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**From:** Hepp, Christopher  
**To:** Ara Aprahamian RPh  
**CC:** Nathalie Leitch  
**Sent:** 12/13/2011 11:15:38 PM  
**Subject:** FW: In-Office Pharmacies

Ara:

Attached are two in-office pharmacies in the Denver, Colorado territory that Erin Koschwanez has spoken with, and they have an interest in contracting with Actavis to supply them with generic Kadian. Their information is the in the attached e-mail.

Both offices do a large amount of Kadian business, and also have a large number of scripts of MS Contin that they would prefer to switch to Kadian if they can get it stocked in their in-house pharmacy.

Please let me know if there is anything additional you may need from us.

Thanks for your help.

Chris Hepp

Actavis/InVentiv Health

Regional Business Director

<mailto:chepp@kadian.com> chepp@kadian.com

(317)997-7337

From: Koschwanez, Erin  
Sent: Tuesday, December 13, 2011 10:41 PM  
To: Hepp, Christopher  
Subject: RE: In-Office Pharmacies

Chris,

The following offices are interested in stocking Actavis brand generic Kadian:

Red Rocks Center for Rehabilitation

Contact: Office Manager- Kimberly Carr

755 Heritage Road Suite 100

Golden, CO 80401



ACTAVIS0806554

P-04975 \_ 00001

(303)277-0700

Metro Denver Pain Management

Contact: Mindy Evangelsti PA

6950 E. Belleview Ave. Suite 300

Greenwood Village, CO 80111

(303)750-8100

Kind Regards,

Erin

From: Hepp, Christopher

Sent: Monday, December 12, 2011 5:55 PM

To: Allen, Benjamin; Askew, Richard; Balzanti, Carl; Boyle, Aaron; Carter, Brad; Jones, Octavia; Knoblauch, Adriana; Koschwanez, Erin; Robinson, Kristie; Romer, Lori; Webb, Debbie; Wurgler, Kristi

Subject: In-Office Pharmacies

West Region:

We received notice today that we are willing to speak with offices that have their own in-house pharmacies about setting up an account and shipping generic Kadian to them directly.

Please be aware...this is a process that takes some time. And there is never a guarantee that an account will be set up. Please, do not promise anything to an office.

The office will need to be a very large prescriber and dispenser of drugs. If they are not one of your top 10 offices in dollar volume, it will not benefit us enough to set up an account with them. If you have an office that is interested in purchasing Kadian directly from Actavis for them to dispense, I will need the following information..

- Name of office practice. (i.e. Northern California Pain Center)
- Name of TARGET prescribers at this office (MD's, DO's, PA's, NP's)
- Practice address, city, state, and zip code.
- Contact name and telephone number of person Actavis should contact to discuss direct shipment.

ACTAVIS0806555

P-04975 \_ 00002

Again, please make no promises on what will occur. We only need you to judge the overall interest of an office in dispensing, and we will let Actavis handle the rest.

I will need this information before the holidays.

Please call me with any questions.

Thanks,

Chris Hepp

Actavis/InVentiv Health

Regional Business Director

<mailto:chepp@kadian.com> chepp@kadian.com

(317) 997-7337