            | V            |
| DILA-T- | 23.25     | 3,304,127.25     | A            | N            |
| VFEN-I- | 5,864.42  | 3,278,210.78     | A            | V            |
| ACTR-I- | 6,741.00  | 3,114,342.00     | A            | V            |
| COTL-T- | 41.73     | 3,111,722.64     | A            | N            |
| CETC2T- | 138.56    | 3,111,641.92     | A            | E            |
| NSS.1I2 | 4.74      | 3,091,973.10     | A            | N            |

**Table 4.1** Group A medicines classification using VEN Analysis technique

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| JANU-T- | 45.21     | 20,099,100.12    | A            | N            |
| ERBI-I- | 12,384.42 | 19,691,227.80    | A            | V            |
| HMAB-I- | 695.21    | 18,647,617.83    | A            | E            |
| SADN2C- | 143.05    | 18,446,297.50    | A            | E            |
| AVOD-C- | 43.70     | 18,213,591.90    | A            | N            |
| EBIX-T- | 82.42     | 17,187,701.96    | A            | N            |
| XATX-T- | 25.68     | 16,995,306.48    | A            | N            |
| IRES-T- | 1,977.45  | 16,932,904.35    | A            | V            |
| GAMR1I- | 6,307.65  | 16,898,194.35    | A            | V            |
| TAXL1I0 | 64.20     | 15,893,287.80    | A            | N            |
| TAZC-I- | 283.22    | 15,571,718.82    | A            | E            |
| TASN1C- | 913.32    | 8,698,459.68     | A            | E            |
| RAPM-T- | 260.81    | 8,634,897.48     | A            | E            |
| CELB-C- | 21.25     | 8,611,413.75     | A            | N            |
| TAXT1I- | 6,778.04  | 8,438,659.80     | A            | V            |
| ARCX2T- | 30.21     | 8,430,885.96     | A            | N            |
| FOSM1T- | 285.33    | 8,398,973.88     | A            | E            |
| CEVT-T- | 1,601.79  | 8,321,299.05     | A            | V            |
| CAMP2I- | 12,095.65 | 8,297,615.90     | A            | V            |
| VFEN2T- | 1,459.36  | 8,238,087.20     | A            | V            |
| LYRC2C- | 16.59     | 8,134,889.91     | A            | N            |
| LUCT-I- | 40,321.16 | 8,749,691.72     | A            | V            |
| VORI-T- | 1,605.00  | 4,659,315.00     | A            | V            |
| REYT2C2 | 281.39    | 4,604,384.57     | A            | E            |
| CAMP1I- | 4,109.42  | 4,503,924.32     | A            | V            |
| DAFL-T- | 8.17      | 4,480,583.23     | A            | N            |

**Table 4.1** Group A medicines classification using VEN Analysis technique

| Item    | Price     | Annual use value | ABC Analysis | VEN Analysis |
|---------|-----------|------------------|--------------|--------------|
| PRGF3C- | 53.50     | 7,587,798.00     | A            | N            |
| PROS-T- | 45.91     | 7,574,277.71     | A            | N            |
| SERQ1T- | 29.20     | 7,562,391.20     | A            | N            |
| NOSV1I- | 22,363.00 | 7,491,605.00     | A            | V            |
| EXEL2X- | 139.64    | 7,432,897.56     | A            | E            |
| SERE3F- | 599.99    | 6,562,690.62     | A            | E            |
| LEXP-T- | 40.76     | 6,544,099.52     | A            | N            |
| ISEN-T- | 248.55    | 6,505,796.25     | A            | E            |
| ZOCR1T- | 32.10     | 6,399,488.10     | A            | N            |
| AZTP-T- | 11.08     | 6,395,353.84     | A            | N            |
| VYTO-T- | 42.69     | 6,357,095.97     | A            | N            |
| SPIR-C- | 33.09     | 6,008,151.30     | A            | N            |
| XALT-Y- | 388.09    | 6,004,140.39     | A            | E            |
| HECT-I- | 77,476.70 | 5,965,705.90     | A            | V            |
| RECM2I- | 8,667.00  | 5,962,896.00     | A            | V            |
| CELF-Y- | 217.21    | 5,950,033.53     | A            | E            |
| ZAND-T- | 16.66     | 5,877,747.96     | A            | N            |
| DPAC-T- | 12.02     | 5,794,253.02     | A            | N            |
| REMN4C- | 123.29    | 5,708,327.00     | A            | E            |
| TELF2T- | 15.24     | 5,623,575.24     | A            | N            |
| EPRX5I- | 1,872.74  | 4,897,215.10     | A            | V            |
| SYBC2F1 | 984.40    | 4,381,564.40     | A            | E            |
| NASC-F- | 369.01    | 4,233,651.73     | A            | E            |
| SERC1T- | 5.64      | 4,169,347.44     | A            | N            |
| GALV-T- | 21.78     | 4,162,288.68     | A            | N            |
| LOST-T- | 1.07      | 4,160,281.98     | A            | N            |
| DIVN1T- | 19.37     | 4,093,190.92     | A            | N            |

**Table 4.1** Group A medicines classification using VEN Analysis technique

| Item    | Price    | Annual use value | ABC Analysis | VEN Analysis |
|---------|----------|------------------|--------------|--------------|
| MYON-T- | 6.47     | 3,619,537.98     | A            | N            |
| CYME-I- | 1,498.52 | 3,609,934.68     | A            | V            |
| FINA-T- | 18.15    | 3,591,195.30     | A            | N            |
| VETV-X- | 1,450.23 | 3,589,319.25     | A            | V            |
| MINR1T- | 64.20    | 3,566,566.80     | A            | N            |
| THAL-C- | 558.44   | 3,539,392.72     | A            | E            |
| PURG3I- | 4,185.84 | 3,528,663.12     | A            | V            |
| PLAQ-T- | 10.03    | 3,523,177.92     | A            | N            |
| DIMR1T- | 12.23    | 3,518,901.21     | A            | N            |
| OMAC-C- | 31.85    | 3,518,246.55     | A            | N            |

#### 4.1.3 Results of medicine group arrangement

Results of medicine inventory prioritization for 2574 items using ABC and VEN analysis were summarized as follows:

255 items of group A, 75.09% of medicine inventory value.

292 items of group B, 14.92% of medicine inventory value.

2026 items of group C, 9.99% of medicine inventory value.

After analyzed medicine importance, it was found that

276 items of group V, 27.96% of medicine inventory value.

583 items of group E, 26.03% of medicine inventory value.

1715 items of group N, 46.00% of medicine inventory value.

**Table 4.2** Lists A and V drugs to be studied and modeled drug inventory. The specific cancer drugs.

| Item                          | Quantity | Price     | ABC | VEN |
|-------------------------------|----------|-----------|-----|-----|
| Glivec Access Program 100 mg  | 140,438  | 696.36    | A   | V   |
| Tasigna Access Program 200 mg | 36,708   | 1,490.36  | A   | V   |
| Tasigna 200 mg                | 25,512   | 1,486.54  | A   | V   |
| Eloxatin 50 mg                | 3,060    | 11,199.36 | A   | V   |
| Tarceva 150 mg                | 12,608   | 2,023.39  | A   | V   |
| Mabthera 500 mg 50 ml         | 400      | 60,485.14 | A   | V   |
| Taxotere 80 mg                | 980      | 23,960.45 | A   | V   |
| Nexavar 200 mg                | 14,791   | 1,398.52  | A   | V   |
| Velcade 3.5 mg                | 353      | 57,168.18 | A   | V   |
| Erbix Inj.                    | 1,590    | 12,384.42 | A   | V   |
| Alimta 500 mg 20 ml           | 335      | 38,711.11 | A   | V   |
| Gemzar 1 gm                   | 1,195    | 9,958.20  | A   | V   |
| Afinitor Tablet 10 mg         | 1,980    | 4,993.38  | A   | V   |
| Revlimid Capsule 25 mg        | 798      | 12,037.50 | A   | V   |
| Avastin 100 mg 4 ml           | 936      | 9,788.40  | A   | V   |
| Taxotere 20 mg                | 1,245    | 6,778.04  | A   | V   |
| Campto 100 mg                 | 686      | 12,095.65 | A   | V   |
| Alimta 100 mg inj.            | 875      | 8,859.60  | A   | V   |
| Vidaza 100 mg                 | 321      | 22,470.00 | A   | V   |
| Oxalip 150 mg 30 ml           | 364      | 17,405.33 | A   | V   |
| Sutent 12.5 mg                | 5,513    | 1,103.22  | A   | V   |
| Herceptin 440 mg 20 ml        | 77       | 77,476.70 | A   | V   |
| Gemzar 200 mg                 | 2,486    | 2,107.80  | A   | V   |
| Tarceva 100 mg                | 2,309    | 2,211.61  | A   | V   |
| Sprycel 50 mg                 | 2,024    | 2,007.32  | A   | V   |
| Taxol 300 mg 50 ml            | 200      | 19,260.00 | A   | V   |
| Lipo-dox 2 mg/ml 10 ml        | 267      | 13,618.18 | A   | V   |

## 4.2 Forecasting in amount of medicine demand

### 4.2.1 Forecasting and inventory management

From preliminary study in case study, it was found that was high average medicine inventory value about over 20 million baht a month, while some items were out of stock and couldn't be served to customer. Some causes arise in medicine inventory management were a lack of forecasting in medicine demand which the data could be applied in future planning in providing medicine. Due to forecasting in demand or forecasting in amount of medicine use is an important part in inventory management because forecasting is estimation of future customer's demand, particularly in changeable future activities. Therefore, this research employed forecasting technique in medicine demand for benefiting in adoption of predicted values in planning and defining suitable medicine inventory management policies.

The data employed in forecasting modeling are monthly data of historical amount of medicine use since January 2012 to December 2012, totally 12 months. Those data were employed in forecasting to produce forecasted valued of medicine use since January 2013 to December 2013 and further led to suitable medicine inventory management modeling.

### 4.2.2 Forecasting technique

The technique used in this research was Exponential Smoothing, due to this method is suitable for data which are slightly changed and this research would conduct the re-forecasting monthly regarded as short-term forecasting and that was suitable for using this technique. The Exponential Smoothing technique is the technique used in short-term forecasting (1-3 months) and that is complicated weighted moving averages but easy for use and slight historical data would be employed. The required new forecasting value = previous forecasted value + (actual previous demand – previous forecasted value) as this equation below:

$$F_t = F_{t-1} + \alpha (A_{t-1} - F_{t-1})$$

where  $F_t$  = required new forecasting value

$F_{t-1}$  = previous forecasted value

$\alpha$  = smoothing constant,  $0 \leq \alpha \leq 1$

$A_{t-1}$  = previous actual demand

After taking forecasting model in forecasting of medicine use amount, the forecasted value of medicine use amount since January 2013 to December 2013 (12 months) is calculated. Table 4.4 illustrated an example of forecasted values calculation of Glivec Access Program 100 mg use amount.

**Table 4.3** Forecasting of Glivec Access Program 100 mg

| Date      | $A_{t-1}$ | $A_t$  | $F_{t-1}$ | $F_t$     |
|-----------|-----------|--------|-----------|-----------|
| January   | 8,590     | 13,300 | 8,590     | 9,532.00  |
| February  | 13,300    | 11,244 | 9,532.00  | 9,874.40  |
| March     | 11,244    | 9,186  | 9,874.40  | 9,736.72  |
| April     | 9,186     | 11,804 | 9,736.72  | 10,150.18 |
| May       | 11,804    | 15,066 | 10,150.18 | 11,133.34 |
| June      | 15,066    | 10,123 | 11,133.34 | 10,931.27 |
| July      | 10,123    | 18,064 | 10,931.27 | 12,357.82 |
| August    | 18,064    | 11,558 | 12,357.82 | 12,197.85 |
| September | 11,558    | 11,118 | 12,197.85 | 11,981.88 |
| October   | 11,118    | 16,017 | 11,981.88 | 12,788.91 |
| November  | 16,017    | 12,198 | 12,788.91 | 12,670.73 |
| December  | 12,198    | 760    | 12,670.73 | 10,288.58 |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013

| Month     | GLAP-T- |          | TAAP-C- |          | TASN-C- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 13,300  | 9,532    | 4,172   | 2,380    | 2,268   | 2,044    |
| February  | 11,244  | 9,874    | 2,688   | 2,442    | 2,324   | 2,100    |
| March     | 9,186   | 9,737    | 2,996   | 2,552    | 1,876   | 2,055    |
| April     | 11,804  | 10,150   | 3,248   | 2,692    | 2,272   | 2,099    |
| May       | 15,066  | 11,133   | 3,948   | 2,943    | 2,604   | 2,200    |
| June      | 10,123  | 10,931   | 2,464   | 2,847    | 2,268   | 2,213    |
| July      | 18,064  | 12,358   | 4,564   | 3,190    | 2,240   | 2,219    |
| August    | 11,558  | 12,198   | 2,632   | 3,079    | 2,716   | 2,318    |
| September | 11,118  | 11,982   | 3,444   | 3,152    | 1,652   | 2,185    |
| October   | 16,017  | 12,789   | 2,968   | 3,115    | 3,640   | 2,476    |
| November  | 12,198  | 12,671   | 3,584   | 3,209    | 1,652   | 2,311    |
| December  | 760     | 10,289   | -       | 2,567    | -       | 1,849    |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | TACV1T- |          | MATR2I- |          | TAXT2I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 1,029   | 947      | 35      | 34       | 96      | 73       |
| February  | 993     | 956      | 31      | 34       | 73      | 73       |
| March     | 902     | 945      | 38      | 34       | 75      | 73       |
| April     | 1,067   | 969      | 44      | 36       | 97      | 78       |
| May       | 1,182   | 1,012    | 52      | 39       | 85      | 79       |
| June      | 1,188   | 1,047    | 26      | 37       | 111     | 86       |
| July      | 1,404   | 1,119    | 34      | 36       | 91      | 87       |
| August    | 835     | 1,062    | 43      | 38       | 61      | 82       |
| September | 1,565   | 1,162    | 30      | 36       | 75      | 80       |
| October   | 1,195   | 1,169    | 35      | 36       | 101     | 84       |
| November  | 1,130   | 1,161    | 29      | 34       | 106     | 89       |
| December  | 118     | 953      | 3       | 28       | 9       | 73       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | VELC-I- |          | ERBI-I- |          | ALMT-I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 19      | 30       | 174     | 157      | 35      | 35       |
| February  | 30      | 30       | 167     | 159      | 24      | 33       |
| March     | 22      | 29       | 135     | 154      | 36      | 33       |
| April     | 33      | 29       | 143     | 152      | 30      | 33       |
| May       | 39      | 31       | 188     | 159      | 31      | 32       |
| June      | 18      | 29       | 163     | 160      | 34      | 33       |
| July      | 21      | 27       | 168     | 162      | 30      | 32       |
| August    | 24      | 27       | 111     | 151      | 24      | 31       |
| September | 38      | 29       | 112     | 144      | 25      | 29       |
| October   | 57      | 34       | 124     | 140      | 27      | 29       |
| November  | 49      | 37       | 101     | 132      | 30      | 29       |
| December  | 3       | 30       | 4       | 106      | 9       | 25       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | AFIN1T- |          | REVL3C- |          | AVAT-I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 30      | 36       | 105     | 55       | 69      | 63       |
| February  | -       | 28       | 63      | 56       | 76      | 66       |
| March     | 30      | 29       | 21      | 49       | 72      | 67       |
| April     | 107     | 44       | 84      | 56       | 76      | 69       |
| May       | 75      | 51       | 63      | 58       | 86      | 72       |
| June      | 135     | 67       | 84      | 63       | 104     | 79       |
| July      | 246     | 103      | 42      | 59       | 101     | 83       |
| August    | 195     | 122      | 84      | 64       | 110     | 89       |
| September | 324     | 162      | 63      | 64       | 63      | 83       |
| October   | 347     | 199      | 126     | 76       | 91      | 85       |
| November  | 330     | 225      | 63      | 73       | 65      | 81       |
| December  | 161     | 212      | -       | 59       | 23      | 69       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | CAMP2I- |          | ALMT1I- |          | VIDZ-I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 58      | 59       | 88      | 85       | 21      | 14       |
| February  | 58      | 59       | 61      | 80       | 42      | 19       |
| March     | 53      | 58       | 90      | 82       | 66      | 29       |
| April     | 56      | 57       | 79      | 81       | 26      | 28       |
| May       | 63      | 58       | 76      | 80       | 35      | 30       |
| June      | 52      | 57       | 86      | 81       | 28      | 29       |
| July      | 52      | 56       | 85      | 82       | 21      | 28       |
| August    | 50      | 55       | 67      | 79       | 14      | 25       |
| September | 56      | 55       | 62      | 76       | 10      | 22       |
| October   | 75      | 59       | 81      | 77       | 18      | 21       |
| November  | 103     | 68       | 79      | 77       | 33      | 23       |
| December  | 10      | 56       | 21      | 66       | 7       | 20       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | SUTN-C- |          | HECT-I- |          | GEMZ1I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 397     | 238      | 3       | 1        | 304     | 251      |
| February  | 624     | 315      | 5       | 2        | 244     | 250      |
| March     | 137     | 279      | 6       | 3        | 203     | 240      |
| April     | 480     | 320      | 6       | 4        | 192     | 231      |
| May       | 539     | 363      | 5       | 4        | 197     | 224      |
| June      | 644     | 420      | 4       | 4        | 173     | 214      |
| July      | 540     | 444      | 5       | 4        | 213     | 214      |
| August    | 490     | 453      | 12      | 6        | 240     | 219      |
| September | 282     | 419      | 8       | 6        | 228     | 221      |
| October   | 690     | 473      | 6       | 6        | 224     | 221      |
| November  | 618     | 502      | 10      | 7        | 221     | 221      |
| December  | 72      | 416      | 7       | 7        | 47      | 186      |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | SPRY1T- |          | TAXL2I- |          | LIPO-I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 120     | 142      | 10      | 6        | 22      | 29       |
| February  | 180     | 150      | 14      | 8        | 23      | 28       |
| March     | 180     | 156      | 8       | 8        | 17      | 26       |
| April     | 180     | 161      | 12      | 9        | 25      | 26       |
| May       | 324     | 193      | 24      | 12       | 23      | 25       |
| June      | 180     | 191      | 15      | 12       | 41      | 28       |
| July      | 180     | 189      | 24      | 15       | 20      | 27       |
| August    | 250     | 201      | 21      | 16       | 24      | 26       |
| September | 190     | 199      | 17      | 16       | 18      | 24       |
| October   | 60      | 171      | 23      | 18       | 24      | 24       |
| November  | 180     | 173      | 28      | 20       | 21      | 24       |
| December  | -       | 138      | 4       | 16       | 9       | 21       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | OXAL1I- |          | TAXT1I- |          | GEMZ2I- |          |
|-----------|---------|----------|---------|----------|---------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Actual  | Forecast |
| January   | 41      | 32       | 121     | 82       | 139     | 123      |
| February  | 36      | 33       | 89      | 83       | 106     | 120      |
| March     | 38      | 34       | 99      | 86       | 99      | 115      |
| April     | 38      | 35       | 110     | 91       | 96      | 112      |
| May       | 27      | 33       | 130     | 99       | 95      | 108      |
| June      | 32      | 33       | 128     | 105      | 78      | 102      |
| July      | 37      | 34       | 110     | 106      | 108     | 103      |
| August    | 27      | 32       | 121     | 109      | 110     | 105      |
| September | 24      | 31       | 107     | 108      | 122     | 108      |
| October   | 31      | 31       | 122     | 111      | 107     | 108      |
| November  | 30      | 31       | 94      | 108      | 109     | 108      |
| December  | 3       | 25       | 14      | 89       | 26      | 92       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | NEXV-T- |          | ELOX-I- |          | TACV-T-  |          |
|-----------|---------|----------|---------|----------|----------|----------|
|           | Actual  | Forecast | Actual  | Forecast | Forecast | Forecast |
| January   | 672     | 942      | 229     | 207      | -        | 44       |
| February  | 963     | 947      | 168     | 200      | 3        | 53       |
| March     | 1,714   | 1,100    | 267     | 213      | 8        | 48       |
| April     | 1,944   | 1,269    | 229     | 216      | 13       | 52       |
| May       | 1,370   | 1,289    | 338     | 241      | 15       | 53       |
| June      | 1,380   | 1,307    | 340     | 260      | 15       | 50       |
| July      | 906     | 1,227    | 323     | 273      | 18       | 53       |
| August    | 1,710   | 1,324    | 320     | 282      | 17       | 51       |
| September | 974     | 1,254    | 288     | 283      | 18       | 43       |
| October   | 1,656   | 1,334    | 269     | 281      | 17       | 39       |
| November  | 1,418   | 1,351    | 236     | 272      | 17       | 40       |
| December  | 84      | 1,098    | 53      | 228      | 16       | 32       |

**Table 4.4** Comparison between actual and forecasted values since January 2013 to December 2013 (Cont.)

| Month     | TEMD2C- |        | FASLII- |          |
|-----------|---------|--------|---------|----------|
|           | Actual  | Actual | Actual  | Forecast |
| January   | 38      | -      | 240     | 120      |
| February  | 89      | 17     | 180     | 132      |
| March     | 30      | 25     | 216     | 149      |
| April     | 65      | 32     | 110     | 141      |
| May       | 60      | 25     | 217     | 156      |
| June      | 37      | 14     | 122     | 149      |
| July      | 67      | 30     | 306     | 181      |
| August    | 40      | 12     | 111     | 167      |
| September | 10      | 22     | 450     | 223      |
| October   | 25      | 12     | 177     | 214      |
| November  | 42      | 18     | 180     | 207      |
| December  | 3       | 10     | -       | 166      |

From Table 4.4, it was observed that there were differences when compared actual medicine use amount with forecasted values. It indicated the errors of forecasting results due to various factors and these errors would affect to actual demands arise in planning of providing future medicine inventory which probably greater or less than forecasted value. Therefore, to prevent the errors affecting to respond customer's demand all the time, it is necessary to define safety stock to prevent medicines out of stock due to uncertainty of demand amount and lead time which is discussed in next section.

### **4.3 Calculation of parameters used in medicine inventory management modeling**

After prioritization of medicines using ABC/VEN analysis and conducted forecasting of medicine demand amount, the next step is suitable medicine inventory management modeling for case study by calculating economic order quantity, safety stock and reorder point. But prior to modeling, necessary parameters for modeling would be calculated.

#### 4.3.1 Ordering Costs

##### 4.3.2 Carrying Costs

##### 4.3.3 Lead Time

#### **4.3.1 Ordering Costs**

4.3.1.1 Order documents cost, copying cost and acceptance of each time ordering must be documented in term of budget inspection of ordering approval reports, copying cost, issuing order, and acceptance report, all are average 30 baht a time.

4.3.1.2 Telephone and fax bills derive from ordering medicines. There are communications with dealers to inform advance purchasing demand, request for quotations, purchase order and following up. Each time ordering, there are twice telephone uses and once for fax, total cost is 9 baht a time. The ordering cost is total 39 baht a time.

#### **4.3.2 Carrying costs**

Carrying costs would vary by quantity and period of carrying that inventory. It is calculated as proportion of carrying to average medicine inventory value and that is carrying cost of case study arise since January 2013 to December 2013, clarified as follows:

Capital costs of case study are the paid capitals for medicine inventory compared with loan rate. The average value of medicine inventory carrying since January 2013 to December 2013 was 3,535,347,777 baht per year, the current loan rate was 7.12% then the total capital was 251,716,762 a year.

Then, the proportion of average medicine inventory carrying =  
(251,716,762 )/3,535,347,777

Or it could be expressed as 0.10 a year or 0.0083 a month or carrying cost was 10% of medicine inventory annual average value or 0.83% of medicine inventory monthly average value.

#### **4.3.3 Lead Time**

Ordering medicine of case study would be initiated from pharmacist records order list and proposes to The Administrative Committees for Medicine and Medical Supplies, Institute of Aviation Medicine, RTAF, for approval. After approved by the committees, the issue would be passed to administration department of the institute and the officer would issue the document of supplies demand and propose to office responsible in provision to collect medicine items and classify by company and compose the document to request for approval in purchasing and the purchase order would be issued by the director of institute. After approved, the officer would contact company's representatives to come taking the purchase order or fax the purchase order to the company.

After received document, the company would ship the items within 5 days. The process of acceptance would be conducted by the committees by considering in delivery note and transfer the medicines to storehouse. The period of ordering medicines of case study could be divided into 2 parts; documentation lead time and administration jobs of related units such as supplies request, purchase order, document of purchasing approval, etc. This lead time would take around 10 days and; advance lead time for dealer, this lead time takes 5 days to deliver items after received document included with 15 days of case study's lead time used in purchasing medicine to storehouse.

## 4.4 Modeling medicine inventory management

### 4.4.1 Economic Order Quantity (EOQ)

After calculated the costs involved in medicine inventory management, the Economic Order Quantity (EOQ) could also be calculated. The EOQ is the basic mathematical model used in answering questions of how many the items would be ordered. This model produces EOQ by considering in 2 costs, i.e. carrying cost and ordering cost. Currently, ordering medicine process of case study uses experiential estimation to provide sufficient medicine for trading in a period.

Economic Order Quantity (EOQ) could be calculated by equation 2.2 as below:

$$EOQ = \frac{\sqrt{DP}}{IC}$$

P = Purchasing cost per time (Baht/time)

I = Carrying cost in percentage of item value

D = Annual inventory use rate (unit/month)

Q = EOQ per time

C = Unit price (Baht/unit)

IC = Carrying cost per unit per month

The calculation of EOQ in this research was monthly EOQ calculation. The amount of each monthly medicine demand derived from forecasted values for carrying cost and ordering cost, calculated in 4.3.1, must also be monthly costs. For example of EOQ calculation, Glivec Access Program 100 mg was selected as case study example. The forecasted demand value in January 2013 was 9,532 tablets. When employed the parameters derived from 4.3 in EOQ calculation, the results were illustrated as follows:

Ordering cost, P = 1,135 Baht/time

Carrying cost, I = 0.0083/month

Amount of use in January 2013, D = 9,532 tablets

Unit price, C = 696.36 Baht

$$EOQ = \frac{\sqrt{DF}}{C}$$

= 9,465 tablets

The results of calculation indicated that the amount of ordering Glivec Access Program 100 mg which was most economized was 9,465 tablets, This amount led total costs which were carrying cost and minimum ordering cost were calculated as:

Ordering cost = 39 Baht

Carrying cost = 9,465 / 2 x 0.0083 x 696.36 = 27,352.85 Baht

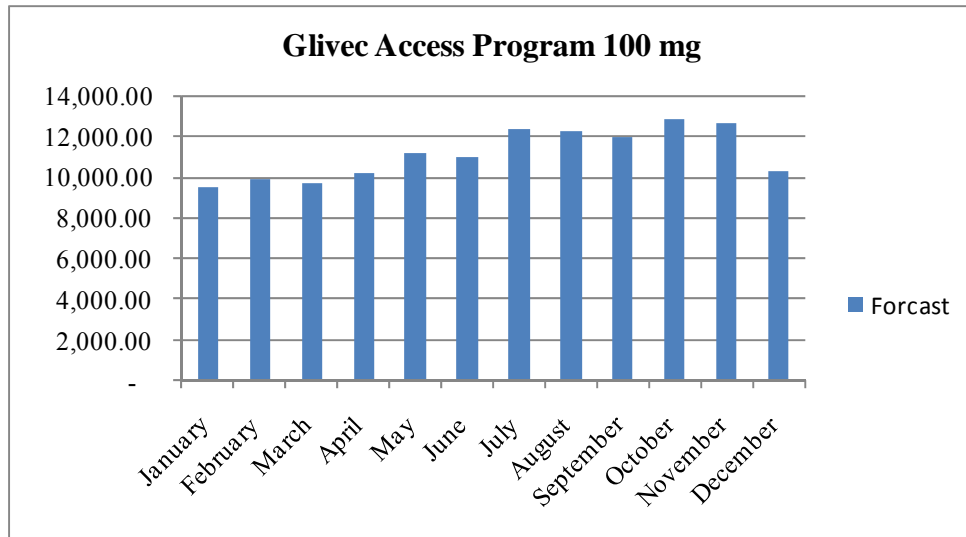
Total cost = 2,268.41 Baht

**Table 4.5** EOQ calculation Glivec Access Program 100 mg

| Month     | Amount of use | Ordering cost | Carrying cost | Price  | EOQ       |
|-----------|---------------|---------------|---------------|--------|-----------|
| January   | 9,532.00      | 39            | 27,390.57     | 696.36 | 9,464.56  |
| February  | 9,874.40      | 39            | 27,877.48     | 696.36 | 9,633.05  |
| March     | 9,736.72      | 39            | 27,682.72     | 696.36 | 9,565.65  |
| April     | 10,150.18     | 39            | 28,263.55     | 696.36 | 9,766.64  |
| May       | 11,133.34     | 39            | 29,598.90     | 696.36 | 10,228.71 |
| June      | 10,931.27     | 39            | 29,329.42     | 696.36 | 10,135.46 |
| July      | 12,357.82     | 39            | 31,182.04     | 696.36 | 10,776.54 |
| August    | 12,197.85     | 39            | 30,979.83     | 696.36 | 10,706.56 |
| September | 11,981.88     | 39            | 30,704.69     | 696.36 | 10,611.35 |
| October   | 12,788.91     | 39            | 31,720.58     | 696.36 | 10,962.89 |
| November  | 12,670.73     | 39            | 31,573.86     | 696.36 | 10,912.12 |
| December  | 10,288.58     | 39            | 28,455.32     | 696.36 | 9,833.00  |

#### 4.4.2 Safety Stock

Safety stock is the amount of medicine which has to be stored to prevent out of stock resulted from variability of demand or lead time or both.



**Figure 4.1** Amount of demand of Glivec Access Program 100 mg.

From figure 4.1 which displayed amount of use demand of Glivec Access Program 100 mg. it could be seen that medicine use demand of case study was probabilistic. Then, it must be provided defining amount of safety stock to prevent medicine out of stock and storing medicines were sufficient to be served to customers all the time. High amount of safety stock would reduce the out of stock risk but the carrying cost would be increased. Then, there should be examination of suitability between amount of safety stock and increasing cost. The determination of safety stock could be done by various methods such as management experiential determination, service level determination and minimum cost estimation while recognized the costs derived from out of stock. In this study, the author would determine the amount of safety stock using service level determination.

Analysis of general form demand pattern would be conducted by assuming that any variances of demand rate or period must probably be arranged in the normal distribution form. However, this is not strictly demand. That pattern is used for re-estimation of ordering point and the actual distribution may differ from normal distribution. This research inspected the distribution of medicine demand using Glivec

Access Program 100 mg. as example to examine which aspect of medicine demand distribution. The computer software was used as tool to test for obtaining the distribution of medicine demand by conducting the Kolmogorov-Smirnov test. The test result summarized that there was normal distribution.

The study in situation of demand or medicine use rate and lead time for medicine provision of case study indicated constant lead time but there was a variance for medicine use rate. Therefore, the amount of safety stock could be calculated as this equation:

$$SS = Z\sigma_d \frac{\sqrt{LT}}{R}$$

Where,

Z = Constant which is fold number of standard deviation of normal distribution

LT = Lead time

$\sigma_d$  = Standard deviation of demand or use rate in a time unit

R = The period used in data collection for determination of standard deviation

The formula for safety stock calculation is Z multiplies by. The Z is constant value depending on acceptable risk of out of stock. Generally, it requires accepting low value of risk by defining Z to be greater. For considering Z value, we could find by searching the value of in normal distribution table as the standard deviation of demand in lead time and R is the period spent in data collection for determination of standard deviation.

This research has been defined the policy of medicine inventory management by calculating monthly ordering costs, carrying costs, EOQ, safety stock and reorder point. It means R which is period spent in data collection would equal to 1 month or 30 days.

The calculation of standard deviation of medicine demand ( $\sigma_d$ ) would be conducted by Moving Variance ( $\sigma_d^2$ ) method which uses moving average of actual demand summation minus the square of forecasted value or error in forecasting of that

month. In this place, the moving averages of previous 3 month were employed. The variance ( $\sigma_3^2$ ) derived from this method would change in every month due to moving forward calculation which uses actual demand value and 1 set of previous forecasted values to calculate variance ( $\sigma_3^2$ ) of that period and if there is a new additional actual demand and new forecasted value, the new variance ( $\sigma_3^2$ ) would be able to be calculated.

This Moving Variance ( $\sigma_3^2$ ) would produce truth-value which reflects current value and that is change by situation rather than calculating using one variance ( $\sigma_3^2$ ) value for all year which affects to some monthly standard deviation of medicine demand which may greater or less than actual value. The formula used in calculation is:

$$\text{Moving Variance } (\sigma_3^2) = \frac{(X_{t-2} - F_{t-2})^2 + (X_{t-1} - F_{t-1})^2 + (X_t - F_t)^2}{3}$$

$X_t$  = Amount of medicine demand at time t

$F_t$  = Forecasted value at time t

The example of Moving Variance ( $\sigma_3^2$ ) calculation using medicine demand data and forecasted value of Glivec Access Program 100 mg was shown in Table 4.6

**Table 4.6** Moving Variance calculation Glivec Access Program 100 mg

| Month     | Actual value | Forecasted value | Moving Variance ( $\sigma_{\frac{1}{2}}$ ) | $\sigma_{\frac{1}{2}}$ |
|-----------|--------------|------------------|--|------------------------|
| January   | 13,300.00    | 9,532.00         | 29,268,517.59                              | 5,410.04               |
| February  | 11,244.00    | 9,874.40         | 5,357,876.05                               | 2,314.71               |
| March     | 9,186.00     | 9,736.72         | 5,458,973.56                               | 2,336.44               |
| April     | 11,804.00    | 10,150.18        | 1,638,076.83                               | 1,279.87               |
| May       | 15,066.00    | 11,133.34        | 6,168,078.24                               | 2,483.56               |
| June      | 10,123.00    | 10,931.27        | 6,284,748.96                               | 2,506.94               |
| July      | 18,064.00    | 12,357.82        | 16,226,541.59                              | 4,028.22               |
| August    | 11,558.00    | 12,197.85        | 11,207,743.39                              | 3,347.80               |
| September | 11,118.00    | 11,981.88        | 11,238,740.12                              | 3,352.42               |
| October   | 16,017.00    | 12,788.91        | 3,858,764.62                               | 1,964.37               |
| November  | 12,198.00    | 12,670.73        | 3,796,783.16                               | 1,948.53               |
| December  | 760.00       | 10,288.58        | 33,812,633.02                              | 5,814.86               |

### Defining service level

The content 4.4.2 discussed that safety stock used to prevent or reduce the chance of medicine out of stock due to unpredictable demand. Defining amount of safety stock is defining higher amount of medicine at order point as the amount of safety stock.

It could be observed that amount of safety stock is medicine inventory which increases for normal level to prevent out of stock and capable of sufficient amount of medicine to serve customers and reduce the occurrence of medicine out of stock or it means an increase of service level, likewise as increment of safety stock would result in higher service level.

Generally, defining service level would depend on how management or policy of that unit defines how high or low of service level or how is service level which would be acceptable. The service level of case study has been defined the target by key performance indicator of RTAF in the strategic issue of preserving national's security. The qualitative key performance indicator indicated that there must be 95% of RTAF officers whom obtained service, and that is the reason why research also used 95% of service level. If case study requires confidence in 95% of service level, it

means if yearly amount of medicine use is 100 tablets, 95 tablets could be served without out of stock.

Consider the example of safety stock calculation for Glivec Access Program 100 mg. in January 2012, the standard deviation of demand was 849.74 and the service level was defined at 95%

Lead time,  $LT = 15$  days

Standard deviation of demand,  $= 5,410.04$

Period spent in data collection,  $R = 30$

Service level = 95%, after searched in normal distribution table then  $Z = 1.64485$

$$\begin{aligned} \text{Amount of safety stock} \quad SS &= Z\sigma_d \frac{\sqrt{LT}}{R} \\ &= 3,787.03 \text{ tablets} \end{aligned}$$

The results of calculation indicated that safety stock of Glivec Access Program 100 mg. in January 2013 would be at least 3,787.03 tablets in case of uncertainty in medicine use and preventing medicine out of stock. The amounts of medicine safety stock were shown in Table 4.7

**Table 4.7** Safety stock of Glivec Access Program 100 mg. at 95% service level

| Month     | Z<br>Service Level (95%) | $\sigma_d$ | SS       |
|-----------|--------------------------|------------|----------|
| January   | 1.64485                  | 5,410.04   | 3,787.03 |
| February  | 1.64485                  | 2,314.71   | 1,620.30 |
| March     | 1.64485                  | 2,336.44   | 1,635.51 |
| April     | 1.64485                  | 1,279.87   | 895.91   |
| May       | 1.64485                  | 2,483.56   | 1,738.49 |
| June      | 1.64485                  | 2,506.94   | 1,754.86 |
| July      | 1.64485                  | 4,028.22   | 2,819.75 |
| August    | 1.64485                  | 3,347.80   | 2,343.46 |
| September | 1.64485                  | 3,352.42   | 2,346.70 |
| October   | 1.64485                  | 1,964.37   | 1,375.06 |
| November  | 1.64485                  | 1,948.53   | 1,363.97 |
| December  | 1.64485                  | 5,814.86   | 4,070.40 |

### Safety stock and service level

One factor of medicine inventory management is defining amount of safety stock which considers from suitable service level. Increasing of safety stock leads to higher carrying cost but the risk in medicine out of stock would be reduced. So, suitable defining service level means the service level defined for a balance of stock level of safety stock and minimum expected cost for out of stock.

#### 4.4.3 Reorder point calculation

Amount of medicine inventory at reorder point depends on 2 factors: use rate and lead time. In reorder point calculation, we multiply use rate by lead time. But to prevent a lack of inventory, there should be an amount of reserved inventory for safety in case of variability of demand in lead time exists. It is necessary to store reserved inventory to prevent the out of stock condition. It could be calculated by equation 2.8 as below:

$$\text{New reorder point} = \text{demand in lead time} + \text{reserved inventory}$$

$$ROP + ss$$

$\bar{D}$  = Average demand rate per time unit

$\bar{LT}$  = Average lead time

ss = Reserved inventory

This system provides ordering medicines to storehouse at the point that medicine inventory is sufficient to be served in lead time. Ordering would be made by EOQ and demand in lead time is uncertain. If reorder point is underestimated, it may cause of medicine out of stock. With this reason, the service level of serving medicine has to be defined and it is defining of safety stock as previously described.

Consider the example of reorder point calculation for Glivec Access Program 100 mg. in January 2013 as below:

Forecasted value for monthly medicine demand in January 2013 = 3,758 tablets

Daily average demand rate,  $= 3,758/30 = 318$  tablets/day

Lead time,  $\bar{LT}$  = 15 days

Safety stock, ss = 3,787.03 tablets

Reorder point ROP =  $\bar{DLT} + ss$   
 $= 318 \times 15 + 3,787.03$   
 $= 8,553.03$  tablets

Calculation of reorder point which has indicated that when amount of medicine inventory was reduce to 8,553.03 tablets, reordering has to be made by ordering the same amount with EOQ (9,495 tablets) as calculated in 4.4.1 and amount of safety stock must be 3,787.07 tablets to prevent medicine out of stock due to uncertainty of medicine use rate.

**Table 4.8** Calculation for reorder point of Glivec Access Program 100 mg.

| Month     | Forecasted Value | Average demand | Safety stock | Reorder point |
|-----------|------------------|----------------|--------------|---------------|
| January   | 9,532.00         | 317.73         | 3,787.03     | 8,553.03      |
| February  | 9,874.40         | 329.15         | 1,620.30     | 6,557.50      |
| March     | 9,736.72         | 324.56         | 1,635.51     | 6,503.87      |
| April     | 10,150.18        | 338.34         | 895.91       | 5,971.00      |
| May       | 11,133.34        | 371.11         | 1,738.49     | 7,305.16      |
| June      | 10,931.27        | 364.38         | 1,754.86     | 7,220.49      |
| July      | 12,357.82        | 411.93         | 2,819.75     | 3,041.57      |
| August    | 12,197.85        | 406.60         | 2,343.46     | 8,442.39      |
| September | 11,981.88        | 370.60         | 2,346.70     | 8,337.64      |
| October   | 12,788.91        | 426.30         | 1,375.06     | 7,769.52      |
| November  | 12,670.73        | 422.36         | 1,363.97     | 7,699.34      |
| December  | 10,288.58        | 342.95         | 4,070.40     | 9,214.69      |

The results derived from new developed model of medicine inventory management are EOQ, safety stock and reorder point. The derived data are monthly which allow us to simulate the situation of operating medicine inventory in case study. The required additional data are amount of medicine inventory in planning period (end of December 2012) which would be employed as initiative of situation. When the situation time is moving forward, medicine demand would be subtracted from stock. When amount of medicine in stock is reduced, equal to or lower than amount of medicine at reorder point, the medicines would be ordered to storehouse and distributed as amount of demand which was forecasted in each month accompanies with regular inspection of medicine inventory and compare medicine inventory with amount of medicine at reorder point. If amount of medicine inventory is equal to or lower than amount of medicine at reorder point, the medicines would be ordered as calculated amount (EOQ) and this process would be done repeatedly until January 2013, which is the end of situation simulation cycle.

After completed the cycle of situation simulation, the numbers of medicine order must be checked and monthly average medicine inventory would be calculated for ordering costs, carrying costs and average inventory of case study.

## **4.5. Model Inventory**

During all models provide new inventory. By increasing the cost of medication management including inventory. The cost of the order (Ordering Costs) costs of storage (Carrying Costs) and the average number of drug inventory (Average Inventory) into the model.

### **4.5.1 Carrying costs and average inventory**

Carrying costs were calculated from summation of average inventory in each month multiplied by carrying cost per unit per month for amount of average inventory derived by using Microsoft Excel as modeled, initiated from amount of medicine inventory at situation initiative which was the end of December 2012.

For example, calculation of average inventory of Glivec Access Program 100 mg which its amount of inventory at the early of planning, December 2012 was 1,795 tablets and was used as initial data of situation. When the period of situation was moved forward in January 2013, the demand of Glivec Access Program 100 of case study, In January 2013, amount of inventory remained 1,795 tablets but the demand was 9,532 tablets, resulted in insufficiency. If no order made, the medicine would be out of stock and insufficient. The order has to be made in 1 EQQ or equal to 9,465 tablets and the total amount of medicine inventory was 11,260 tablets. When subtracted by amount of demand, the inventory was remained in 1,486 tablets.

When time moved forward, the model situation operation would be conducted as previously. The medicine would be distributed in each monthly period in the same amount with forecasted amount. The comparison between amount of inventory and amount at reorder point would be conducted. If the results indicated amount of inventory was lower than amount at reorder point of each time period, the order would be made. When situation moved forward until the end of December 2013,

it mean the end of situation and the amount of inventory at ended period would be checked.

From the calculation of medicine inventory management model of Glivec Access Program 100 mg, the amount of medicine inventory in each month was shown in Table 4.9

**Table 4.9** Amount of medicine inventory of Glivec Access Program 100 mg. in each month

| Month     | Demand    | EOQ       | ROP      | No. of EOQ | Inventory |
|-----------|-----------|-----------|----------|------------|-----------|
| January   | 9,532.00  | 9,464.56  | 8,553.03 | 1.00       | 1,727.56  |
| February  | 9,874.40  | 9,633.05  | 6,557.50 | 1.00       | 1,486.20  |
| March     | 9,736.72  | 9,565.65  | 6,503.87 | 1.00       | 1,315.13  |
| April     | 10,150.18 | 9,766.64  | 5,971.00 | 1.00       | 931.60    |
| May       | 11,133.34 | 10,228.71 | 7,305.16 | 1.00       | 26.97     |
| June      | 10,931.27 | 10,135.46 | 7,220.49 | 2.00       | 9,366.62  |
| July      | 12,357.82 | 10,776.54 | 3,041.57 | 1.00       | 7,785.34  |
| August    | 12,197.85 | 10,706.56 | 8,442.39 | 1.00       | 6,294.05  |
| September | 11,981.88 | 10,611.35 | 8,337.64 | 1.00       | 4,923.52  |
| October   | 12,788.91 | 10,962.89 | 7,769.52 | 1.00       | 3,097.50  |
| November  | 12,670.73 | 10,912.12 | 7,699.34 | 1.00       | 1,338.89  |
| December  | 10,288.58 | 9,833.00  | 9,214.69 | 1.00       | 883.31    |

The monthly amount of medicine inventory of Glivec Access Program 100 mg. derived from the table above would be employed in the calculation of carrying costs as follows:

#### **4.5.2 Monthly medicine inventory value calculation**

Average monthly medicine inventory value is value determination of medicine stored in stock by summing amount of medicine inventory at the early of period with amount at the end of period, divide by 2 and multiply by medicine unit price. This research would consider monthly amount. Then, the early of period is the

end of period in previous month or the early of this month and the end of period is amount of medicine at the end of this month as the equation below:

Average monthly medicine inventory value = Average monthly amount of medicine inventory x Unit price

Average monthly amount of medicine inventory = (Amount at the early of period+ Amount at the end of period)/2

Example of carrying costs calculation of Glivec Access Program 100 mg. In January 2013, the data derived from Table 4.8

Average monthly amount of medicine inventory = 1,728 tablets

Unit price of Glivec Access Program 100 mg. = 696.36 Baht/unit

Then, average monthly medicine inventory value = 1,728 x 696.36 = 1,203,001.30 Baht/month. The annual average value of medicine inventory was shown in Table 4.9

**Table 4.10** Average monthly medicine inventory value of Glivec Access Program 100 mg. of the model

| Month     | Average amount of inventory | Unit price | Average value of inventory |
|-----------|-----------------------------|------------|----------------------------|
| January   | 1,727.56                    | 696.36     | 1,203,001.30               |
| February  | 1,486.20                    | 696.36     | 1,034,931.71               |
| March     | 1,315.13                    | 696.36     | 915,807.08                 |
| April     | 931.60                      | 696.36     | 648,725.79                 |
| May       | 26.97                       | 696.36     | 18,779.39                  |
| June      | 9,366.62                    | 696.36     | 6,522,541.24               |
| July      | 7,785.34                    | 696.36     | 5,421,399.12               |
| August    | 6,294.05                    | 696.36     | 4,382,921.71               |
| September | 4,923.52                    | 696.36     | 3,428,539.72               |
| October   | 3,097.50                    | 696.36     | 2,156,973.05               |
| November  | 1,338.89                    | 696.36     | 932,348.13                 |
| December  | 883.31                      | 696.36     | 615,099.28                 |

**4.5.3 Averaging carrying costs to Glivec Access Program 100 mg.**

From the calculated carrying cost in 4.3.2, that was the carrying costs in the form of average carrying costs of all items. Therefore, to determine carrying cost of each item, averaging method of total carrying costs must be applied for each item as follows:

$$\text{Annual average medicine inventory value of all items} = 352,120,638.54$$

Baht

$$\begin{aligned} \text{Proportion of average carrying inventory} &= \frac{\text{carrying cost}}{\text{Average amount of inventory}} \\ &= 0.10/\text{year or } 0.0083/\text{month} \end{aligned}$$

Then, the proportion of average carrying inventory of Glivec Access Program 100 mg. is:

$$\frac{\text{carrying cost} \times \text{value of the average monthly inventory of Glivec Access Program 100 mg}}{\text{Average amount of inventory} \times 12}$$

$$\begin{aligned} \text{Monthly average inventory value in January 2013} &= 1,203,001.30 \\ &= 9,984.91 \\ &\text{Baht/month} \end{aligned}$$

Therefore, carrying cost of Glivec Access Program 100 mg. in January 2013 was equal to 9,984.91 Baht and carrying costs in every month were shown in Table 4.10

**Table 4.11** Carrying costs of Glivec Access Program 100 mg. of model

| Month     | Average amount of inventory | Average inventory value | Proportion of carrying | Carrying cost |
|-----------|-----------------------------|-------------------------|------------------------|---------------|
| January   | 1,727.56                    | 1,203,001.30            | 0.0083                 | 9,984.91      |
| February  | 1,486.20                    | 1,034,931.71            | 0.0083                 | 8,589.93      |
| March     | 1,315.13                    | 915,807.08              | 0.0083                 | 7,601.20      |
| April     | 931.60                      | 648,725.79              | 0.0083                 | 5,384.42      |
| May       | 26.97                       | 18,779.39               | 0.0083                 | 155.87        |
| June      | 9,366.62                    | 6,522,541.24            | 0.0083                 | 54,137.09     |
| July      | 7,785.34                    | 5,421,399.12            | 0.0083                 | 44,997.61     |
| August    | 6,294.05                    | 4,382,921.71            | 0.0083                 | 36,378.25     |
| September | 4,923.52                    | 3,428,539.72            | 0.0083                 | 28,456.88     |
| October   | 3,097.50                    | 2,156,973.05            | 0.0083                 | 17,902.88     |
| November  | 1,338.89                    | 932,348.13              | 0.0083                 | 7,738.49      |
| December  | 883.31                      | 615,099.28              | 0.0083                 | 5,105.32      |

From Table 4.11, carrying cost of Glivec Access Program 100 mg. in 1 year was 226,432.86 Baht and average inventory value was 27,281,067.52 Baht.

#### 4.5.4 Calculation of ordering costs

Calculation of ordering costs arise when checked and found that amount of medicine in stock is equal to or lower than amount at reorder point and the provision department issues order to dealers.

Ordering costs is calculated from the number of orders multiplies by a time ordering cost.

$$\text{Ordering cost} = \text{Number of orders} \times \text{a time ordering cost}$$

For example, calculation of ordering cost of Glivec Access Program 100 mg. in January 2013 to December 2013 using Microsoft Excel, the model indicated there were 13 times of ordering and ordering costs were shown in Table 4.12

**Table 4.12** Ordering cost in each month which derived from model

| Month     | Number of ordering times (EOQ) | Cost per a time of ordering | Ordering cost |
|-----------|--------------------------------|-----------------------------|---------------|
| January   | 1.00                           | 39                          | 39            |
| February  | 1.00                           | 39                          | 39            |
| March     | 1.00                           | 39                          | 39            |
| April     | 1.00                           | 39                          | 39            |
| May       | 1.00                           | 39                          | 39            |
| June      | 2.00                           | 39                          | 78            |
| July      | 1.00                           | 39                          | 39            |
| August    | 1.00                           | 39                          | 39            |
| September | 1.00                           | 39                          | 39            |
| October   | 1.00                           | 39                          | 39            |
| November  | 1.00                           | 39                          | 39            |
| December  | 1.00                           | 39                          | 39            |

It was observed that in 1 year, there were 13 times of ordering Glivec Access Program 100 mg. Observed from Table 4.12, ordering Glivec Access Program 100 mg. derived from model caused 1 or 2 times ordering per month or zero at some months. Ordering would be made or not depends on new developed model always checks for amount of medicine inventory, the system immediately makes order if it was found that amount of inventory is lower than reorder point.

From Table 4.12, there were 13 times ordering, the ordering cost of Glivec Access Program 100 mg. in 1 year was equal to  $13 \times 39 = 507$  Baht.

Total cost of inventory management of Glivec Access Program 100 mg. inventory management model in 1 year was equal to carrying cost plus ordering cost, finally was  $226,432.86 + 507 = 226,939.86$  Baht.

### 4.5.5 Carrying costs and average inventory

From collecting case study data, medicine inventory data was recognized and led to carrying costs calculation and average amount of inventory in case study current system. The data details were show in Table 4.13.

**Table 4.13** Carrying costs of Glivec Access Program 100 mg.

| Month     | Average amount of inventory | Average inventory value | Carrying cost |
|-----------|-----------------------------|-------------------------|---------------|
| January   | 1,728                       | 1,203,001               | 9,985         |
| February  | 1,486                       | 1,034,932               | 8,590         |
| March     | 1,315                       | 915,807                 | 7,601         |
| April     | 932                         | 648,726                 | 5,384         |
| May       | 27                          | 18,779                  | 156           |
| June      | 9,367                       | 6,522,541               | 54,137        |
| July      | 7,785                       | 5,421,399               | 44,998        |
| August    | 6,294                       | 4,382,922               | 36,378        |
| September | 4,924                       | 3,428,540               | 28,457        |
| October   | 3,097                       | 2,156,973               | 17,903        |
| November  | 1,339                       | 932,348                 | 7,738         |
| December  | 883                         | 615,099                 | 5,105         |

Table 4.13 illustrated carrying cost of Glivec Access Program 100 mg. in 1 year derived from current inventory management system was 53,868 and annual average inventory value was 6,458,724 Baht.

The new developed model of case study medicine inventory management has been tested with some items. When required to apply this model to other items, it could be done by re-enter importing data as described in 4.5.2, such as forecasted medicine demand, unit price and amount of medicine inventory at the early of situation. After completed entering, Microsoft Excel would calculate until derive results as exporting data of model as 4.2.2, such as medicine inventory management

cost, average medicine inventory value. The example of applying the model to Glivec Access Program 100 mg. was shown in Table 4.14.

Due to there are many procedures for preliminary calculation of values for medicine inventory management model of case study, the research designed calculation tables using Microsoft Excel and the summary, calculated values used in modeling were shown in Appendix A.

**Table 4.14** Model of Glivec Access Program 100 mg. inventory management

| Glivec Access Program 100 mg |           |           |          |          |    |        |        |           |          |              |           |
|------------------------------|-----------|-----------|----------|----------|----|--------|--------|-----------|----------|--------------|-----------|
| Date                         | X         | Forecast  | SS       | ROP      | P  | I      | C      | EOQ       | Avg.Inv  | Sub.total    | hld/mth   |
| January                      | 13,300.00 | 9,532.00  | 3,787.03 | 8,553.03 | 39 | 0.0083 | 696.36 | 9,464.56  | 1,727.56 | 1,203,001.30 | 9,984.91  |
| February                     | 11,244.00 | 9,874.40  | 1,620.30 | 6,557.50 | 39 | 0.0083 | 696.36 | 9,633.05  | 1,486.20 | 1,034,931.71 | 8,589.93  |
| March                        | 9,186.00  | 9,736.72  | 1,635.51 | 6,503.87 | 39 | 0.0083 | 696.36 | 9,565.65  | 1,315.13 | 915,807.08   | 7,601.20  |
| April                        | 11,804.00 | 10,150.18 | 895.91   | 5,971.00 | 39 | 0.0083 | 696.36 | 9,766.64  | 931.60   | 648,725.79   | 5,384.42  |
| May                          | 15,066.00 | 11,133.34 | 1,738.49 | 7,305.16 | 39 | 0.0083 | 696.36 | 10,228.71 | 26.97    | 18,779.39    | 155.87    |
| June                         | 10,123.00 | 10,931.27 | 1,754.86 | 7,220.49 | 78 | 0.0083 | 696.36 | 10,135.46 | 9,366.62 | 6,522,541.24 | 54,137.09 |
| July                         | 18,064.00 | 12,357.82 | 2,819.75 | 3,041.57 | 39 | 0.0083 | 696.36 | 10,776.54 | 7,785.34 | 5,421,399.12 | 44,997.61 |
| August                       | 11,558.00 | 12,197.85 | 2,343.46 | 8,442.39 | 39 | 0.0083 | 696.36 | 10,706.56 | 6,294.05 | 4,382,921.71 | 36,378.25 |
| September                    | 11,118.00 | 11,981.88 | 2,346.70 | 8,337.64 | 39 | 0.0083 | 696.36 | 10,611.35 | 4,923.52 | 3,428,539.72 | 28,456.88 |
| October                      | 16,017.00 | 12,788.91 | 1,375.06 | 7,769.52 | 39 | 0.0083 | 696.36 | 10,962.89 | 3,097.50 | 2,156,973.05 | 17,902.88 |
| November                     | 12,198.00 | 12,670.73 | 1,363.97 | 7,699.34 | 39 | 0.0083 | 696.36 | 10,912.12 | 1,338.89 | 932,348.13   | 7,738.49  |
| December                     | 760.00    | 10,288.58 | 4,070.40 | 9,214.69 | 39 | 0.0083 | 696.36 | 9,833.00  | 883.31   | 615,099.28   | 5,105.32  |

The Table 4.14 is an example of medicine inventory management model which is new developed using Microsoft Excel. After enter values as 4.5.3 to the program, the results as 4.5.4 would be derived as follows:

1. X is actual medicine demand.
2. Forecast is forecasting value.
3. SS is safety stock.
4. ROP is reorder point value.
5. P, I, C is ordering cost per time, carrying cost per unit per time period and unit price, respectively.
6. EOQ, nEOQ is Economic order quantity and fold number of EOQ, respectively.
7. Inv/mth, Avg.Inv is monthly amount of inventory and average amount of inventory, respectively.

8. hld/mth is monthly carrying costs.

## **CHAPTER V**

### **CONCLUSION**

The research in development of inventory management system for medicine storage of Ramathibodi hospital purposed to propose guidelines and develop inventory management model of medicine storage, study in management of storage which experienced the problems derived from unformed and low efficiency inventory management which caused high cost of inventory and wasting of carrying costs. Meanwhile, some medicine items were out of stock and could not completely response to customer's demands which affected to organization satisfaction and confidence. The research was conducted as procedures, initiated by prioritization of medicine using ABC and VEN analysis, forecasting amount of medicine demand, calculation of parameters employed in inventory management modeling as well as efficiency evaluation of new developed inventory management system.

This thesis was a research of finding improvement guideline of inventory management as designed research procedures. The conclusion, recommendations and applications of research results were summarized and discussed in next section.

#### **5.1 Conclusion**

This research employed the principles of inventory management by applying EOQ model accompanied with reorder point in inventory management of case study. The results indicated that applying EOQ model accompanied with reorder point could control amount of medicine inventory, could define suitable reorder point and could reduce operation cost.

The research initiated by study in current condition, inventory management method of case study. It was observed that there was high amount of inventory which led to high average cost of inventory and high sunk cost in the form of inventory which led to high carrying cost. Meanwhile, there were medicines out of

stock and which could not serve to customers. The causes of problems were a lack of efficient model and inventory management method, leaning on experiences and skills in purchasing and checking amount of medicine, finally led to high cost of medicine inventory and wasting of carrying cost. The case of medicine out of stock was remained problem of insufficiently serving customers.

There were 2573 medicine items in case study inventory with 294,612,315 Baht/month of average inventory value in 2013. The researcher selected medicines by prioritizing medicines using ABC/VEN analysis. Criteria used were annual use value and results of medicine in treatment. Finally, there were 29 items of selected medicine.

Prioritization of medicine using ABC/VEN analysis allowed responsible person to give precedence to control, inspection and tally of medicine inventory suitably. The prioritization results indicated there were medicines arranged in group A, B, C and V, E, N, summarized as follows;

**Table 5.1** Medicines classification using ABC Analysis technique and VEN Analysis technique

| Group | Item | Proportion (%) | Value            | Group | Item | Proportion (%) | Value            |
|-------|------|----------------|------------------|-------|------|----------------|------------------|
| A     | 255  | 75.09%         | 2,654,692,645.40 | V     | 276  | 27.96%         | 988,483,238.32   |
| B     | 292  | 14.92%         | 527,473,888.26   | E     | 583  | 26.03%         | 920,251,026.23   |
| C     | 2026 | 9.99%          | 353,181,242.88   | N     | 1715 | 46.00%         | 1,626,259,977.21 |

For the technique used in forecasting, the preliminary analysis of data indicated the trend of medicine distribution was seasonal pattern and amount of medicine use in each year was trend pattern. This research employed Winter's forecasting model due to this model is suitable for trend-seasonal data and the data were re-forecasted every month period.

Ordering costs calculation was consisted of order document cost, copying and acceptance cost, telephone and fax bills, and there was 39 Baht of cost per time.

Carrying cost calculation was consisted of capital costs and the carrying cost was 352,120,639 per year.

Economic Order Quantity (EOQ) is basic mathematical model used for answering how amount would be purchased. This model produces EOQ by considering 2 cost types: carrying cost and ordering cost.

Improvement of inventory management model of case study was done by using medicine inventory management model and assisted by adoption of Microsoft Excel to calculate EOQ, reorder point, safety stock, ordering costs, carrying costs and average inventory.

## **5.2 Suggestions**

The research of medicine inventory management for Ramathibodi hospital consisted of many procedures and may cause of difficulties for actual implementation but some principles and theorems could be adopted such as inventory management using ABC/VEN analysis to prioritize the medicines by its importance and easy to control, inspect and cost-effective. It could be used to analyze for suitable amount of storage.

Demand forecasting helps inventory management to provide higher efficiency due to the characteristic of proactive work. The results from forecasting would be employed in advance demand planning and for purchasing decision making and medicine stock.

Efficient management of medicine inventory requires collaboration from every related unit by planning the cooperation between dispensary, The Administrative Committees of Medicines and Supplies, purchasing department, financial officers and financial department to provide efficient planning of purchasing, medicine stocking under low management budget.

The organization should adopt modern IT systems to assist in inventory management due to the inventory management always requires updated inventory status, rapid flow of data between units because of numerous medicine items to display actual medicine stock information, benefits for decision making of commanders and practitioners and importantly, users should have knowledge and understanding for highest benefit of system.

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## **APPENDIX**

## Model inventory management

| Glivec Access Program 100 mg |           |          |       |       |    |        |        |        |         |           |         |
|------------------------------|-----------|----------|-------|-------|----|--------|--------|--------|---------|-----------|---------|
| Date                         | X         | Forecast | SS    | ROP   | P  | I      | C      | EOQ    | Avg.Inv | Sub.total | hld/mth |
| January                      | 13,300.00 | 9,532    | 3,787 | 8,553 | 39 | 0.0083 | 696.36 | 9,465  | 1,728   | 1,203,001 | 9,985   |
| February                     | 11,244.00 | 9,874    | 1,620 | 6,557 | 39 | 0.0083 | 696.36 | 9,633  | 1,486   | 1,034,932 | 8,590   |
| March                        | 9,186.00  | 9,737    | 1,636 | 6,504 | 39 | 0.0083 | 696.36 | 9,566  | 1,315   | 915,807   | 7,601   |
| April                        | 11,804.00 | 10,150   | 896   | 5,971 | 39 | 0.0083 | 696.36 | 9,767  | 932     | 648,726   | 5,384   |
| May                          | 15,066.00 | 11,133   | 1,738 | 7,305 | 39 | 0.0083 | 696.36 | 10,229 | 27      | 18,779    | 156     |
| June                         | 10,123.00 | 10,931   | 1,755 | 7,220 | 78 | 0.0083 | 696.36 | 10,135 | 9,367   | 6,522,541 | 54,137  |
| July                         | 18,064.00 | 12,358   | 2,820 | 3,042 | 39 | 0.0083 | 696.36 | 10,777 | 7,785   | 5,421,399 | 44,998  |
| August                       | 11,558.00 | 12,198   | 2,343 | 8,442 | 39 | 0.0083 | 696.36 | 10,707 | 6,294   | 4,382,922 | 36,378  |
| September                    | 11,118.00 | 11,982   | 2,347 | 8,338 | 39 | 0.0083 | 696.36 | 10,611 | 4,924   | 3,428,540 | 28,457  |
| October                      | 16,017.00 | 12,789   | 1,375 | 7,770 | 39 | 0.0083 | 696.36 | 10,963 | 3,097   | 2,156,973 | 17,903  |
| November                     | 12,198.00 | 12,671   | 1,364 | 7,699 | 39 | 0.0083 | 696.36 | 10,912 | 1,339   | 932,348   | 7,738   |
| December                     | 760.00    | 10,289   | 4,070 | 9,215 | 39 | 0.0083 | 696.36 | 9,833  | 883     | 615,099   | 5,105   |

| Tasigna Access Program 200 mg |          |          |       |       |    |        |          |       |         |           |         |
|-------------------------------|----------|----------|-------|-------|----|--------|----------|-------|---------|-----------|---------|
| Date                          | X        | Forecast | SS    | ROP   | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January                       | 4,172.00 | 2,380    | 1,613 | 2,803 | 0  | 0.0083 | 1,490.36 | 4,729 | 3,441   | 5,128,774 | 42,569  |
| February                      | 2,688.00 | 2,442    | 731   | 1,952 | 0  | 0.0083 | 1,490.36 | 4,790 | 1,000   | 1,489,911 | 12,366  |
| March                         | 2,996.00 | 2,552    | 753   | 2,029 | 39 | 0.0083 | 1,490.36 | 4,898 | 3,345   | 4,985,087 | 41,376  |
| April                         | 3,248.00 | 2,692    | 304   | 1,650 | 0  | 0.0083 | 1,490.36 | 5,029 | 653     | 973,657   | 8,081   |
| May                           | 3,948.00 | 2,943    | 498   | 1,969 | 39 | 0.0083 | 1,490.36 | 5,259 | 2,969   | 4,425,356 | 36,730  |
| June                          | 2,464.00 | 2,847    | 380   | 1,804 | 0  | 0.0083 | 1,490.36 | 5,173 | 122     | 182,162   | 1,512   |
| July                          | 4,564.00 | 3,190    | 304   | 306   | 39 | 0.0083 | 1,490.36 | 5,476 | 2,407   | 3,587,900 | 29,780  |
| August                        | 2,632.00 | 3,079    | 622   | 2,162 | 39 | 0.0083 | 1,490.36 | 5,379 | 4,708   | 7,015,982 | 58,233  |
| September                     | 3,444.00 | 3,152    | 498   | 2,074 | 0  | 0.0083 | 1,490.36 | 5,442 | 1,556   | 2,318,630 | 19,245  |
| October                       | 2,968.00 | 3,115    | 612   | 2,169 | 39 | 0.0083 | 1,490.36 | 5,411 | 3,851   | 5,739,738 | 47,640  |
| November                      | 3,584.00 | 3,209    | 489   | 2,094 | 0  | 0.0083 | 1,490.36 | 5,491 | 642     | 957,400   | 7,946   |
| December                      | 0.00     | 2,567    | 881   | 2,165 | 39 | 0.0083 | 1,490.36 | 4,912 | 2,987   | 4,451,662 | 36,949  |

| Tasigna 200 mg |          |          |     |       |    |        |          |       |         |           |         |
|----------------|----------|----------|-----|-------|----|--------|----------|-------|---------|-----------|---------|
| Date           | X        | Forecast | SS  | ROP   | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 2,268.00 | 2,044    | 863 | 1,885 | 39 | 0.0083 | 1,486.54 | 4,383 | 2,661   | 3,955,341 | 32,829  |
| February       | 2,324.00 | 2,100    | 128 | 1,178 | 0  | 0.0083 | 1,486.54 | 4,442 | 561     | 833,607   | 6,919   |
| March          | 1,876.00 | 2,055    | 147 | 1,175 | 39 | 0.0083 | 1,486.54 | 4,395 | 2,900   | 4,311,459 | 35,785  |
| April          | 2,272.00 | 2,099    | 135 | 1,185 | 9  | 0.0083 | 1,486.54 | 4,441 | 802     | 1,191,866 | 9,892   |
| May            | 2,604.00 | 2,200    | 192 | 1,292 | 39 | 0.0083 | 1,486.54 | 4,547 | 3,149   | 4,680,674 | 38,850  |
| June           | 2,268.00 | 2,213    | 169 | 1,276 | 0  | 0.0083 | 1,486.54 | 4,561 | 935     | 1,390,488 | 11,541  |
| July           | 2,240.00 | 2,219    | 135 | 242   | 39 | 0.0083 | 1,486.54 | 4,566 | 3,283   | 4,880,179 | 40,505  |
| August         | 2,716.00 | 2,318    | 240 | 1,399 | 0  | 0.0083 | 1,486.54 | 4,667 | 965     | 1,434,196 | 11,904  |
| September      | 1,652.00 | 2,185    | 192 | 1,284 | 39 | 0.0083 | 1,486.54 | 4,531 | 3,311   | 4,922,232 | 40,855  |
| October        | 3,640.00 | 2,476    | 224 | 1,462 | 9  | 0.0083 | 1,486.54 | 4,824 | 835     | 1,241,679 | 10,306  |
| November       | 1,652.00 | 2,311    | 179 | 1,335 | 39 | 0.0083 | 1,486.54 | 4,660 | 3,185   | 4,733,919 | 39,292  |
| December       | 0.00     | 1,849    | 206 | 1,131 | 0  | 0.0083 | 1,486.54 | 4,168 | 1,336   | 1,985,443 | 16,479  |

| Eloxatin 50 mg |        |          |    |     |    |        |           |       |         |            |         |
|----------------|--------|----------|----|-----|----|--------|-----------|-------|---------|------------|---------|
| Date           | X      | Forecast | SS | ROP | P  | I      | C         | EOQ   | Avg.Inv | Sub.total  | hld/mth |
| January        | 229.00 | 207      | 68 | 172 | 39 | 0.0083 | 11,199.36 | 1,396 | 1,199   | 13,424,533 | 111,424 |
| February       | 168.00 | 200      | 15 | 115 | 0  | 0.0083 | 11,199.36 | 1,369 | 999     | 11,190,036 | 92,877  |
| March          | 267.00 | 213      | 27 | 133 | 0  | 0.0083 | 11,199.36 | 1,415 | 786     | 8,804,393  | 73,076  |
| April          | 229.00 | 216      | 26 | 134 | 0  | 0.0083 | 11,199.36 | 1,425 | 570     | 6,382,948  | 52,978  |
| May            | 338.00 | 241      | 45 | 166 | 0  | 0.0083 | 11,199.36 | 1,504 | 329     | 3,688,716  | 30,616  |
| June           | 340.00 | 260      | 32 | 162 | 0  | 0.0083 | 11,199.36 | 1,565 | 69      | 771,773    | 6,406   |
| July           | 323.00 | 273      | 26 | 116 | 39 | 0.0083 | 11,199.36 | 1,602 | 1,398   | 15,651,951 | 129,911 |
| August         | 320.00 | 282      | 57 | 198 | 0  | 0.0083 | 11,199.36 | 1,629 | 1,115   | 12,489,566 | 103,663 |
| September      | 288.00 | 283      | 45 | 187 | 0  | 0.0083 | 11,199.36 | 1,632 | 832     | 9,314,574  | 77,311  |
| October        | 269.00 | 281      | 64 | 204 | 0  | 0.0083 | 11,199.36 | 1,624 | 551     | 6,172,056  | 51,228  |
| November       | 236.00 | 272      | 51 | 187 | 0  | 0.0083 | 11,199.36 | 1,598 | 279     | 3,129,431  | 25,974  |
| December       | 53.00  | 228      | 68 | 182 | 0  | 0.0083 | 11,199.36 | 1,464 | 51      | 576,618    | 4,786   |

| Tarceva 150 mg |          |          |     |     |    |        |          |       |         |           |         |
|----------------|----------|----------|-----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date           | X        | Forecast | SS  | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 1,029.00 | 947      | 282 | 755 | 39 | 0.0083 | 2,023.39 | 2,983 | 2,122   | 4,293,585 | 35,637  |
| February       | 993.00   | 956      | 37  | 514 | 0  | 0.0083 | 2,023.39 | 2,997 | 1,166   | 2,359,467 | 19,584  |
| March          | 902.00   | 945      | 40  | 513 | 0  | 0.0083 | 2,023.39 | 2,980 | 221     | 447,153   | 3,711   |
| April          | 1,067.00 | 969      | 46  | 530 | 39 | 0.0083 | 2,023.39 | 3,018 | 2,270   | 4,592,933 | 38,121  |
| May            | 1,182.00 | 1,012    | 81  | 587 | 0  | 0.0083 | 2,023.39 | 3,084 | 1,258   | 2,545,290 | 21,126  |
| June           | 1,188.00 | 1,047    | 57  | 581 | 0  | 0.0083 | 2,023.39 | 3,137 | 211     | 426,417   | 3,539   |
| July           | 1,404.00 | 1,119    | 46  | 140 | 39 | 0.0083 | 2,023.39 | 3,242 | 2,334   | 4,723,333 | 39,204  |
| August         | 835.00   | 1,062    | 101 | 632 | 0  | 0.0083 | 2,023.39 | 3,159 | 1,273   | 2,574,814 | 21,371  |
| September      | 1,565.00 | 1,162    | 81  | 662 | 0  | 0.0083 | 2,023.39 | 3,305 | 110     | 222,678   | 1,848   |
| October        | 1,195.00 | 1,169    | 122 | 706 | 39 | 0.0083 | 2,023.39 | 3,314 | 2,256   | 4,563,804 | 37,880  |
| November       | 1,130.00 | 1,161    | 98  | 678 | 0  | 0.0083 | 2,023.39 | 3,303 | 1,094   | 2,214,279 | 18,379  |
| December       | 118.00   | 953      | 182 | 659 | 0  | 0.0083 | 2,023.39 | 2,992 | 142     | 286,907   | 2,381   |

| Mabthera 500 mg 50 ml |       |          |    |     |    |        |           |     |         |            |         |
|-----------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|------------|---------|
| Date                  | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total  | hld/mth |
| January               | 35.00 | 34       | 10 | 27  | 39 | 0.0083 | 60,485.14 | 567 | 536     | 32,433,305 | 269,196 |
| February              | 31.00 | 34       | 1  | 18  | 0  | 0.0083 | 60,485.14 | 562 | 503     | 30,403,423 | 252,348 |
| March                 | 38.00 | 34       | 2  | 19  | 0  | 0.0083 | 60,485.14 | 569 | 468     | 28,319,831 | 235,055 |
| April                 | 44.00 | 36       | 4  | 22  | 0  | 0.0083 | 60,485.14 | 585 | 432     | 26,120,688 | 216,802 |
| May                   | 52.00 | 39       | 6  | 26  | 0  | 0.0083 | 60,485.14 | 609 | 392     | 23,732,329 | 196,978 |
| June                  | 26.00 | 37       | 4  | 23  | 0  | 0.0083 | 60,485.14 | 588 | 356     | 21,507,118 | 178,509 |
| July                  | 34.00 | 36       | 4  | 11  | 0  | 0.0083 | 60,485.14 | 584 | 319     | 19,315,651 | 160,320 |
| August                | 43.00 | 38       | 8  | 26  | 0  | 0.0083 | 60,485.14 | 594 | 282     | 17,042,304 | 141,451 |
| September             | 30.00 | 36       | 6  | 24  | 0  | 0.0083 | 60,485.14 | 582 | 246     | 14,860,717 | 123,344 |
| October               | 35.00 | 36       | 9  | 27  | 0  | 0.0083 | 60,485.14 | 580 | 210     | 12,692,051 | 105,344 |
| November              | 29.00 | 34       | 7  | 25  | 0  | 0.0083 | 60,485.14 | 569 | 175     | 10,606,304 | 88,032  |
| December              | 3.00  | 28       | 8  | 23  | 0  | 0.0083 | 60,485.14 | 515 | 147     | 8,901,415  | 73,882  |

| Taxotere 80 mg |        |          |    |     |    |        |           |     |         |            |         |
|----------------|--------|----------|----|-----|----|--------|-----------|-----|---------|------------|---------|
| Date           | X      | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total  | hld/mth |
| January        | 96.00  | 73       | 26 | 63  | 39 | 0.0083 | 23,960.45 | 827 | 759     | 18,193,896 | 151,009 |
| February       | 73.00  | 73       | 9  | 46  | 0  | 0.0083 | 23,960.45 | 827 | 686     | 16,448,617 | 136,524 |
| March          | 75.00  | 73       | 9  | 46  | 0  | 0.0083 | 23,960.45 | 830 | 613     | 14,692,987 | 121,952 |
| April          | 97.00  | 78       | 8  | 47  | 0  | 0.0083 | 23,960.45 | 856 | 535     | 12,823,650 | 106,436 |
| May            | 85.00  | 79       | 8  | 48  | 0  | 0.0083 | 23,960.45 | 864 | 456     | 10,920,853 | 90,643  |
| June           | 111.00 | 86       | 10 | 52  | 0  | 0.0083 | 23,960.45 | 898 | 370     | 8,866,694  | 73,594  |
| July           | 91.00  | 87       | 8  | 21  | 0  | 0.0083 | 23,960.45 | 903 | 283     | 6,787,286  | 56,334  |
| August         | 61.00  | 82       | 10 | 51  | 0  | 0.0083 | 23,960.45 | 876 | 202     | 4,831,442  | 40,101  |
| September      | 75.00  | 80       | 8  | 48  | 0  | 0.0083 | 23,960.45 | 869 | 121     | 2,907,360  | 24,131  |
| October        | 101.00 | 84       | 16 | 58  | 0  | 0.0083 | 23,960.45 | 891 | 37      | 884,093    | 7,338   |
| November       | 106.00 | 89       | 13 | 57  | 39 | 0.0083 | 23,960.45 | 913 | 861     | 20,639,975 | 171,312 |
| December       | 9.00   | 73       | 13 | 50  | 0  | 0.0083 | 23,960.45 | 827 | 789     | 18,895,586 | 156,833 |

| Nexavar 200 mg |          |          |     |       |    |        |          |       |         |           |         |
|----------------|----------|----------|-----|-------|----|--------|----------|-------|---------|-----------|---------|
| Date           | X        | Forecast | SS  | ROP   | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 672.00   | 942      | 447 | 918   | 39 | 0.0083 | 1,398.52 | 2,976 | 2,189   | 3,060,733 | 25,404  |
| February       | 963.00   | 947      | 109 | 583   | 0  | 0.0083 | 1,398.52 | 2,982 | 1,242   | 1,737,006 | 14,417  |
| March          | 1,714.00 | 1,100    | 271 | 821   | 0  | 0.0083 | 1,398.52 | 3,215 | 142     | 198,612   | 1,648   |
| April          | 1,944.00 | 1,269    | 369 | 1,003 | 39 | 0.0083 | 1,398.52 | 3,453 | 2,326   | 3,253,358 | 27,003  |
| May            | 1,370.00 | 1,289    | 370 | 1,015 | 0  | 0.0083 | 1,398.52 | 3,481 | 1,037   | 1,450,595 | 12,040  |
| June           | 1,380.00 | 1,307    | 461 | 1,115 | 39 | 0.0083 | 1,398.52 | 3,505 | 3,235   | 4,524,183 | 37,551  |
| July           | 906.00   | 1,227    | 369 | 378   | 0  | 0.0083 | 1,398.52 | 3,396 | 2,008   | 2,808,210 | 23,308  |
| August         | 1,710.00 | 1,324    | 463 | 1,125 | 0  | 0.0083 | 1,398.52 | 3,527 | 684     | 957,137   | 7,944   |
| September      | 974.00   | 1,254    | 370 | 997   | 39 | 0.0083 | 1,398.52 | 3,432 | 2,863   | 4,004,159 | 33,235  |
| October        | 1,656.00 | 1,334    | 345 | 1,013 | 0  | 0.0083 | 1,398.52 | 3,541 | 1,529   | 2,138,338 | 17,748  |
| November       | 1,418.00 | 1,351    | 276 | 952   | 0  | 0.0083 | 1,398.52 | 3,563 | 178     | 249,060   | 2,067   |
| December       | 84.00    | 1,098    | 171 | 720   | 39 | 0.0083 | 1,398.52 | 3,212 | 2,292   | 3,205,578 | 26,606  |

| Velcade 3.5 mg |       |          |    |     |    |        |           |     |         |            |         |
|----------------|-------|----------|----|-----|----|--------|-----------|-----|---------|------------|---------|
| Date           | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total  | hld/mth |
| January        | 19.00 | 30       | 13 | 28  | 39 | 0.0083 | 57,168.18 | 533 | 505     | 28,871,967 | 239,637 |
| February       | 30.00 | 30       | 5  | 20  | 0  | 0.0083 | 57,168.18 | 532 | 475     | 27,147,774 | 225,327 |
| March          | 22.00 | 29       | 5  | 20  | 0  | 0.0083 | 57,168.18 | 518 | 446     | 25,516,880 | 211,790 |
| April          | 33.00 | 29       | 3  | 18  | 0  | 0.0083 | 57,168.18 | 526 | 417     | 23,834,855 | 197,829 |
| May            | 39.00 | 31       | 4  | 20  | 0  | 0.0083 | 57,168.18 | 543 | 386     | 22,043,324 | 182,960 |
| June           | 18.00 | 29       | 4  | 18  | 0  | 0.0083 | 57,168.18 | 519 | 357     | 20,404,293 | 169,356 |
| July           | 21.00 | 27       | 3  | 30  | 0  | 0.0083 | 57,168.18 | 505 | 330     | 18,852,962 | 156,480 |
| August         | 24.00 | 27       | 5  | 19  | 0  | 0.0083 | 57,168.18 | 499 | 303     | 17,337,489 | 143,901 |
| September      | 38.00 | 29       | 4  | 19  | 0  | 0.0083 | 57,168.18 | 520 | 274     | 15,690,633 | 130,232 |
| October        | 57.00 | 34       | 7  | 24  | 0  | 0.0083 | 57,168.18 | 569 | 240     | 13,721,432 | 113,888 |
| November       | 49.00 | 37       | 6  | 24  | 0  | 0.0083 | 57,168.18 | 593 | 203     | 11,585,822 | 96,162  |
| December       | 3.00  | 30       | 7  | 23  | 0  | 0.0083 | 57,168.18 | 535 | 172     | 9,843,033  | 81,697  |

| Erbitux Inj. |        |          |    |     |    |        |           |       |         |            |         |
|--------------|--------|----------|----|-----|----|--------|-----------|-------|---------|------------|---------|
| Date         | X      | Forecast | SS | ROP | P  | I      | C         | EOQ   | Avg.Inv | Sub.total  | hld/mth |
| January      | 174.00 | 157      | 44 | 122 | 39 | 0.0083 | 12,384.42 | 1,215 | 1,074   | 13,303,874 | 110,422 |
| February     | 167.00 | 159      | 7  | 87  | 0  | 0.0083 | 12,384.42 | 1,223 | 915     | 11,332,770 | 94,062  |
| March        | 135.00 | 154      | 11 | 88  | 0  | 0.0083 | 12,384.42 | 1,204 | 761     | 9,421,507  | 78,199  |
| April        | 143.00 | 152      | 9  | 85  | 0  | 0.0083 | 12,384.42 | 1,195 | 609     | 7,538,302  | 62,568  |
| May          | 188.00 | 159      | 14 | 94  | 0  | 0.0083 | 12,384.42 | 1,223 | 449     | 5,566,084  | 46,199  |
| June         | 163.00 | 160      | 11 | 91  | 0  | 0.0083 | 12,384.42 | 1,226 | 289     | 3,584,578  | 29,752  |
| July         | 168.00 | 162      | 9  | 9   | 0  | 0.0083 | 12,384.42 | 1,232 | 128     | 1,583,256  | 13,141  |
| August       | 111.00 | 151      | 18 | 94  | 39 | 0.0083 | 12,384.42 | 1,193 | 1,169   | 14,483,423 | 120,212 |
| September    | 112.00 | 144      | 14 | 86  | 0  | 0.0083 | 12,384.42 | 1,162 | 1,026   | 12,705,219 | 105,453 |
| October      | 124.00 | 140      | 15 | 85  | 0  | 0.0083 | 12,384.42 | 1,146 | 886     | 10,975,522 | 91,097  |
| November     | 101.00 | 132      | 12 | 78  | 0  | 0.0083 | 12,384.42 | 1,113 | 754     | 9,341,599  | 77,535  |
| December     | 4.00   | 106      | 15 | 68  | 0  | 0.0083 | 12,384.42 | 1,000 | 648     | 8,024,553  | 66,604  |

| Alimta 500 mg 20 ml |       |          |    |     |    |        |           |     |         |            |         |
|---------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|------------|---------|
| Date                | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total  | hld/mth |
| January             | 35.00 | 35       | 13 | 30  | 39 | 0.0083 | 38,711.11 | 574 | 541     | 20,943,163 | 173,828 |
| February            | 24.00 | 33       | 4  | 20  | 0  | 0.0083 | 38,711.11 | 555 | 508     | 19,673,439 | 163,290 |
| March               | 36.00 | 33       | 4  | 20  | 0  | 0.0083 | 38,711.11 | 561 | 475     | 18,378,939 | 152,545 |
| April               | 30.00 | 33       | 4  | 20  | 0  | 0.0083 | 38,711.11 | 555 | 442     | 17,111,073 | 142,022 |
| May                 | 31.00 | 32       | 2  | 18  | 0  | 0.0083 | 38,711.11 | 552 | 410     | 15,856,771 | 131,611 |
| June                | 34.00 | 33       | 5  | 21  | 0  | 0.0083 | 38,711.11 | 555 | 377     | 14,590,094 | 121,098 |
| July                | 30.00 | 32       | 4  | 4   | 0  | 0.0083 | 38,711.11 | 550 | 345     | 13,344,486 | 110,759 |
| August              | 24.00 | 31       | 2  | 17  | 0  | 0.0083 | 38,711.11 | 536 | 314     | 12,162,186 | 100,946 |
| September           | 25.00 | 29       | 2  | 16  | 0  | 0.0083 | 38,711.11 | 526 | 285     | 11,022,790 | 91,489  |
| October             | 27.00 | 29       | 2  | 16  | 0  | 0.0083 | 38,711.11 | 522 | 256     | 9,902,234  | 82,189  |
| November            | 30.00 | 29       | 1  | 16  | 0  | 0.0083 | 38,711.11 | 523 | 227     | 8,773,522  | 72,820  |
| December            | 9.00  | 25       | 1  | 14  | 0  | 0.0083 | 38,711.11 | 486 | 202     | 7,800,873  | 64,747  |

| Gemzar 1 gm |        |          |    |     |    |        |          |       |         |           |         |
|-------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date        | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January     | 139.00 | 123      | 45 | 106 | 39 | 0.0083 | 9,958.20 | 1,075 | 963     | 9,586,058 | 79,564  |
| February    | 106.00 | 120      | 8  | 68  | 0  | 0.0083 | 9,958.20 | 1,060 | 843     | 8,395,057 | 69,679  |
| March       | 99.00  | 115      | 11 | 69  | 0  | 0.0083 | 9,958.20 | 1,042 | 728     | 7,245,084 | 60,134  |
| April       | 96.00  | 112      | 11 | 66  | 0  | 0.0083 | 9,958.20 | 1,024 | 616     | 6,133,908 | 50,911  |
| May         | 95.00  | 108      | 11 | 65  | 0  | 0.0083 | 9,958.20 | 1,009 | 508     | 5,055,762 | 41,963  |
| June        | 78.00  | 102      | 13 | 64  | 0  | 0.0083 | 9,958.20 | 980   | 405     | 4,037,897 | 33,515  |
| July        | 108.00 | 103      | 11 | 11  | 0  | 0.0083 | 9,958.20 | 986   | 302     | 3,008,508 | 24,971  |
| August      | 110.00 | 105      | 13 | 66  | 0  | 0.0083 | 9,958.20 | 992   | 197     | 1,965,916 | 16,317  |
| September   | 122.00 | 108      | 11 | 65  | 0  | 0.0083 | 9,958.20 | 1,008 | 89      | 888,863   | 7,378   |
| October     | 107.00 | 108      | 16 | 70  | 39 | 0.0083 | 9,958.20 | 1,007 | 988     | 9,842,985 | 81,697  |
| November    | 109.00 | 108      | 13 | 67  | 0  | 0.0083 | 9,958.20 | 1,008 | 880     | 8,766,098 | 72,759  |
| December    | 26.00  | 92       | 14 | 60  | 0  | 0.0083 | 9,958.20 | 928   | 789     | 7,852,806 | 65,178  |

| Afinitor Tablet 10 mg |        |          |    |     |    |        |          |       |         |           |         |
|-----------------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date                  | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January               | 30.00  | 36       | 9  | 27  | 39 | 0.0083 | 4,993.38 | 578   | 546     | 2,727,917 | 22,642  |
| February              | 0.00   | 28       | 12 | 26  | 0  | 0.0083 | 4,993.38 | 517   | 518     | 2,585,705 | 21,461  |
| March                 | 30.00  | 29       | 12 | 26  | 0  | 0.0083 | 4,993.38 | 520   | 489     | 2,441,976 | 20,268  |
| April                 | 107.00 | 44       | 28 | 50  | 0  | 0.0083 | 4,993.38 | 646   | 445     | 2,220,134 | 18,427  |
| May                   | 75.00  | 51       | 27 | 52  | 0  | 0.0083 | 4,993.38 | 689   | 394     | 1,967,760 | 16,332  |
| June                  | 135.00 | 67       | 35 | 68  | 0  | 0.0083 | 4,993.38 | 796   | 327     | 1,631,039 | 13,538  |
| July                  | 246.00 | 103      | 28 | 28  | 0  | 0.0083 | 4,993.38 | 985   | 223     | 1,115,988 | 9,263   |
| August                | 195.00 | 122      | 34 | 95  | 0  | 0.0083 | 4,993.38 | 1,069 | 102     | 509,206   | 4,226   |
| September             | 324.00 | 162      | 27 | 108 | 39 | 0.0083 | 4,993.38 | 1,234 | 1,174   | 5,861,603 | 48,651  |
| October               | 347.00 | 199      | 48 | 148 | 0  | 0.0083 | 4,993.38 | 1,368 | 975     | 4,867,865 | 40,403  |
| November              | 330.00 | 225      | 39 | 151 | 0  | 0.0083 | 4,993.38 | 1,455 | 750     | 3,743,311 | 31,069  |
| December              | 161.00 | 212      | 81 | 187 | 0  | 0.0083 | 4,993.38 | 1,413 | 537     | 2,682,882 | 22,268  |

| Revlimid Capsule 25 mg |        |          |    |     |    |        |           |     |         |           |         |
|------------------------|--------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date                   | X      | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January                | 105.00 | 55       | 38 | 65  | 39 | 0.0083 | 12,037.50 | 716 | 693     | 8,344,586 | 69,260  |
| February               | 63.00  | 56       | 21 | 49  | 0  | 0.0083 | 12,037.50 | 727 | 637     | 7,667,116 | 63,637  |
| March                  | 21.00  | 49       | 24 | 48  | 0  | 0.0083 | 12,037.50 | 680 | 588     | 7,074,582 | 58,719  |
| April                  | 84.00  | 56       | 16 | 44  | 0  | 0.0083 | 12,037.50 | 727 | 532     | 6,398,325 | 53,106  |
| May                    | 63.00  | 58       | 16 | 45  | 0  | 0.0083 | 12,037.50 | 735 | 474     | 5,705,646 | 47,357  |
| June                   | 84.00  | 63       | 20 | 52  | 0  | 0.0083 | 12,037.50 | 768 | 411     | 4,949,274 | 41,079  |
| July                   | 42.00  | 59       | 16 | 16  | 0  | 0.0083 | 12,037.50 | 743 | 352     | 4,243,061 | 35,217  |
| August                 | 84.00  | 64       | 20 | 52  | 0  | 0.0083 | 12,037.50 | 774 | 289     | 3,475,860 | 28,850  |
| September              | 63.00  | 64       | 16 | 48  | 0  | 0.0083 | 12,037.50 | 773 | 225     | 2,710,427 | 22,497  |
| October                | 126.00 | 76       | 18 | 56  | 0  | 0.0083 | 12,037.50 | 846 | 149     | 1,794,736 | 14,896  |
| November               | 63.00  | 73       | 14 | 51  | 0  | 0.0083 | 12,037.50 | 831 | 76      | 910,511   | 7,557   |
| December               | 0.00   | 59       | 14 | 43  | 0  | 0.0083 | 12,037.50 | 743 | 17      | 203,130   | 1,686   |

| Avastin 100 mg 4 ml |        |          |    |     |    |        |          |     |         |           |         |
|---------------------|--------|----------|----|-----|----|--------|----------|-----|---------|-----------|---------|
| Date                | X      | Forecast | SS | ROP | P  | I      | C        | EOQ | Avg.Inv | Sub.total | hld/mth |
| January             | 69.00  | 63       | 20 | 52  | 39 | 0.0083 | 9,788.40 | 772 | 710     | 6,954,516 | 57,722  |
| February            | 76.00  | 66       | 5  | 38  | 0  | 0.0083 | 9,788.40 | 787 | 645     | 6,309,265 | 52,367  |
| March               | 72.00  | 67       | 5  | 39  | 0  | 0.0083 | 9,788.40 | 794 | 577     | 5,652,111 | 46,913  |
| April               | 76.00  | 69       | 5  | 40  | 0  | 0.0083 | 9,788.40 | 805 | 509     | 4,977,604 | 41,314  |
| May                 | 86.00  | 72       | 7  | 43  | 0  | 0.0083 | 9,788.40 | 824 | 436     | 4,269,638 | 35,438  |
| June                | 104.00 | 79       | 7  | 46  | 0  | 0.0083 | 9,788.40 | 860 | 358     | 3,499,667 | 29,047  |
| July                | 101.00 | 83       | 5  | 5   | 0  | 0.0083 | 9,788.40 | 884 | 274     | 2,685,964 | 22,293  |
| August              | 110.00 | 89       | 8  | 52  | 0  | 0.0083 | 9,788.40 | 912 | 186     | 1,819,657 | 15,103  |
| September           | 63.00  | 83       | 7  | 48  | 0  | 0.0083 | 9,788.40 | 885 | 102     | 1,003,277 | 8,327   |
| October             | 91.00  | 85       | 15 | 57  | 0  | 0.0083 | 9,788.40 | 893 | 18      | 172,024   | 1,428   |
| November            | 65.00  | 81       | 12 | 52  | 39 | 0.0083 | 9,788.40 | 872 | 809     | 7,916,582 | 65,708  |
| December            | 23.00  | 69       | 17 | 52  | 0  | 0.0083 | 9,788.40 | 807 | 739     | 7,237,755 | 60,073  |

| Taxotere 20 mg |        |          |    |     |    |        |          |       |         |           |         |
|----------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date           | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 121.00 | 82       | 30 | 71  | 39 | 0.0083 | 6,778.04 | 877   | 800     | 5,422,218 | 45,004  |
| February       | 89.00  | 83       | 16 | 58  | 0  | 0.0083 | 6,778.04 | 884   | 717     | 4,858,014 | 40,322  |
| March          | 99.00  | 86       | 17 | 60  | 0  | 0.0083 | 6,778.04 | 901   | 630     | 4,272,446 | 35,461  |
| April          | 110.00 | 91       | 9  | 55  | 0  | 0.0083 | 6,778.04 | 925   | 539     | 3,654,874 | 30,335  |
| May            | 130.00 | 99       | 16 | 65  | 0  | 0.0083 | 6,778.04 | 964   | 440     | 2,984,588 | 24,772  |
| June           | 128.00 | 105      | 12 | 64  | 0  | 0.0083 | 6,778.04 | 992   | 336     | 2,274,841 | 18,881  |
| July           | 110.00 | 106      | 9  | 9   | 0  | 0.0083 | 6,778.04 | 997   | 230     | 1,557,926 | 12,931  |
| August         | 121.00 | 109      | 19 | 74  | 0  | 0.0083 | 6,778.04 | 1,011 | 121     | 820,366   | 6,809   |
| September      | 107.00 | 108      | 16 | 70  | 0  | 0.0083 | 6,778.04 | 1,010 | 13      | 85,268    | 708     |
| October        | 122.00 | 111      | 22 | 77  | 39 | 0.0083 | 6,778.04 | 1,022 | 924     | 6,259,539 | 51,954  |
| November       | 94.00  | 108      | 17 | 71  | 0  | 0.0083 | 6,778.04 | 1,006 | 816     | 5,529,342 | 45,894  |
| December       | 14.00  | 89       | 20 | 64  | 0  | 0.0083 | 6,778.04 | 914   | 727     | 4,926,206 | 40,888  |

| Campto 100 mg |        |          |    |     |    |        |           |     |         |           |         |
|---------------|--------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date          | X      | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January       | 58.00  | 59       | 24 | 53  | 39 | 0.0083 | 12,095.65 | 743 | 691     | 8,352,725 | 69,328  |
| February      | 58.00  | 59       | 0  | 30  | 0  | 0.0083 | 12,095.65 | 742 | 632     | 7,643,436 | 63,441  |
| March         | 53.00  | 58       | 2  | 31  | 0  | 0.0083 | 12,095.65 | 735 | 574     | 6,947,791 | 57,667  |
| April         | 56.00  | 57       | 2  | 31  | 0  | 0.0083 | 12,095.65 | 733 | 517     | 6,255,804 | 51,923  |
| May           | 63.00  | 58       | 3  | 32  | 0  | 0.0083 | 12,095.65 | 741 | 459     | 5,549,809 | 46,063  |
| June          | 52.00  | 57       | 2  | 31  | 0  | 0.0083 | 12,095.65 | 732 | 402     | 4,859,218 | 40,332  |
| July          | 52.00  | 56       | 2  | 2   | 0  | 0.0083 | 12,095.65 | 726 | 346     | 4,180,951 | 34,702  |
| August        | 50.00  | 55       | 3  | 31  | 0  | 0.0083 | 12,095.65 | 718 | 291     | 3,517,380 | 29,194  |
| September     | 56.00  | 55       | 3  | 30  | 0  | 0.0083 | 12,095.65 | 720 | 236     | 2,851,053 | 23,664  |
| October       | 75.00  | 59       | 4  | 33  | 0  | 0.0083 | 12,095.65 | 745 | 177     | 2,136,556 | 17,733  |
| November      | 103.00 | 68       | 3  | 37  | 0  | 0.0083 | 12,095.65 | 799 | 109     | 1,315,788 | 10,921  |
| December      | 10.00  | 56       | 4  | 32  | 0  | 0.0083 | 12,095.65 | 727 | 52      | 634,982   | 5,270   |

| Alimta 100 mg inj. |       |          |    |     |    |        |          |     |         |           |         |
|--------------------|-------|----------|----|-----|----|--------|----------|-----|---------|-----------|---------|
| Date               | X     | Forecast | SS | ROP | P  | I      | C        | EOQ | Avg.Inv | Sub.total | hld/mth |
| January            | 88.00 | 85       | 27 | 70  | 39 | 0.0083 | 8,859.60 | 893 | 809     | 7,166,542 | 59,482  |
| February           | 61.00 | 80       | 8  | 48  | 0  | 0.0083 | 8,859.60 | 867 | 729     | 6,457,420 | 53,597  |
| March              | 90.00 | 82       | 8  | 49  | 0  | 0.0083 | 8,859.60 | 878 | 647     | 5,730,649 | 47,564  |
| April              | 79.00 | 81       | 8  | 49  | 0  | 0.0083 | 8,859.60 | 875 | 565     | 5,009,251 | 41,577  |
| May                | 76.00 | 80       | 4  | 44  | 0  | 0.0083 | 8,859.60 | 869 | 485     | 4,297,466 | 35,669  |
| June               | 86.00 | 81       | 10 | 51  | 0  | 0.0083 | 8,859.60 | 875 | 404     | 3,575,654 | 29,678  |
| July               | 85.00 | 82       | 8  | 8   | 0  | 0.0083 | 8,859.60 | 879 | 321     | 2,847,590 | 23,635  |
| August             | 67.00 | 79       | 5  | 44  | 0  | 0.0083 | 8,859.60 | 862 | 242     | 2,146,421 | 17,815  |
| September          | 62.00 | 76       | 4  | 42  | 0  | 0.0083 | 8,859.60 | 844 | 167     | 1,475,626 | 12,248  |
| October            | 81.00 | 77       | 3  | 42  | 0  | 0.0083 | 8,859.60 | 849 | 90      | 795,465   | 6,602   |
| November           | 79.00 | 77       | 3  | 41  | 0  | 0.0083 | 8,859.60 | 852 | 13      | 111,355   | 924     |
| December           | 21.00 | 66       | 3  | 36  | 39 | 0.0083 | 8,859.60 | 787 | 734     | 6,502,866 | 53,974  |

| Vidaza 100 mg |       |          |    |     |    |        |           |     |         |           |         |
|---------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date          | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January       | 21.00 | 14       | 3  | 10  | 39 | 0.0083 | 22,470.00 | 360 | 352     | 7,916,641 | 65,708  |
| February      | 42.00 | 19       | 10 | 19  | 0  | 0.0083 | 22,470.00 | 427 | 333     | 7,479,824 | 62,083  |
| March         | 66.00 | 29       | 18 | 32  | 0  | 0.0083 | 22,470.00 | 520 | 304     | 6,833,767 | 56,720  |
| April         | 26.00 | 28       | 18 | 32  | 0  | 0.0083 | 22,470.00 | 515 | 276     | 6,200,077 | 51,461  |
| May           | 35.00 | 30       | 15 | 30  | 0  | 0.0083 | 22,470.00 | 527 | 246     | 5,535,835 | 45,947  |
| June          | 28.00 | 29       | 22 | 37  | 0  | 0.0083 | 22,470.00 | 524 | 217     | 4,878,609 | 40,492  |
| July          | 21.00 | 28       | 18 | 18  | 0  | 0.0083 | 22,470.00 | 509 | 190     | 4,258,455 | 35,345  |
| August        | 14.00 | 25       | 19 | 31  | 0  | 0.0083 | 22,470.00 | 484 | 165     | 3,699,415 | 30,705  |
| September     | 10.00 | 22       | 15 | 26  | 0  | 0.0083 | 22,470.00 | 454 | 143     | 3,207,243 | 26,620  |
| October       | 18.00 | 21       | 3  | 14  | 0  | 0.0083 | 22,470.00 | 446 | 122     | 2,732,614 | 22,681  |
| November      | 33.00 | 23       | 2  | 14  | 0  | 0.0083 | 22,470.00 | 470 | 98      | 2,204,609 | 18,298  |
| December      | 7.00  | 20       | 4  | 14  | 0  | 0.0083 | 22,470.00 | 436 | 78      | 1,750,746 | 14,531  |

| Oxalip 150 mg 30 ml |       |          |    |     |    |        |           |     |         |           |         |
|---------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date                | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January             | 41.00 | 32       | 4  | 20  | 39 | 0.0083 | 17,405.33 | 550 | 524     | 9,127,235 | 75,756  |
| February            | 36.00 | 33       | 4  | 20  | 0  | 0.0083 | 17,405.33 | 557 | 491     | 8,553,555 | 70,995  |
| March               | 38.00 | 34       | 4  | 21  | 0  | 0.0083 | 17,405.33 | 565 | 457     | 7,962,331 | 66,087  |
| April               | 38.00 | 35       | 2  | 20  | 0  | 0.0083 | 17,405.33 | 572 | 423     | 7,357,071 | 61,064  |
| May                 | 27.00 | 33       | 3  | 20  | 0  | 0.0083 | 17,405.33 | 559 | 389     | 6,778,874 | 56,265  |
| June                | 32.00 | 33       | 3  | 20  | 0  | 0.0083 | 17,405.33 | 557 | 356     | 6,204,923 | 51,501  |
| July                | 37.00 | 34       | 2  | 2   | 0  | 0.0083 | 17,405.33 | 563 | 323     | 5,616,962 | 46,621  |
| August              | 27.00 | 32       | 4  | 20  | 0  | 0.0083 | 17,405.33 | 552 | 290     | 5,052,605 | 41,937  |
| September           | 24.00 | 31       | 3  | 19  | 0  | 0.0083 | 17,405.33 | 537 | 260     | 4,517,573 | 37,496  |
| October             | 31.00 | 31       | 4  | 19  | 0  | 0.0083 | 17,405.33 | 538 | 229     | 3,981,635 | 33,048  |
| November            | 30.00 | 31       | 3  | 18  | 0  | 0.0083 | 17,405.33 | 537 | 198     | 3,448,453 | 28,622  |
| December            | 3.00  | 25       | 4  | 16  | 0  | 0.0083 | 17,405.33 | 486 | 173     | 3,011,464 | 24,995  |

| Sutent 12.5 mg |        |          |     |     |    |        |          |       |         |           |         |
|----------------|--------|----------|-----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date           | X      | Forecast | SS  | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 397.00 | 238      | 126 | 245 | 39 | 0.0083 | 1,103.22 | 1,495 | 1,313   | 1,448,646 | 12,024  |
| February       | 624.00 | 315      | 140 | 298 | 0  | 0.0083 | 1,103.22 | 1,721 | 998     | 1,101,087 | 9,139   |
| March          | 137.00 | 279      | 152 | 292 | 0  | 0.0083 | 1,103.22 | 1,620 | 719     | 792,813   | 6,580   |
| April          | 480.00 | 320      | 152 | 312 | 0  | 0.0083 | 1,103.22 | 1,733 | 399     | 440,283   | 3,654   |
| May            | 539.00 | 363      | 112 | 294 | 0  | 0.0083 | 1,103.22 | 1,848 | 36      | 39,333    | 326     |
| June           | 644.00 | 420      | 190 | 400 | 0  | 0.0083 | 1,103.22 | 1,986 | 1,602   | 1,767,072 | 14,667  |
| July           | 540.00 | 444      | 152 | 152 | 0  | 0.0083 | 1,103.22 | 2,042 | 1,158   | 1,277,640 | 10,604  |
| August         | 490.00 | 453      | 140 | 367 | 0  | 0.0083 | 1,103.22 | 2,063 | 705     | 777,979   | 6,457   |
| September      | 282.00 | 419      | 112 | 321 | 0  | 0.0083 | 1,103.22 | 1,984 | 286     | 316,028   | 2,623   |
| October        | 690.00 | 473      | 165 | 402 | 39 | 0.0083 | 1,103.22 | 2,108 | 1,922   | 2,120,136 | 17,597  |
| November       | 618.00 | 502      | 132 | 383 | 0  | 0.0083 | 1,103.22 | 2,172 | 1,420   | 1,566,334 | 13,001  |
| December       | 72.00  | 416      | 152 | 360 | 0  | 0.0083 | 1,103.22 | 1,977 | 1,004   | 1,107,406 | 9,191   |

| Herceptin 440 mg 20 ml |       |          |    |     |    |        |           |     |         |           |         |
|------------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date                   | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January                | 3.00  | 1        | 1  | 2   | 39 | 0.0083 | 77,476.70 | 115 | 114     | 8,855,768 | 73,503  |
| February               | 5.00  | 2        | 1  | 2   | 0  | 0.0083 | 77,476.70 | 141 | 112     | 8,691,517 | 72,140  |
| March                  | 6.00  | 3        | 2  | 3   | 0  | 0.0083 | 77,476.70 | 165 | 109     | 8,467,145 | 70,277  |
| April                  | 6.00  | 4        | 2  | 4   | 0  | 0.0083 | 77,476.70 | 182 | 106     | 8,194,675 | 68,016  |
| May                    | 5.00  | 4        | 2  | 4   | 0  | 0.0083 | 77,476.70 | 189 | 102     | 7,899,222 | 65,564  |
| June                   | 4.00  | 4        | 2  | 4   | 0  | 0.0083 | 77,476.70 | 190 | 98      | 7,600,879 | 63,087  |
| July                   | 5.00  | 4        | 2  | 2   | 0  | 0.0083 | 77,476.70 | 196 | 94      | 7,284,727 | 60,463  |
| August                 | 12.00 | 6        | 2  | 5   | 0  | 0.0083 | 77,476.70 | 231 | 88      | 6,845,862 | 56,821  |
| September              | 8.00  | 6        | 2  | 5   | 0  | 0.0083 | 77,476.70 | 240 | 82      | 6,370,807 | 52,878  |
| October                | 6.00  | 6        | 1  | 4   | 0  | 0.0083 | 77,476.70 | 240 | 76      | 5,897,791 | 48,952  |
| November               | 10.00 | 7        | 1  | 5   | 0  | 0.0083 | 77,476.70 | 254 | 69      | 5,364,424 | 44,525  |
| December               | 7.00  | 7        | 1  | 4   | 0  | 0.0083 | 77,476.70 | 255 | 62      | 4,829,264 | 40,083  |

| Gemzar 200 mg |        |          |    |     |    |        |          |       |         |           |         |
|---------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date          | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January       | 304.00 | 251      | 90 | 216 | 39 | 0.0083 | 2,107.80 | 1,536 | 1,304   | 2,749,095 | 22,817  |
| February      | 244.00 | 250      | 21 | 146 | 0  | 0.0083 | 2,107.80 | 1,532 | 1,054   | 2,222,651 | 18,448  |
| March         | 203.00 | 240      | 26 | 146 | 0  | 0.0083 | 2,107.80 | 1,503 | 814     | 1,715,919 | 14,242  |
| April         | 192.00 | 231      | 22 | 137 | 0  | 0.0083 | 2,107.80 | 1,473 | 583     | 1,229,594 | 10,206  |
| May           | 197.00 | 224      | 24 | 136 | 0  | 0.0083 | 2,107.80 | 1,451 | 359     | 757,487   | 6,287   |
| June          | 173.00 | 214      | 27 | 134 | 0  | 0.0083 | 2,107.80 | 1,417 | 146     | 306,871   | 2,547   |
| July          | 213.00 | 214      | 22 | 22  | 39 | 0.0083 | 2,107.80 | 1,417 | 1,349   | 2,843,115 | 23,598  |
| August        | 240.00 | 219      | 30 | 140 | 0  | 0.0083 | 2,107.80 | 1,434 | 1,130   | 2,381,712 | 19,768  |
| September     | 228.00 | 221      | 24 | 135 | 0  | 0.0083 | 2,107.80 | 1,440 | 909     | 1,916,475 | 15,907  |
| October       | 224.00 | 221      | 32 | 142 | 0  | 0.0083 | 2,107.80 | 1,442 | 688     | 1,449,855 | 12,034  |
| November      | 221.00 | 221      | 25 | 136 | 0  | 0.0083 | 2,107.80 | 1,442 | 467     | 983,395   | 8,162   |
| December      | 47.00  | 186      | 25 | 118 | 0  | 0.0083 | 2,107.80 | 1,324 | 280     | 590,413   | 4,900   |

| Tarceva 100 mg |        |          |    |     |    |        |          |       |         |           |         |
|----------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date           | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January        | 240.00 | 120      | 77 | 137 | 39 | 0.0083 | 2,211.61 | 1,062 | 982     | 2,172,768 | 18,034  |
| February       | 180.00 | 132      | 52 | 118 | 0  | 0.0083 | 2,211.61 | 1,114 | 850     | 1,880,836 | 15,611  |
| March          | 216.00 | 149      | 59 | 133 | 0  | 0.0083 | 2,211.61 | 1,183 | 702     | 1,551,748 | 12,880  |
| April          | 110.00 | 141      | 36 | 106 | 0  | 0.0083 | 2,211.61 | 1,151 | 561     | 1,239,823 | 10,291  |
| May            | 217.00 | 156      | 39 | 117 | 0  | 0.0083 | 2,211.61 | 1,212 | 404     | 894,298   | 7,423   |
| June           | 122.00 | 149      | 45 | 119 | 0  | 0.0083 | 2,211.61 | 1,185 | 255     | 563,916   | 4,681   |
| July           | 306.00 | 181      | 36 | 36  | 0  | 0.0083 | 2,211.61 | 1,303 | 74      | 164,259   | 1,363   |
| August         | 111.00 | 167      | 48 | 132 | 39 | 0.0083 | 2,211.61 | 1,252 | 1,159   | 2,564,108 | 21,282  |
| September      | 450.00 | 223      | 39 | 150 | 0  | 0.0083 | 2,211.61 | 1,449 | 936     | 2,070,005 | 17,181  |
| October        | 177.00 | 214      | 37 | 144 | 0  | 0.0083 | 2,211.61 | 1,419 | 722     | 1,596,431 | 13,250  |
| November       | 180.00 | 207      | 30 | 133 | 0  | 0.0083 | 2,211.61 | 1,396 | 515     | 1,137,954 | 9,445   |
| December       | 0.00   | 166      | 72 | 155 | 0  | 0.0083 | 2,211.61 | 1,248 | 349     | 771,173   | 6,401   |

| Sprycel 50 mg |        |          |    |     |    |        |          |       |         |           |         |
|---------------|--------|----------|----|-----|----|--------|----------|-------|---------|-----------|---------|
| Date          | X      | Forecast | SS | ROP | P  | I      | C        | EOQ   | Avg.Inv | Sub.total | hld/mth |
| January       | 120.00 | 142      | 54 | 125 | 39 | 0.0083 | 2,007.32 | 1,157 | 1,030   | 2,068,369 | 17,167  |
| February      | 180.00 | 150      | 15 | 90  | 0  | 0.0083 | 2,007.32 | 1,187 | 880     | 1,767,432 | 14,670  |
| March         | 180.00 | 156      | 18 | 96  | 0  | 0.0083 | 2,007.32 | 1,211 | 725     | 1,454,418 | 12,072  |
| April         | 180.00 | 161      | 17 | 98  | 0  | 0.0083 | 2,007.32 | 1,229 | 564     | 1,131,744 | 9,393   |
| May           | 324.00 | 193      | 54 | 151 | 0  | 0.0083 | 2,007.32 | 1,348 | 370     | 743,530   | 6,171   |
| June          | 180.00 | 191      | 22 | 117 | 0  | 0.0083 | 2,007.32 | 1,339 | 180     | 360,696   | 2,994   |
| July          | 180.00 | 189      | 17 | 17  | 39 | 0.0083 | 2,007.32 | 1,331 | 1,322   | 2,654,355 | 22,031  |
| August        | 250.00 | 201      | 68 | 168 | 0  | 0.0083 | 2,007.32 | 1,374 | 1,121   | 2,251,164 | 18,685  |
| September     | 190.00 | 199      | 54 | 154 | 0  | 0.0083 | 2,007.32 | 1,366 | 923     | 1,852,333 | 15,374  |
| October       | 60.00  | 171      | 67 | 152 | 0  | 0.0083 | 2,007.32 | 1,267 | 752     | 1,509,180 | 12,526  |
| November      | 180.00 | 173      | 54 | 140 | 0  | 0.0083 | 2,007.32 | 1,274 | 579     | 1,162,395 | 9,648   |
| December      | 0.00   | 138      | 66 | 135 | 0  | 0.0083 | 2,007.32 | 1,140 | 441     | 884,966   | 7,345   |

| Taxol 300 mg 50 ml |       |          |    |     |    |        |           |     |         |           |         |
|--------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date               | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January            | 10.00 | 6        | 4  | 7   | 39 | 0.0083 | 19,260.00 | 237 | 235     | 4,525,260 | 37,560  |
| February           | 14.00 | 8        | 3  | 7   | 0  | 0.0083 | 19,260.00 | 267 | 227     | 4,378,884 | 36,345  |
| March              | 8.00  | 8        | 3  | 7   | 0  | 0.0083 | 19,260.00 | 269 | 220     | 4,230,967 | 35,117  |
| April              | 12.00 | 9        | 3  | 7   | 0  | 0.0083 | 19,260.00 | 283 | 211     | 4,066,410 | 33,751  |
| May                | 24.00 | 12       | 5  | 11  | 0  | 0.0083 | 19,260.00 | 331 | 199     | 3,842,316 | 31,891  |
| June               | 15.00 | 12       | 4  | 10  | 0  | 0.0083 | 19,260.00 | 340 | 187     | 3,605,261 | 29,924  |
| July               | 24.00 | 15       | 3  | 3   | 0  | 0.0083 | 19,260.00 | 371 | 173     | 3,323,169 | 27,582  |
| August             | 21.00 | 16       | 6  | 14  | 0  | 0.0083 | 19,260.00 | 387 | 157     | 3,016,603 | 25,038  |
| September          | 17.00 | 16       | 5  | 13  | 0  | 0.0083 | 19,260.00 | 389 | 140     | 2,705,867 | 22,459  |
| October            | 23.00 | 18       | 7  | 15  | 0  | 0.0083 | 19,260.00 | 406 | 123     | 2,368,681 | 19,660  |
| November           | 28.00 | 20       | 5  | 15  | 0  | 0.0083 | 19,260.00 | 429 | 103     | 1,991,077 | 16,526  |
| December           | 4.00  | 16       | 8  | 16  | 0  | 0.0083 | 19,260.00 | 394 | 87      | 1,673,586 | 13,891  |

| Lipo-dox 2 mg/ml 10 ml |       |          |    |     |    |        |           |     |         |           |         |
|------------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date                   | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January                | 22.00 | 29       | 15 | 30  | 39 | 0.0083 | 13,618.18 | 524 | 500     | 6,804,204 | 56,475  |
| February               | 23.00 | 28       | 4  | 18  | 0  | 0.0083 | 13,618.18 | 513 | 472     | 6,423,440 | 53,315  |
| March                  | 17.00 | 26       | 5  | 18  | 0  | 0.0083 | 13,618.18 | 492 | 446     | 6,072,527 | 50,402  |
| April                  | 25.00 | 26       | 4  | 17  | 0  | 0.0083 | 13,618.18 | 491 | 420     | 5,723,705 | 47,507  |
| May                    | 23.00 | 25       | 4  | 16  | 0  | 0.0083 | 13,618.18 | 486 | 395     | 5,382,004 | 44,671  |
| June                   | 41.00 | 28       | 5  | 19  | 0  | 0.0083 | 13,618.18 | 515 | 367     | 4,996,975 | 41,475  |
| July                   | 20.00 | 27       | 4  | 4   | 0  | 0.0083 | 13,618.18 | 500 | 340     | 4,634,478 | 38,466  |
| August                 | 24.00 | 26       | 5  | 18  | 0  | 0.0083 | 13,618.18 | 495 | 314     | 4,279,114 | 35,517  |
| September              | 18.00 | 24       | 4  | 16  | 0  | 0.0083 | 13,618.18 | 480 | 290     | 3,945,797 | 32,750  |
| October                | 24.00 | 24       | 7  | 19  | 0  | 0.0083 | 13,618.18 | 479 | 265     | 3,613,776 | 29,994  |
| November               | 21.00 | 24       | 5  | 17  | 0  | 0.0083 | 13,618.18 | 472 | 242     | 3,290,963 | 27,315  |
| December               | 9.00  | 21       | 7  | 18  | 0  | 0.0083 | 13,618.18 | 442 | 221     | 3,008,199 | 24,968  |

| Faslodex inj.250 mg 5 ml |       |          |    |     |    |        |           |     |         |           |         |
|--------------------------|-------|----------|----|-----|----|--------|-----------|-----|---------|-----------|---------|
| Date                     | X     | Forecast | SS | ROP | P  | I      | C         | EOQ | Avg.Inv | Sub.total | hld/mth |
| January                  | 0.00  | 0        | 0  | 0   | 0  | 0.0083 | 15,247.50 | 0   | 0       | 0         | 0       |
| February                 | 17.00 | 3        | 5  | 7   | 39 | 0.0083 | 15,247.50 | 179 | 175     | 2,673,660 | 22,191  |
| March                    | 25.00 | 8        | 9  | 13  | 0  | 0.0083 | 15,247.50 | 269 | 168     | 2,555,949 | 21,214  |
| April                    | 32.00 | 13       | 12 | 18  | 0  | 0.0083 | 15,247.50 | 344 | 155     | 2,364,196 | 19,623  |
| May                      | 25.00 | 15       | 11 | 19  | 0  | 0.0083 | 15,247.50 | 376 | 140     | 2,134,557 | 17,717  |
| June                     | 14.00 | 15       | 15 | 22  | 0  | 0.0083 | 15,247.50 | 374 | 125     | 1,908,152 | 15,838  |
| July                     | 30.00 | 18       | 12 | 12  | 0  | 0.0083 | 15,247.50 | 410 | 107     | 1,635,543 | 13,575  |
| August                   | 12.00 | 17       | 14 | 22  | 0  | 0.0083 | 15,247.50 | 396 | 91      | 1,380,862 | 11,461  |
| September                | 22.00 | 18       | 11 | 20  | 0  | 0.0083 | 15,247.50 | 409 | 73      | 1,110,029 | 9,213   |
| October                  | 12.00 | 17       | 11 | 19  | 0  | 0.0083 | 15,247.50 | 395 | 56      | 856,768   | 7,111   |
| November                 | 18.00 | 17       | 9  | 17  | 0  | 0.0083 | 15,247.50 | 398 | 39      | 599,268   | 4,974   |
| December                 | 10.00 | 16       | 8  | 16  | 0  | 0.0083 | 15,247.50 | 382 | 24      | 362,773   | 3,011   |

| Temodal 100 mg |       |          |    |     |    |        |          |     |         |           |         |
|----------------|-------|----------|----|-----|----|--------|----------|-----|---------|-----------|---------|
| Date           | X     | Forecast | SS | ROP | P  | I      | C        | EOQ | Avg.Inv | Sub.total | hld/mth |
| January        | 38.00 | 44       | 34 | 56  | 39 | 0.0083 | 6,213.28 | 640 | 624     | 3,877,120 | 32,180  |
| February       | 89.00 | 53       | 15 | 41  | 0  | 0.0083 | 6,213.28 | 704 | 571     | 3,549,805 | 29,463  |
| March          | 30.00 | 48       | 17 | 41  | 0  | 0.0083 | 6,213.28 | 673 | 523     | 3,250,673 | 26,981  |
| April          | 65.00 | 52       | 17 | 43  | 0  | 0.0083 | 6,213.28 | 696 | 472     | 2,930,594 | 24,324  |
| May            | 60.00 | 53       | 10 | 36  | 0  | 0.0083 | 6,213.28 | 707 | 418     | 2,599,972 | 21,580  |
| June           | 37.00 | 50       | 22 | 47  | 0  | 0.0083 | 6,213.28 | 685 | 368     | 2,289,496 | 19,003  |
| July           | 67.00 | 53       | 17 | 17  | 0  | 0.0083 | 6,213.28 | 708 | 315     | 1,957,858 | 16,250  |
| August         | 40.00 | 51       | 12 | 37  | 0  | 0.0083 | 6,213.28 | 690 | 264     | 1,642,840 | 13,636  |
| September      | 10.00 | 43       | 10 | 31  | 0  | 0.0083 | 6,213.28 | 632 | 222     | 1,378,400 | 11,441  |
| October        | 25.00 | 39       | 10 | 30  | 0  | 0.0083 | 6,213.28 | 606 | 183     | 1,135,781 | 9,427   |
| November       | 42.00 | 40       | 8  | 28  | 0  | 0.0083 | 6,213.28 | 610 | 143     | 889,495   | 7,383   |
| December       | 3.00  | 32       | 10 | 26  | 0  | 0.0083 | 6,213.28 | 551 | 111     | 688,738   | 5,717   |

## **BIOGRAPHY**

|                                   |  |
|-----------------------------------|--|
| <b>NAME</b>                       | Mr. Pawat Sinsarn  |
| <b>DATE OF BIRTH</b>              | December 3, 1986   |
| <b>PLACE OF BIRTH</b>             | Bangkok, Thailand  |
| <b>INSTITUTIONS ATTENDED</b>      | Suan Dusit Rajabhat University,<br>2006 – 2010, Bachelor of<br>Business Administration<br>(Business Computer)<br>Mahidol University, 2012 – 2015<br>Master of Science (Information<br>Technology Management) |
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| <b>PUBLICATION / PRESENTATION</b> | -  |