

## Purpose of this procedure:

Pharmaceutical company medical representatives must follow NHS Lothian procedures whilst on our premises.

## The Procedure:

### **1.0 Company medical representatives**

- 1.1 Company medical representatives must observe the ABPI (Association of British Pharmaceutical Industry) Code of Practice for the Pharmaceutical Industry in the promotion of medicines.
- 1.2 The presence of medical representatives must not disrupt work in clinical areas or in general practice.
- 1.3 NHS Lothian staff may not be approached directly by company medical representatives. Only appropriately appointed staff, for example consultants, specialist registrars, charge nurses, nurse specialists and pharmacy staff should meet company medical representatives, and this should be by agreed appointment only.
- 1.4 Offers of hospitality (including the payment of travelling or accommodation expenses) from company medical representatives for meetings or events for professional or scientific purposes, or for the promotion of a medicinal product may only be accepted if the hospitality is strictly limited to the main purpose of the meeting or event, and the person accepting the hospitality is a health professional. NHS Lothian employees must follow relevant guidance and policies regarding business conduct.
- 1.5 The Director of Pharmacy and Medicines or delegated deputy is involved in all negotiations with suppliers for agreements and contracts for medicines used in hospitals, including companies that deliver medicines directly to a patient's home. Representatives must not negotiate agreements or contracts for medicines without involving the Director of Pharmacy or delegated deputy.
- 1.6 NHS Lothian staff must not disclose information on medicine costs to representatives. Information on medicine costs and prices is confidential within NHS Lothian and is only referred to in the most general terms to non-NHS Lothian personnel, except during direct negotiations of agreements and contracts which should only be undertaken by authorised staff.

## **2.0 Medicine samples**

- 2.1 Individual NHS Lothian staff or departments must not directly accept any product, including medicines or dressings, from medical representatives. Placebo products for training purposes are an exception and can be accepted.
- 2.2 In exceptional circumstances, sample or free of charge medicines may be assessed and approved for use by the appropriate medicine governance routes. If approved for use, these items must be ordered, received, and supplied via the pharmacy department.

### **Associated materials/references:**

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#### [The Safe Use of Medicines Policy](#)

Code of Practice for the Pharmaceutical Industry in the promotion of medicines, [Code\(pmcpa.org.uk\)](http://pmcpa.org.uk), Accessed March 2023