

**From:** Jinping McCormick  
**Sent:** Friday, January 27, 2012 9:15 AM  
**To:** Ara Aprahamian RPh; Rachelle Galant  
**Subject:** RE: Actavis - ValueTrak renewal (trading partners)

Good point. Let me look into the contract and cost. It did not become an issue earlier.

**Jinping McCormick**  
*Director of Marketing*



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**From:** Ara Aprahamian RPh  
**Sent:** Friday, January 27, 2012 10:48 AM  
**To:** Jinping McCormick; Rachelle Galant  
**Subject:** RE: Actavis - ValueTrak renewal (trading partners)

SOM... Would think anyone who buys CII's so we are covered? Could have pharmacies buying from multiple locations and this would be our only safe guard as I see it (for our product).

**Ara Aprahamian RPh**  
*Director, Pricing & Contracts*



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**From:** Jinping McCormick  
**Sent:** Friday, January 27, 2012 10:46 AM



**To:** Rachelle Galant; Ara Aprahamian RPh  
**Subject:** RE: Actavis - ValueTrak renewal (trading partners)

Guess the real questions is: do we need to get data from all these TP? Value vs cost?

**Jinping McCormick**  
*Director of Marketing*



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**From:** Rachelle Galant  
**Sent:** Friday, January 27, 2012 10:43 AM  
**To:** Ara Aprahamian RPh; Jinping McCormick  
**Subject:** RE: Actavis - ValueTrak renewal (trading partners)

Still working with ABC on getting the data, I emailed Heather this morning because I don't have the right generic EDI contacts.

Here is a list of our current trading partners on VC

1. ABC – sending 852 data only for Gx
2. Anda – in progress
3. Bellco – sending data for Kadian brand only
4. Cardinal
5. Dik Drug
6. HD Smith
7. McKesson
8. NC Mutual – sending data for Kadian brand only
9. PBA Health
10. Rochester – in progress, already set up with Kadian brand
11. Smith – in progress, already set up with Kadian brand
12. Value Drug

We are looking to get additional members sending the data through VC. In Conrad's email below, he referenced 10 new trading partners, but we already have Rochester and Smith set up in the system since they are currently transmitting Kadian data – so by my count we are looking to add 8 more. Bringing the total trading partners up to 20.

Two trading partners above are only sending in data for Kadian.

The rest of the TP to be added are still a work in progress with the remaining Optisource members and Masters. It's somewhat of a learning curve for all of us, since some of these customers are completely new to EDI and Valuecentric.

**Rachelle Galant**  
Senior Product Manager



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**From:** Ara Aprahamian RPh  
**Sent:** Friday, January 27, 2012 7:28 AM  
**To:** Jinping McCormick; Rachelle Galant  
**Subject:** RE: Actavis - ValueTrak renewal (trading partners)

Below referenced is Opti group and Masters which Lisa and Mike are coordinating 867's...

RG, did we get ABC wrapped up?

**Ara Aprahamian RPh**  
Director, Pricing & Contracts



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**From:** Jinping McCormick  
**Sent:** Thursday, January 26, 2012 3:52 PM  
**To:** Rachelle Galant; Ara Aprahamian RPh  
**Subject:** FW: Actavis - ValueTrak renewal (trading partners)

Do we have so many partners to add?

Do we have data agreement in place?

Jinping

**Jinping McCormick**  
Director of Marketing



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**From:** Conrad Morgiewicz [mailto:[conrad.morgiewicz@valuecentric.com](mailto:conrad.morgiewicz@valuecentric.com)]  
**Sent:** Thursday, January 26, 2012 2:07 PM  
**To:** Jinping McCormick  
**Subject:** Actavis - ValueTrak renewal (trading partners)

Good Afternoon Jinping – hope this email finds you well and you are enjoying a nice start to the New Year

I heard that the Safe and Secure training session went very well and it looks like the module will really help – great to hear.

Our agreement renewal is due next month and as part of the renewal we wanted to be sure we were accurately reflecting the current environment as well as Actavis's expected environment, in particular for Trading Partners.

The current number of trading partners is 12 right now (due to the addition of Anda which is 1 over the contract set parameter).

I understand from our team that Actavis is looking to add 10 more for which we would receive data on their behalf from the following Trading Partners:

- Smith Drug
- Rochester Drug
- Prescription Supply
- Burlington Drug
- R&S/Dixon Shane
- Valley Wholesale
- Quest
- Auburn

- MasterRX
- Top Rx

Basically I wanted to verify that this is the expected case and if so, I think it would make sense to add this change to the renewal agreement at this time. The reason being is that I believe we can work a better price with the renewal amendment versus adding trading partners at the "additional trading partners" fee based off of our current agreement.

What do you think Jinping?

Best regards,  
Conrad

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