## **ABSTRACT**

## THE ANALYSIS OF HOLESALLER DRUGS MANAGEMENT AT PT "x" SIDOARJO BRANCH

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Drug management is a series of activities which involve aspects like planning, procurement, receipti, storage, distribution, destruction, recording and reporting that managed optionally to ensure the achievement of pharmaceutical supplies amount and the type of pharmaceutical supplies. In order to achieve efficieny level in the pharmaceutical supplies management, a good logistic management is needed. Therefore, researcher was interested to studying comprehensively drug management process that performed pharmaceutical wholesaller like PT X company, so an analytical research was done at drug management in this company on their branch company at Sidoarjo. This was a qualitative descriptive research that applied observation, document review and interviews to collect data and data processing techniques using transcription, familiarization, coding, and the use of an analytical framework. While for data validation, researcher was applied data triangulation. Research result was showed that the drugs management at pharmaceutical wholesaller PT "X" of Sidoarjo branch has been running according to law, but there are still several factors that are still not performed effectively such as planning using only consumption planning methods, constraints in procurement like there are still budget restrictions. and delays in drug delivery, lack of need for pallets and drug shelves when the receipt of goods in drug storage increases, distribution which still not in accordance with the law on wholesaller (PBF) and there is no manual stock card in recording.

Keywords: Management, Pharmaceutical, Drugs