
From: Killion, Mark <MKillion@kadian.com>
Sent: Wednesday, July 22, 2009 5:51 PM
To: scott.d.parker; Mark Palmisano
Cc: Nathalie Leitch; Fitch, Shelley
Subject: RE: Medi-cal

Thanks Scott.

From: scott.d.parker [mailto:scott.d.parker@comcast.net]
Sent: Wednesday, July 22, 2009 11:17 AM
To: Killion, Mark; 'Mark Palmisano'
Cc: 'Nathalie Leitch'; Fitch, Shelley
Subject: RE: Medi-cal

Hello Mark,
Mark Palmisano and I will be submitting the supplemental KADIAN bid package by the end of the week. Medi-Cal has not indicated any specific time period for the evaluation. If one is given upon our submission we will let everyone know.

SDP

603.964.2763
618 Washington Rd
Rye NH 03870

From: Killion, Mark [mailto:MKillion@kadian.com]
Sent: Wednesday, July 22, 2009 11:00 AM
To: Mark Palmisano
Cc: Nathalie Leitch; scott.d.parker@comcast.net; Fitch, Shelley
Subject: RE: Medi-cal

Mark,

That's good news hopefully. Any idea when the new bid will go in and how soon California will reply to it? Thanks for the update.

From: Mark Palmisano [mailto:MPALMISANO@actavis.com]
Sent: Wednesday, July 22, 2009 7:39 AM
To: Killion, Mark
Cc: Nathalie Leitch; scott.d.parker@comcast.net
Subject: RE: Medi-cal

Mark,

See the e-mail chain below between Medi-Cal and Actavis in regards to Kadian. You are correct that Alpharma had lost the bid for the 10mg. We have an opportunity to possibly get the 10mg back on formulary. Medi-Cal is requesting a whole new set of contracts with Actavis and they want to see our bid before we proceed. We will bid on the 10mg and see what happens.



SDP,

Did I miss anything?

Mark,

Medi-Cal wants to see our bid numbers first before going through the contracting process. The 10 mg was rejected by Medi-Cal when it was submitted by Jesse. If we want to go through the deal on the 10 mg, there will be several additional requirements on our part to enter that one SKU bid.

Do you want me to crank up some supplemental figures based off the original 2007 contract? I'm thinking we should get our new offer in now to get the ball moving. It will take research via their website on the 10 mg to gather all required documents.

When is your 3 week vacation starting???

SDP

From: Hodges, Samuel (DHCS-PBD) [mailto:Samuel.Hodges@dhcs.ca.gov]
Sent: Tuesday, July 14, 2009 7:03 PM
To: scott.d.parker
Cc: Furukawa, Diane (DHCS-PBD-PDCB)
Subject: RE: Actavis - KADIAN C-II narcotic (Future Labeler change) {QUESTION}

Aloha Scott,

I have filled Dr. Diane Furukawa in on all our conversations. She is my supervisor. I have also cc'd her on this email. Once you have all the things required for the petition, please send it to her attention.

Mahalo (Thanks),
Sam

Samuel C. Hodges, Pharm.D.
Pharmaceutical Consultant II
Department of Health Care Services
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"Frogs in a well can only see up."
-old Chinese proverb

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The Department of Health Services asks that anyone who observes or has knowledge of suspicious health care activity to call the DHCS Medi-Cal Fraud Hotline telephone number, 1-800-822-6222, to report it.

For more information about Medi-Cal Drug Contracting please use the following links:

[Medi-Cal Homepage](#)

[Medi-Cal Drug Contracting FAQs](#)

[Medi-Cal Drug Policies and Procedures](#)

[Pharmacy Provider Manual](#)

[Contract Drug List](#)

[Sample Price Calculations](#)

[Medi-Cal Drug Utilization](#)

[CMS Drug Utilization](#)

[Medi-Cal Data & Statistics](#)

[CMS approval letter](#) (located on page 1206)

The [Medi-Cal List of Contract Drugs](#) is now on Epocrates at <http://www.epocrates.com>

From: scott.d.parker [mailto:scott.d.parker@comcast.net]
Sent: Tuesday, July 14, 2009 8:02 AM
To: Hodges, Samuel (DHCS-PBD)
Cc: Mark Palmisano
Subject: RE: Actavis - KADIAN C-II narcotic (Future Labeler change) {QUESTION}

Yo Sam,

Legal did not have any issues with the contract other than start date end date and 4.1 (what wording to use).

Question – in anticipation of our new contract for KADIAN do to labeler change, do you see any issues around a start date of 7.1.09 or 10.1.09? Then listing all 16 NDC's (8- 63857 King labelers and 8 – 46987 Actavis labeler) with revised KADIAN supplemental discounts?

The new Actavis labelers (46987) {10mg, 20, 30, 50, 60, 80, 100, 200mg} will each be hitting the market place at different times as the old labelers (63857) inventory is depleted. Therefore, the smoothest transition, my opinion, would be to start a new contract prior to the new Actavis hitting the market place?

Let me know what you think – I appreciate your advice and direction.

Mark Palmisano

Senior Manager, Cust & Govt Contract Admin/Pmts



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From: Killion, Mark [mailto:MKillion@kadian.com]
Sent: Tuesday, July 21, 2009 5:39 PM
To: Mark Palmisano
Cc: Nathalie Leitch
Subject: FW: Medi-cal

Mark,

I wanted to check with you quickly on this e-mail from Shelley Fitch (San Francisco ABM). I wanted to verify that the 10mg strength of Kadian was requested to be added to the Medi Cal formulary by Alpharma. If not, is there anything we can do it about it at this time? Thanks and please call (317-501-0588) or e-mail me with any questions.

Mark Killion

From: Fitch, Shelley
Sent: Friday, July 17, 2009 6:45 PM
To: Killion, Mark
Subject: Medi-cal

Mark,

This is a follow up to the Medi-Cal question of coverage for the 10mg, 20mg and 200mg strengths of Kadian. The specialty pain pharmacy that we visited together in Sacramento this week, indicated that there was no issue with any strength of Kadian and Medi-Cal coverage. While working in Ukiah on Wednesday, I had the opportunity to visit the Ukiah Health Clinic which has a significant amount of Medi-Cal. I was able to meet with their pharmacist, Gary, who took me to the on-line Medi-Cal site and together we were able to verify Kadian Medi-Cal coverage. The site showed that at this point, the only strength that is NOT covered is the 10mg. The pharmacist shared that this can be a problem as some of the physicians like to increase the dose in smaller increments. He was however, happy to see that the 20mg and 200mg doses were now covered. I hope this information is helpful.

Have a great weekend,
Shelley