



VALUATION OF PHARMACY STOCK FOR BUSINESS SALE

Case Study: Retail Inventory – Independent Pharmacy

A vendor and purchaser required an **accurate valuation of stock** for the business transaction to take place on a specified day

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An independently owned pharmacy near the town of Rockhampton, Australia, required the support of RGIS. The purpose of the stocktake was due to the sale of the business and a stocktake was sought to provide a valuation of stock.



REQUIREMENT

RGIS has conducted many sale of business stocktakes in the region, so RGIS were chosen due to experience and reputation. The vendor and the purchaser required a valuation of stock on a Sunday, so that the business transaction could take place on the Monday. The independent pharmacy required RGIS to provide the following:

- Experience within a **pharmacy environment**
- Provide a **full stocktake** of the pharmacy
- **Very quick turnaround** of completing the count for the sale to proceed
- Reports to enable the customer to **value the stock** on site correctly
- Must provide **accuracy** as a priority



SOLUTION

The independent pharmacy partnered with RGIS to complete the **stock count for business sale project**, and RGIS provided the following:

- Scheduled a team of **14 experienced RGIS auditors** from two districts
- A stock file from the pharmacy Point of Sale (POS) was provided and stock details loaded into RGIS handhelds
- **Expired stock was removed** from the shelves prior to counting
- **Scanned all stock** both on the shop floor and in the back stock rooms
- Following the counting of each section, **location reports** were provided to the vendor and purchaser for checking



RESULTS

The independent pharmacy found by outsourcing the **stock count for business sale project** to RGIS, the following results were achieved:

- RGIS teams counted **54,000 units at a value of \$530,000 AUD**
- An **accurate stock valuation** was provided at the end of the stocktake and updated stock on hand values loaded back into the store POS, in readiness for the purchaser to takeover
- Counts **completed within the tight time-frame** given so the sale could proceed
- Both the vendor and purchaser were **happy with the result** and settled based on the stock valuation provided by RGIS



The vendor and purchaser found by partnering with RGIS, all the **stock was accurately counted**, and within the time frame given, which meant that the **sale could proceed successfully**



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Pharmacy Count



Accurate Data



Stock Valuation



Fast Turnaround



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