

Safe. Compliant.
Profitable.

Veterinary Solutions
for Practice Growth
& Patient Care.



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

Laura, Practice Manager

Austin Vet Care Central, CUBEX Administrator



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Maximizing the Health of Veterinary Practices

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

All CUBEX subscriptions include:



Full integration
with most major
PIMS systems



Software updates
for the life of the
subscription



Unlimited storage
of inventory data
and reports



Customized database
built to precisely fit the
customer's needs



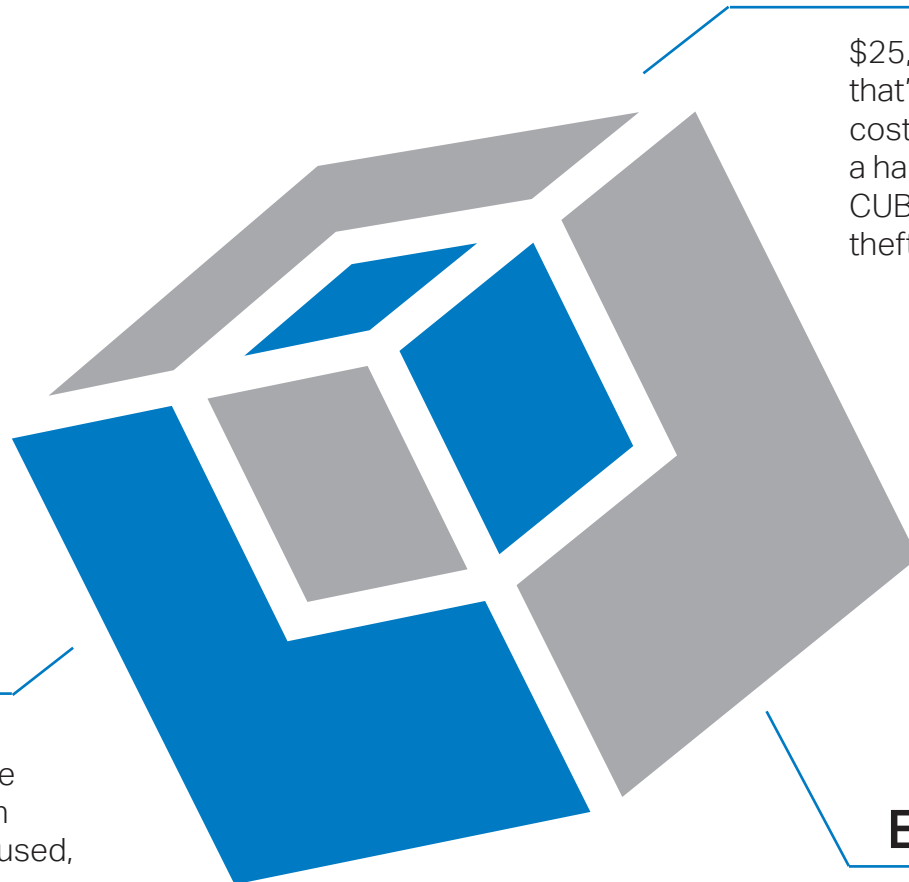
White glove
delivery, installation
and on-site training

3 Dimensions of CUBEX

Maximizing your practice health

Safety

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



Profitability

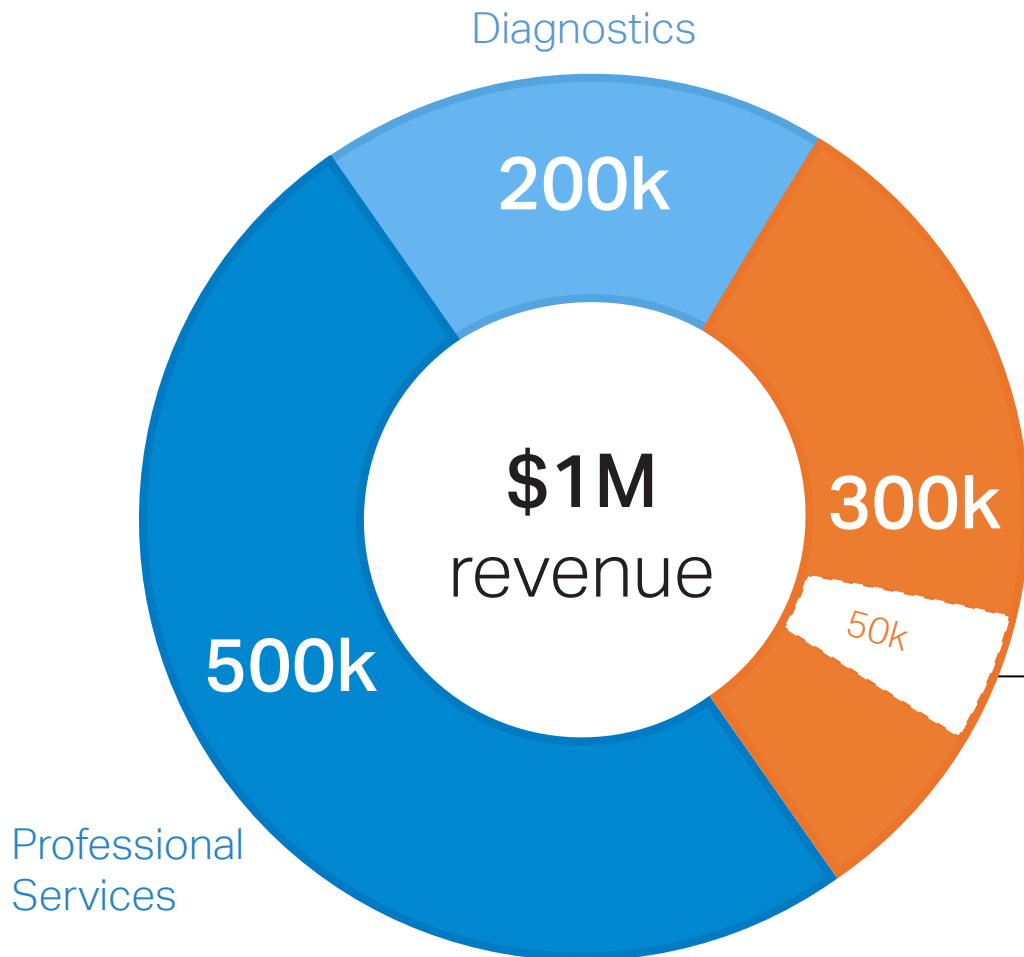
\$25,000 per doctor, per year – that's what manual billing errors cost the average practice. Without a hardware-based solution like CUBEX, human errors, waste, and theft are inevitable.

Efficiency

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



Financial impact of missed revenue



AAHA State-of-the-Industry 2017

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

30%
of revenue

Pharmacy
& Supply

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

Missed charges (2x DVM practice):
17% of Pharmacy & Supply revenue

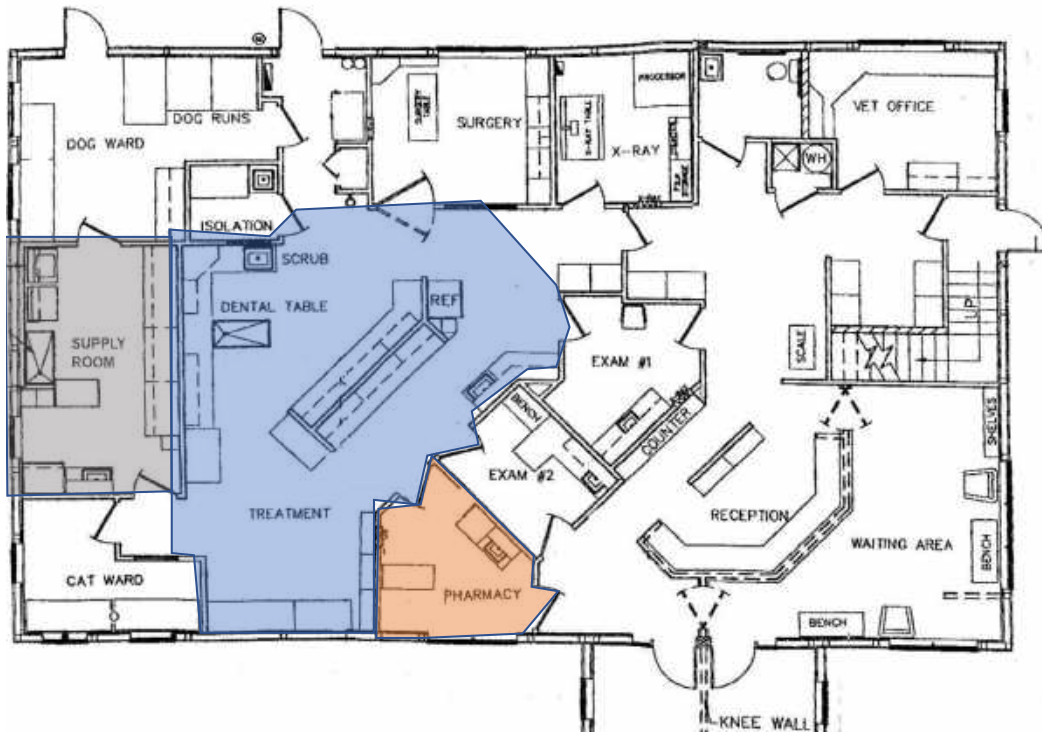
\$50,000

That's \$25,000 per doctor, per year
...or **\$83 per doctor, per day**

*AAHA State of the Veterinary Profession 2013

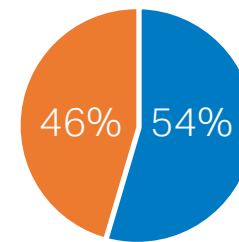
Look inside your **business** within a business

■ Treatment
 ■ Pharmacy
 ■ Supply

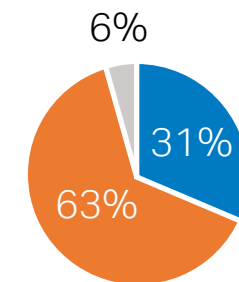


Where does veterinary revenue come from?

Average Revenue Segmentation



How are you managing your pharma supply business?



Mountain West Case Study

Profile:

Type: General Practice

Full Time DVMs: 4

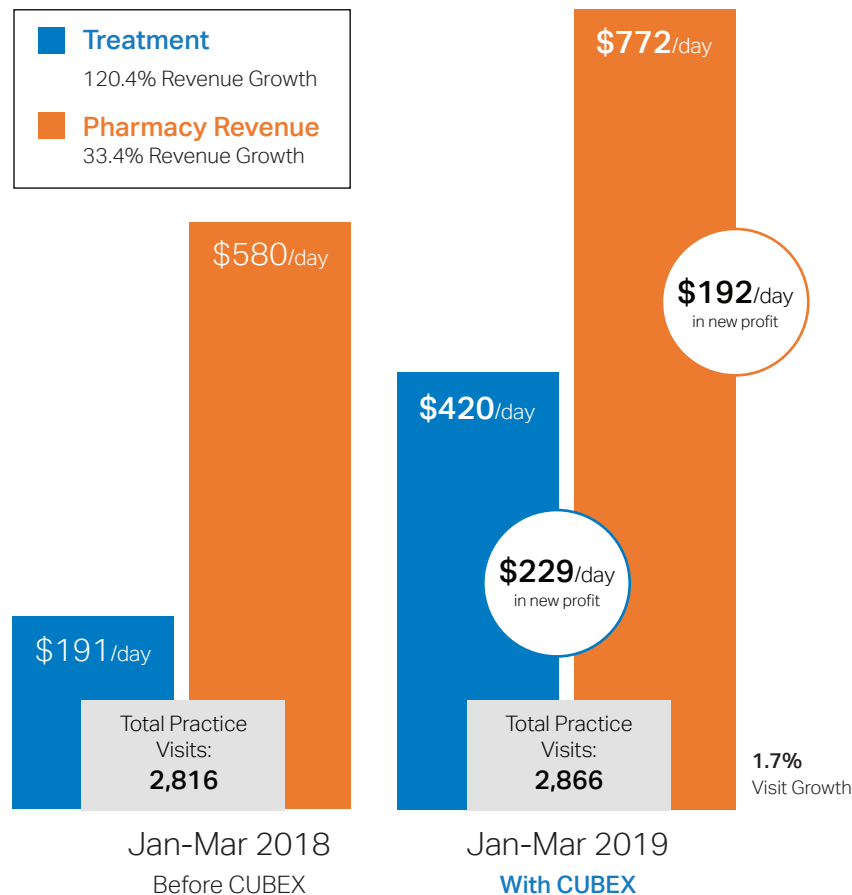
Practice Size: \$2.3M 2018 gross

CUBEX Solutions Implemented:

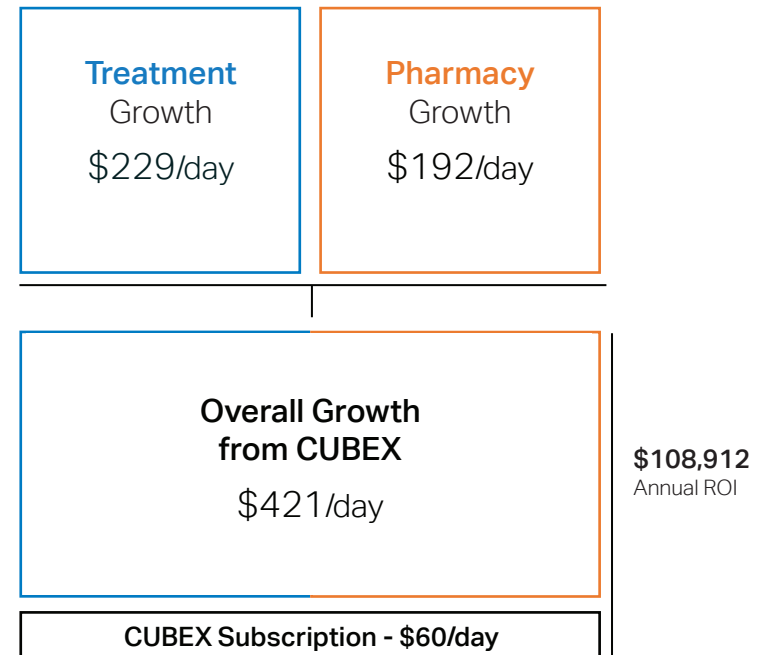
SupplyBank 2000 in Pharmacy

MedFlex 1000 + QLock in Treatment

Customer Profitability Summary



Maximizing Profitability in just 3 months



Are you **charging appropriately** for the dispensing of controlled substances?

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



- ✗ Admin logs & reports ✓
- ✗ Security & storage ✓
- ✗ Regulatory risk ✓



Example:

Controlled Substance Handling Fee

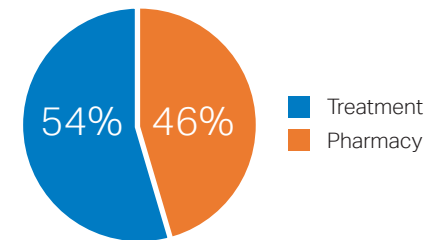
4 CS uses per DVM per day

\$5 handling fee

✗ **2** DVMS

\$40 per day in new revenue

Where do missed charges happen?



\$20 per doctor per day

from \$5 controlled substance handling fee

\$83 per doctor per day

from recovering missed charges

ROI for a 2-FTE, \$1M practice in dollars per day

	Treatment	Pharmacy
Missed charges	\$90	\$76
CS handling fee	\$40	
	\$130	\$76
Total new profit per day*	\$206	

*Assumes 300 working days per year

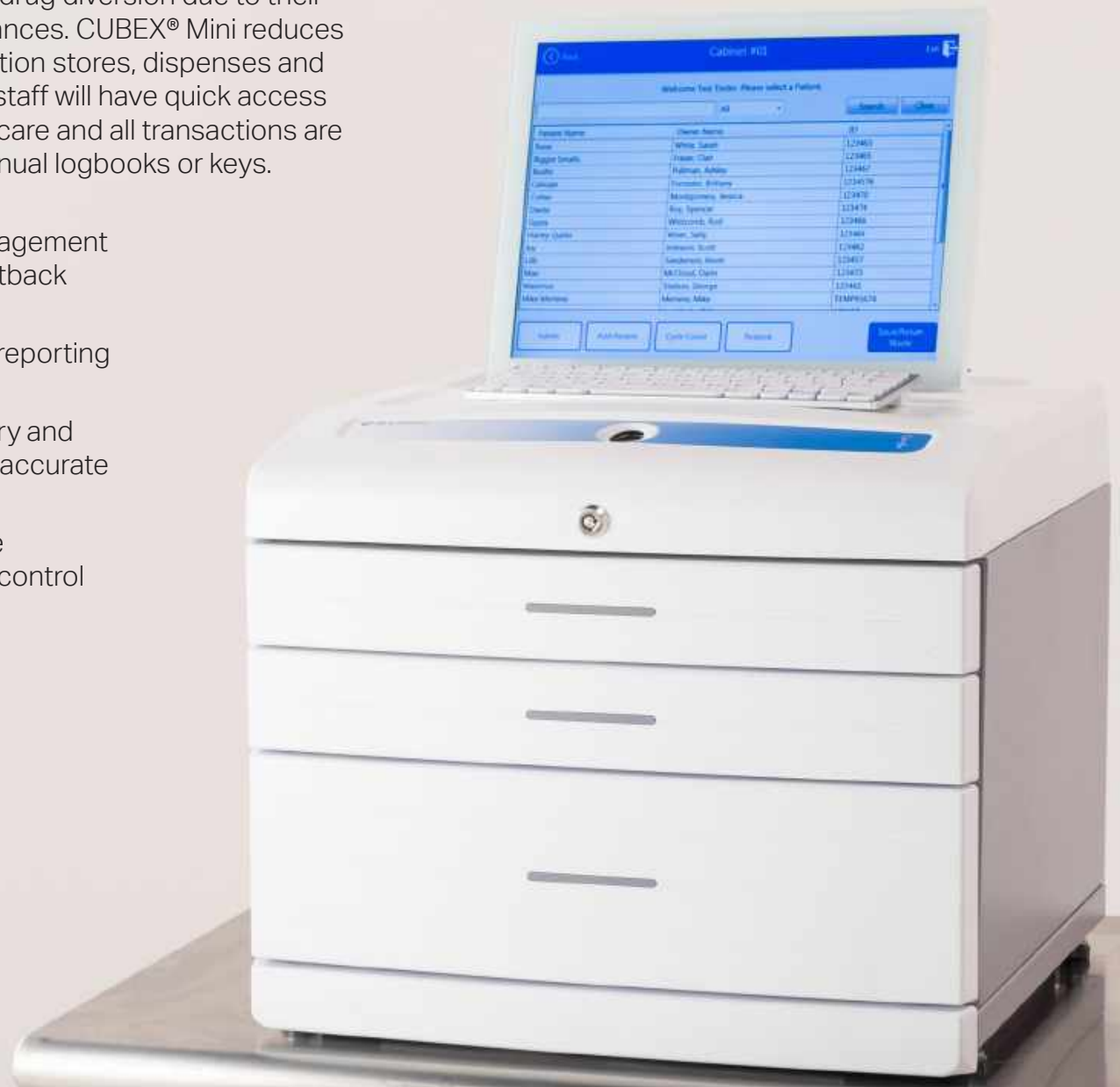


Solutions

CUBEX Mini

Veterinary hospitals are at high risk for drug diversion due to their on-hand inventory of controlled substances. CUBEX® Mini reduces that risk. This compact, affordable solution stores, dispenses and manages controlled substances. Your staff will have quick access to the medications needed for patient care and all transactions are automatically recorded, eliminating manual logbooks or keys.

- **DEA Compliance:** Prevent mismanagement with fingerprint ID, mandatory countback and witness features.
- **Log Book Accuracy:** Simplify DEA reporting with electronic inventory tracking.
- **Charge Capture Loss:** Pair inventory and practice management software for accurate invoice reporting.
- **Medication Access:** Monitor usage patterns with authorized access to control selected medications.

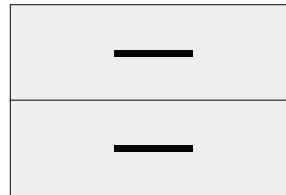


Custom-built for the perfect fit



20 items

Ideal for standardized treatments, large containers & inventories



2 full-height



28 items

Ideal for advanced cycle counting, widest variety of sizes, regular & specialty practices



2 half-height

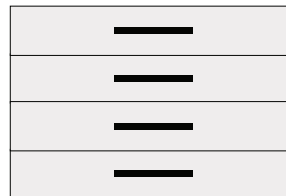


1 full-height



39 items

Ideal for practices maintaining their own inventories, variety of smaller quantities



4 half-height



CUBEX MiniPlus

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



Secure Access

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

Active Stock

Smaller quantities of drugs, accessible to more staff members.

Steel Divider

Keeps storage areas separate, compliant with DEA regulations.

Back Stock

Larger quantities of drugs, accessible to as few people as necessary.

Example base configuration:

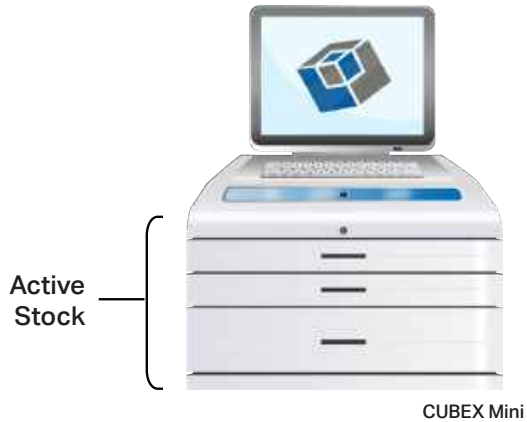
- 4 CUBIE Drawers (all HH)
- 5 Matrix Drawers (all FH)

Expert Inventory Control — The Way You Need It

- ✔ Expanded capacity allows for stock of hundreds of items
- ✔ Room to store all your controlled substances
- ✔ Accurate invoice reporting for charge loss capture
- ✔ Fast 15-second access to medications
- ✔ Over \$13,000 per year in recovered revenue per doctor (on average)
- ✔ Single-item access for increased security
- ✔ Fully integrated with most industry PIMS
- ✔ Automated transaction recordings
- ✔ Onsite installation & training
- ✔ Expansion options as your practice grows



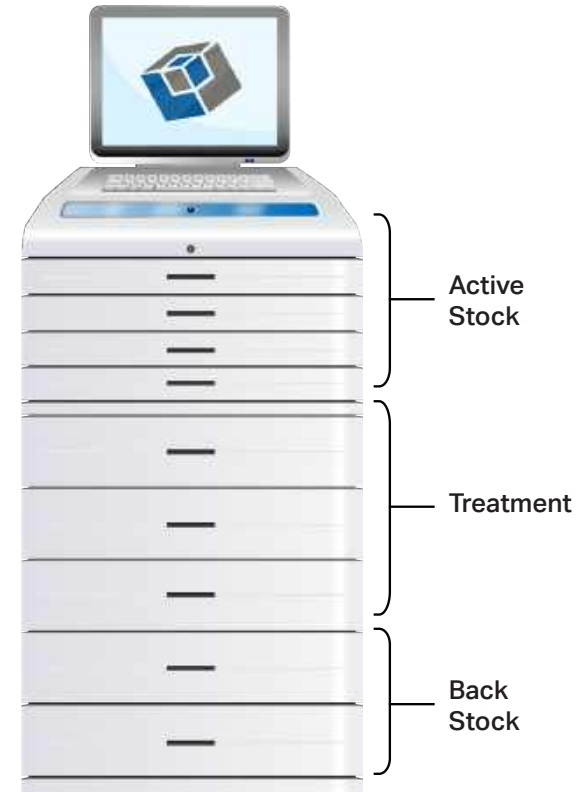
Benefit Comparison



CUBEX Mini

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

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



CUBEX MiniPlus

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



CUBEX 1000

MedFlex | SupplyBank

The CUBEX 1000 systems, MedFlex and SupplyBank, offer the flexibility of managing pharmacy, supply and controlled substances within a single footprint through easy access and improved workflows.

Configurable shelves and drawers for secure, organized pharmacy and supply control.

Main

Auxiliary



MedFlex

Increased security and control of medications, controlled substances, and supplies.



SupplyBank

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



SupplyBank

Additional single-column storage.
Connects to your MedFlex or SupplyBank cabinet

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

Configuration for superior functionality within your practice or hospital.

CUBEX 2000

MedFlex | SupplyBank

Main



MedFlex

High-security storage to meet regulatory guidelines.



SupplyBank

High-density storage for maximum capacity and efficiency.

Auxiliary



SupplyBank

Additional double-column storage. Connects to your MedFlex or SupplyBank cabinet

QBud

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

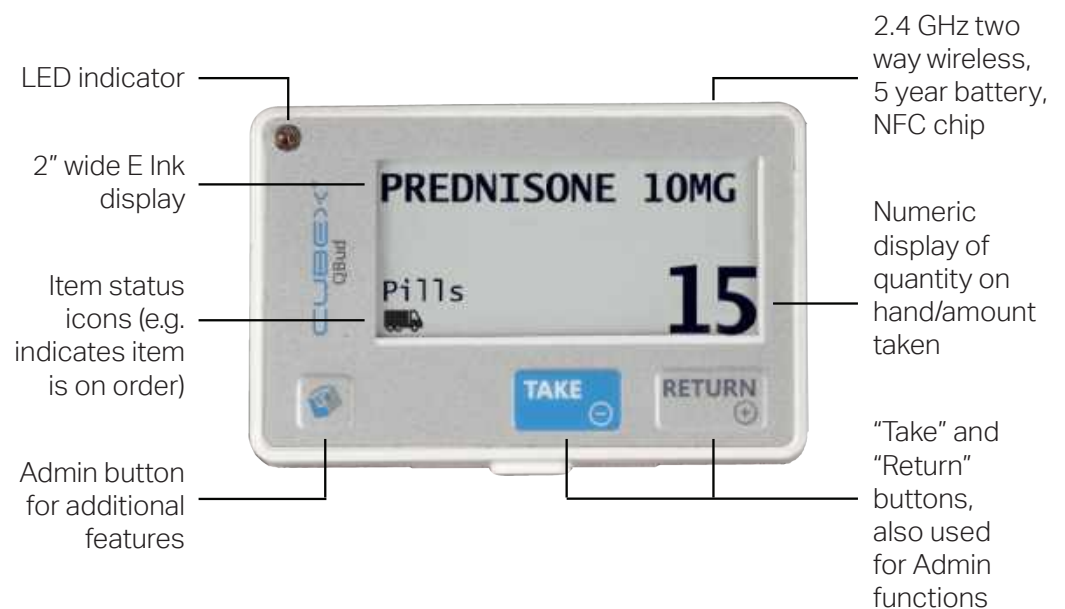
- ✔ **Accurate Monitoring:** Tracks supply usage and automates reordering
- ✔ **Increased Efficiency:** Reduces manual processes
- ✔ **Closed-Loop Management:** Integrates with practice management software
- ✔ **Billing Accountability:** Improves charge capture and invoice reporting accuracy

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

Inventory Tracking for Supply Rooms

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

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



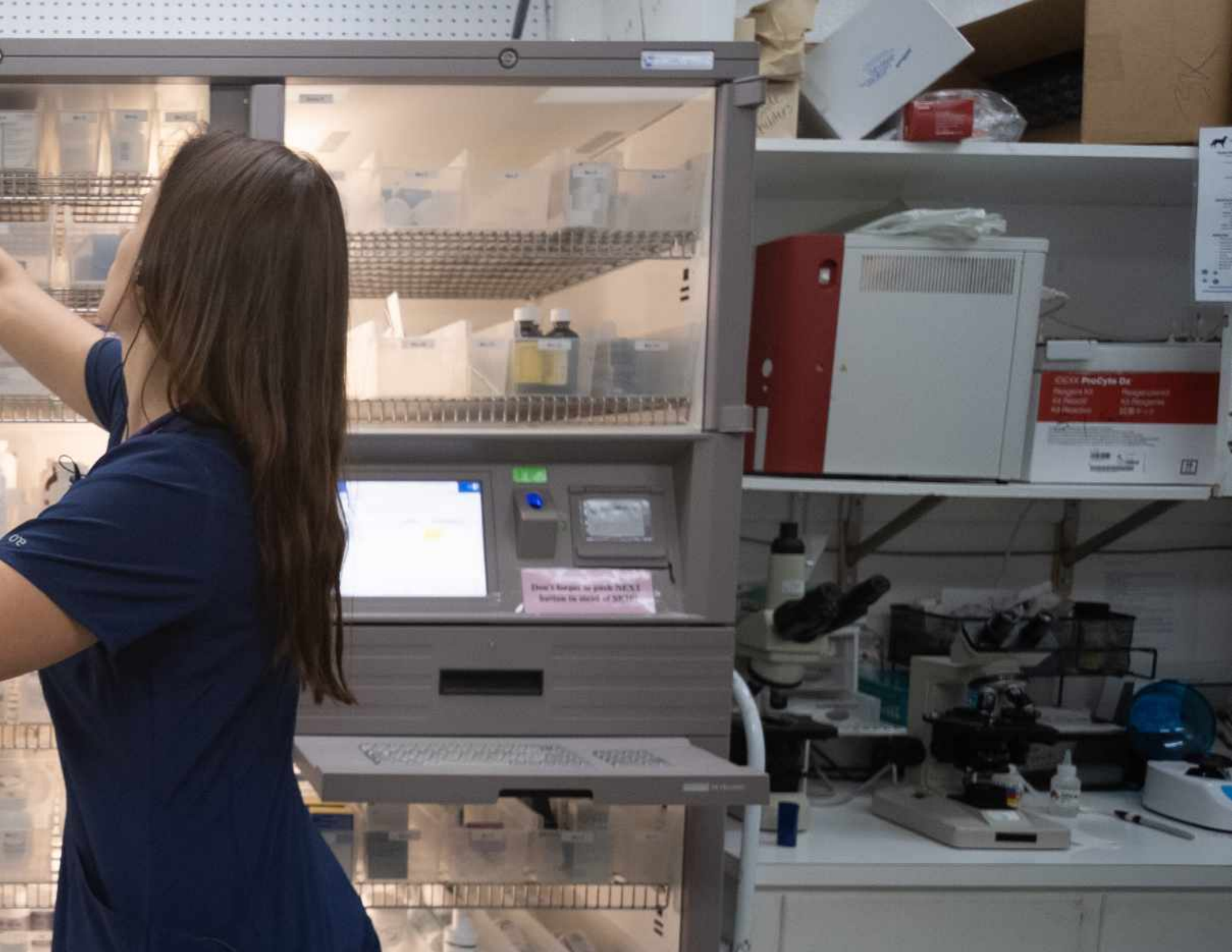


QLock

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

- ✔ Works on existing side-door refrigerators, freezers, warmers and other storage devices
- ✔ Monitors internal storage temperatures of refrigerators, warmers and other storage devices electronically
- ✔ Automates vaccine management
- ✔ Integrates with additional CUBEX technologies to automate 100% of inventory
- ✔ Alerts users when storage temperatures fall outside of defined high and low temperature limits
- ✔ Reduces manual processes by automating inventory tracking and reorders





AutoPMP

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

CUBEX's AutoPMP automatic recording services reduce these risks, save time and improve accuracy. AutoPMP uses your CUBEX software to automatically file each daily report for pennies per line item. Real-time shrink reporting shows you discrepancies, expirations and waste, helping you approve each of those areas.

- ✔ **Multi-Site Visibility:** See key metrics and anomalies for all sites at a glance
- ✔ **Intuitive Self-Service Features:** Users can answer their own questions with point/click filtering and drilldowns
- ✔ **KPI-Triggered Alerts:** Set different thresholds for one or all sites, such as expiration warnings and discrepancy policies
- ✔ **Prescriptive Analytics with Writeback:** Implement system recommendations directly from dashboards
- ✔ **Self-Service Reporting:** Business-friendly reporting interface to build usable reports
- ✔ **Blended Analytics and Connectors:** Pull CUBEX data into existing corporate business intelligence platforms
- ✔ **Community Benchmarking:** Compare and visualize your metrics against industry peers

The screenshot shows the CUBEX Prescription Monitoring Program interface for Virginia. The interface includes a header with the CUBEX logo and the text 'Cubex Prescription Monitoring Program'. Below the header, there is a section titled 'Virginia' with a form containing several input fields and buttons. The form fields include 'Prescription ID', 'User ID', 'Date', 'Time', 'Quantity', 'Prescription Name', 'Prescription Type', 'Prescription Status', 'Prescription Category', 'Prescription Subcategory', 'Prescription Code', and 'Prescription Description'. There are also buttons for 'Submit' and 'Cancel'.

Bundle Programs



CUBEX Preferred Partnership

A complete narcotics and inventory solution for the entire practice

MiniPlus

Controlled Substances
+ Treatment Meds



SupplyBank 2000

Pharmacy Area



QBud (x100)

Supply



Radius Referrals

Connecting CUBEX customers with prospects to share experiences and build a community.

- ✔ New customers can share CUBEX experiences with colleagues and earn subscription credit.
- ✔ 30 days post-install, customers may begin earning credit. There is no limit to the number of prospects a customer may refer and earn credit for.
- ✔ An email template will be provided for customers interested in receiving marketing assistance.
- ✔ Contact your CUBEX sales professional to refer a customer under this program.
- ✔ The Radius Credit cash award ranges from \$100 to \$500, at the discretion of sales management, based on the level of involvement of the referring customer and the size of the referred order.
- ✔ Rather than a cash award, customers may redeem their Radius Credit for up to \$1000 toward new CUBEX system components.



Because we have a background in veterinary medicine, we understand the challenges that can affect a practice. One of today's biggest challenges is the opioid crisis. In addition to bringing practices, services and solutions that promote drug safety, CUBEX has partnered with Not One More Vet, an organization dedicated to stemming the tide of veterinary suicide. A portion of the proceeds from each CUBEX sale is donated to Not One More Vet as they continue their work to save one life at a time.



CUBEX Advantages



Why CUBEX

Simply put, no other company can truly maximize your practice health. CUBEX is united in our vision to improve efficiencies for our customers. We are passionate about helping veterinary professionals deliver superior care by providing sophisticated, full-practice solutions that allow them to focus their time on patient care. We are committed to innovating solutions that make every practice better. With a background in veterinary medicine, our team speaks your language and understands what's most important to making your practice successful.

All of CUBEX's services are built around three priorities: maximized safety, maximized efficiency and maximized profitability. When you partner with CUBEX, we promise you a number of benefits:

- ✔ Remote installation
- ✔ Full-practice solutions
- ✔ Tangible results
- ✔ Inventory accuracy
- ✔ Streamlined workflow
- ✔ Optimized ordering

**Have more questions?
Ready to get started?**

Contact our team



"CUBEX has kept our practice safer and significantly improved our profitability. I would recommend it to any practice owner, regardless of size."

Dr. Mark Magazu, Owner

St. Francis Veterinary Center, CUBEX customer since 2010
AAHA - Accredited Practice of the Year - April 2019

