

To: Rex Swords  
From: Tasha Polster  
Subject: DEA Strategy Meeting Agenda

---

Date: March 1, 2013

**Perrysburg**

1. Monday march 4<sup>th</sup>, transitioning Perrysburg C2 order to the vendors
  - Cardinal - 4600
  - Anda - 427
  - Amerisource Bergan - 124 (Primarily HSRx locations)
2. There are 380 stores (peppered across the chain) that Cardinal has flagged as “red” and will not ship Narcotic analgesics to
  - a. These stores will remain at Perrysburg with goal of transitioning to wholesaler as they are cleared from red status
  - b. April 1, regardless of whether they are cleared to receive narcotic analgesics from Cardinal, Perrysburg will be out of the C2 business
  - c. If there are any stores that Cardinal has not released to get product by then, they will not be receiving any C2 narcotic analgesics
  - d. What gets a store from red status to green status?
    - i. Site visit – in-store interviews with staff and RXS (or LP)
    - ii. Surveillance visits -- mystery shops and parking lot drive-bys
    - iii. Cardinal will have the visits done by March 15
    - iv. Determination of whether store gets off red list to green list will be made throughout the month, with entire list gone through by March 31
3. Suspicious orders reported to DEA from the 380 stores is a concern for CII narcotic analgesics
  - a. We’re systematically blocking these orders from getting to Cardinal for these stores
  - b. This block will also block all PFL, OOS, ISN orders for non-controlled substances from being generated
  - c. These stores will have to manually order all non-control PFL, OOS and ISN from cardinal daily
4. All C3 – 5 products were moved from Perrysbug to other DCs
  - a. We’re systematically blocking these orders from getting to Cardinal for C 3-5s for these 380 stores
  - b. This block will also block all PFL, OOS, ISN orders for non-controlled substances from being generated
  - c. These stores will have to manually order all non-control PFL, OOS and ISN from cardinal daily

WALGREENS – PHARMACY OPERATIONS  
IDENTIFIED AS CONFIDENTIAL BY WALGREENS

PLAINTIFFS TRIAL  
EXHIBIT  
**P-00060\_00001**

## Ed Svihra's visit to the NJ Market

Dom (MPD) joined him on this site visits in NJ, DMs and RXSs also met them at the 7 stores they visited

Pharmacy Supervisor mentioned customers have called and complained. Customer Service said "they should be filling that for you". We have had meetings with consumer relations about our GFD practices, Tasha will reach out and get a better understanding for what the "talk track" looks like for the customer service reps and make changes if needed.

We haven't heard much from sanctioned prescribers. But we are still getting scripts that we're turning down.

Perception that other prescribers are creeping up in the their numbers

Tasha: Not sure the sanctioning is the right thing

We're Getting list of competitor sanctioned prescribers from our field folks and some of docs aren't showing up as prescribers of concern for us

Targets, goals and payroll came up during the visit. We need to go top down to better understand the concept

It's not black and white that they are used to, we cannot just adjust the targets for their areas because of GFD

"What does it do to the targets"

What's the comfort that it's getting down to the store level? -- it's not there yet

Anticipated question: What does that mean with targets? -- Tasha and Rex to reach out to Jeremy and Dan to get a better idea of what it means for numbers and try to cover at the next Market Leadership meeting

GFD concerns doesn't relieve you from trying to attain the numbers that have been set for you

Word on Diagnosis code...One prescriber had a stamper made with a diagnosis code and they were stamping all their rx's with it

On-site visit-- expecting legitimate pain doctors...but even they had scripts showing up from the sanctioned providers that they were turning away

Folders on compliance

Look at the file ...deeper dive into refused folder and c2 folder

DLPM will need help to understand

Look in IC+ to look at these patients

Tasha to work with Ed and her new manager (Eric) to put together something for the CLs to help educate them so they know what to look for on their visits.