

# Analisis penjualan diazepam oleh PT Kimia Farma trading & distribution oleh outlet x pada periode September 2021 – September 2022 = Analysis of diazepam sales by PT Kimia Farma trading & distribution through outlet x in the period of September 2021 - September 2022

Widya Puspita Dewi, author

Deskripsi Lengkap: <https://lib.ui.ac.id/detail?id=9999920532224&lokasi=lokal>

---

## Abstrak

Pedagang Besar Farmasi (PBF) or pharmacy distributor is a legal entity company that is licensed to carry out pharmaceutical distribution activities, including psychotropic drugs. In performing its duties, PBF must adhere to Good Distribution Practices. The distribution of drugs, especially psychotropic drugs, must be supervised by the responsible pharmacist of the PWF by considering the reasonableness of the quantity and frequency of orders, evaluating orders by comparing previous ordering history. During the period from September 2021 to September 2022, the sales level of Diazepam reached 48.31% of the total quantity of psychotropic drugs sold. This Diazepam was sold to 61 partner outlets, one of which is Outlet X. The analysis of Diazepam sales is necessary to evaluate and determine the appropriateness of purchases by a specific outlet. From the analysis results, it was found that during the specified period, Outlet X made 5 purchases of Diazepam with a total quantity of 570 boxes. These purchases increased compared to Outlet X's previous purchases, but the increase in drug purchases may be influenced by a rise in anxiety cases by 6.8%, safety stock inventory, and consideration of lead time during ordering due to temporary stockouts at KFTD Bekasi. Therefore, it cannot be said that Outlet X's purchase of Diazepam was unreasonable.

..... Pedagang Besar Farmasi (PBF) or pharmacy distributor is a legal entity company that is licensed to carry out pharmaceutical distribution activities, including psychotropic drugs. In performing its duties, PBF must adhere to Good Distribution Practices. The distribution of drugs, especially psychotropic drugs, must be supervised by the responsible pharmacist of the PWF by considering the reasonableness of the quantity and frequency of orders, evaluating orders by comparing previous ordering history. During the period from September 2021 to September 2022, the sales level of Diazepam reached 48.31% of the total quantity of psychotropic drugs sold. This Diazepam was sold to 61 partner outlets, one of which is Outlet X. The analysis of Diazepam sales is necessary to evaluate and determine the appropriateness of purchases by a specific outlet. From the analysis results, it was found that during the specified period, Outlet X made 5 purchases of Diazepam with a total quantity of 570 boxes. These purchases increased compared to Outlet X's previous purchases, but the increase in drug purchases may be influenced by a rise in anxiety cases by 6.8%, safety stock inventory, and consideration of lead time during ordering due to temporary stockouts at KFTD Bekasi. Therefore, it cannot be said that Outlet X's purchase of Diazepam was unreasonable.