

Message

From: Miquelon, Wade [wade.miquelon@walgreens.com]
Sent: 11/19/2013 9:08:23 PM
To: Wasson, Greg [greg.wasson@walgreens.com]
Subject: Fwd: Hopkins - Please read

FYI since you will be w president of Hopkins and I will be w them thurs night and Friday morning. Wade

Begin forwarded message:

From: "Rosan, Jay" <jay.rosan@walgreens.com>

Date: November 19, 2013 at 3:05:55 PM CST

To: "Miquelon, Wade" <wade.miquelon@walgreens.com>, "Crawford, Kermit" <kermit.crawford@walgreens.com>, "Leider, Harry" <harry.leider@walgreens.com>, "Trotz, Sherrise" <sherrise.trotz@walgreens.com>, "Badgley, Lisa" <lisa.badgley@walgreens.com>, "Briscoe, Darron" <darron.briscoe@walgreens.com>, "Jhaveri, Nimesh" <nimesh.jhaveri@walgreens.com>, "Kunicki, Jeremy" <jeremy.kunicki@walgreens.com>, "Reitz, Jon" <jon.reitz@walgreens.com>, "Saleem, Naz" <nazneen.saleem@walgreens.com>, "Bouyoukas, Steve" <steve.bouyoukas@walgreens.com>, "Emery, Michele" <michele.emery@walgreens.com>, "Fishman, Lorna" <lorna.fishman@walgreens.com>, "Heald, Susan" <susan.heald@walgreens.com>, "Welch, Melissa" <melissa.welch@walgreens.com>, "Gechman, Lisa" <lisa.gechman@walgreens.com>, "Hatton, Edward" <edward.hatton@walgreens.com>, "Militello, Andrew" <andrew.militello@walgreens.com>, "Gechman, Lisa" <lisa.gechman@walgreens.com>

Cc: "Greener, Chuck" <chuck.greener@walgreens.com>, "Polzin, Michael" <michael.polzin@walgreens.com>, "Cohn, Jim" <jim.cohn@walgreens.com>, "Lambright, Laura" <laura.lambright@walgreens.com>

Subject: Hopkins - Please read

All,

As we are preparing for the opening of our new store in Baltimore with our partner Johns Hopkins, we thought it would be a good time to update you on some of the accomplishments that have occurred in only 2 1/2 years since we began this relationship. For those who will be at the opening celebration and will be meeting with the Johns Hopkins team, we would suggest that you review this info and if you have any questions, please email or call us.

As Walgreens expands globally, this partnership will allow us to also further develop, evolve & differentiate the customer experience and help create innovative solutions to global health challenges. Along with our strategic partnerships with Alliance Boots and AmerisourceBergen, this medical and academic partner will help us to make a difference as we transform community pharmacy in the US and the world.

Walgreens and Johns Hopkins Strategic Partnership

Building blocks for corporate transformation

Why Johns Hopkins as a NATIONAL and INTERNATIONAL partner for Walgreens?

- **OurNation's #1 Hospital** by U.S. News & World Report – the only hospital ranked #1 for 21 consecutive years (1)
- **The Most Recognized Medical Brand** by consumers
 - #1 Johns Hopkins @ 87.7% awareness; #2 Mayo @ 82.9%; #3 Cleveland Clinic @ 28.1%
- **Leaders of innovation in medical care**
 - 1st breast cancer surgery to 1st kidney exchange among incompatible donors
- **Global footprint** in healthcare – Over 30 major affiliations with hospitals around the world - aligned with Walgreens global strategy

- Over 60% of the public health diplomats throughout the world trained at the Johns Hopkins Bloomberg School of Public Health.
- **Proximity / influence at NIH, CMS and in our nation's capital (2)**
- Hopkins is #1 recipient of government R&D expenditures for 32 straight years – not just NIH
- Almost double the #2 recipient (University of Michigan, Ann Arbor)

Partnership taps into Hopkins world-class experts to bolster Walgreens programs

1. **Professional Education** – developed courses with Hopkins academic & clinical experts:
 - *Patient-centered Consultation*—for all Walgreens 32k pharmacists and pharmacy managers
 - *Hyperlipidemia*—for all Walgreens 32k pharmacists and pharmacy managers
2. **Clinical Protocols to differentiate Walgreens clinical professionals:**
 - *Co-developing 9 evidence-based Clinical Frameworks* for NPs at Healthcare Clinics
 - *Planning collaboration on frameworks for chronic diseases* for NPs and pharmacists
3. **Clinical Research**
 - *Drug Wastage Study*—consultation with Clinical Outcomes team re: wastage on 90-day Rx
 - *Systematic Literature Review of Pharmacist / Physician Collaborative Care Models (CCM)*—identified critical gaps in the physician/pharmacist collaborative models – and the lack of community retail pharmacy in literature
 - *Co-developed a clinical titration algorithm* for patients on hypertensive therapy management
 - *Collaborative Care Model with Hopkins Primary Care Physicians:* As part of proposed P⁴ Study with JHM, we collaborated on an intervention for patients with uncontrolled hypertension:
 - **Physician & Pharmacist interviews** - gained insights into key drivers to ensure success
 - **Collaborative Practice (CP) legal brief** prepared by Walgreens - with national applicability
 - **Clinical Algorithm and process flow co-developed** with JH thought leaders for hypertension medication titration
 - Note: P⁴ Study was discontinued, however, important elements can be applied to other collaborative models between physicians and pharmacists

Co-ventured new WE store in the Science & Technology Park at Johns Hopkins medical campus

Grand Opening on November 22, 2013!

- **Opportunity to EVOLVE the pharmacist and NP:** This store, governed by a Board of Managers from both organizations, will be the *incubator for new clinical models* to impact population health.
- **Clinical Committee will vet, develop and drive innovative clinical programs designed to address current gaps in care** –criteria to evaluate programs currently under development
 - Co-chaired by Harry Leider, MD, Walgreens CMO and Jeanne Clark, MD, JHM Director of General Internal Medicine Department
 - Composed of key members from critical BUs and Departments from both organizations
- Intent is to take **successful new healthcare models** and programs co-developed at this store and drive them both **nationally and internationally**.

Johns Hopkins adds value to Healthcare Clinics

JH physicians partner with Healthcare Clinics in Maryland and DC

- **Hopkins PCPs to serve as collaborating physicians** for Healthcare Clinics in Maryland and DC
- **JH Sibley and Suburban Hospitals and JH Community Physicians in DC established referral relationship** for Healthcare Clinic patients without primary care or out-of-scope urgent / emergent health problems
- **Through Johns Hopkins connections, DC store and pharmacy established working relationship with Iona Senior Services**, a preeminent institution serving seniors in the affluent DC market

Walgreens has initiated the development of a new Population Health Institute at Hopkins

Walgreen Co. provided "seed funding" for **The Brancati Center for the Advancement of Community Care**, named after the late Frederick L. Brancati, MD, MHS. Walgreens will assist Johns Hopkins medicine in seeking additional funding for the Brancati Center with the goal of raising \$10 to \$15 million in contributions.

The purpose of the Center is to explore new models of care:

- **These models will utilize the skills of diverse healthcare providers**, including pharmacists and nurse practitioners; engage payers and policy-makers in a supportive partnership with patients and providers.
- The Center will pursue this mission through research, education and advocacy – with a focus on **demonstrating improved patient outcomes, reduced costs, developing health communities and reducing health disparities**.

Partnership with Johns Hopkins brings added value to Walgreens

- **340B Contracting:** Establish contract pharmacies for JH Hospital (#15284 – new partnership store) and Bayview Hospital (Store #5409). Negotiations planned for Johns Hopkins owned All Children's Hospital, in Florida, in early 2014. At our new partnership store in Baltimore, the team is exploring an innovative model to increase patient access to medications for un- and under-insured patients.
- **Global Expansion:** Exploring partnering with JH in offerings in Europe, Asia, and emerging markets.
- **Disruptive Innovation Assessments:** Top researchers and/or clinicians from JH reviewed cutting edge technologies for Walgreens prior to investment or development. These include:
 - Theranos laboratory technology,
 - Multiple weight loss companies and programs,
 - Wound-healing technologies,
 - Sleep apnea technology products that can replace CPAP (*e.g.*, Apnicure), and
 - Head impact sensor designed to diminish head injuries in sports (*e.g.*, CHECKLIGHT from MC10)
- **Brand relationship** – a strong and visible relationship with the number one academic medical center in the world will further enhance Walgreens credibility as we continue to expand in the healthcare space.

(1) *Professional Research Consultants, Inc., 2009*

(2) Ranked by the National Science Foundation – 2011FY: <http://www.nsf.gov/statistics/nsf13325/pdf/tab13.pdf>

Dr. Jay Rosan & Laura Lambright

If you think others would benefit by reading this please, feel free to forward it internally — it is confidential.