

From: Lowe, Ronda [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=WALGREENS.ONMICROSOFT.COM-54052-LOWE, RONDA J. (RJLOWE E57031CF)]
Sent: 2/11/2016 11:15:06 AM
To: Store mgr.01327 [mgr.01327@store.walgreens.com]
Subject: FW: Region 11 Pharmacist GFD Opportunities

CCSF v. Purdue Pharma,
et al. 3:18-CV-7591

WAG-MDL-02941

Admitted: 6/02/2022

FYI

From: Davenport, Andy
Sent: Wednesday, February 10, 2016 10:06 PM
To: Lowe, Ronda
Cc: Moy, Gorman
Subject: Fwd: Region 11 Pharmacist GFD Opportunities

Ronda,

Maybe you and I could cover GFD with Brett and team at 1327 when I am in your district March 8-11th?

Regards,
Andy

Sent from my iPad

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Begin forwarded message:

From: "Lawson, Keith" <keith.lawson@walgreens.com>
Date: February 10, 2016 at 6:08:16 PM PST
To: "Blankenship, Paul" <paul.blankenship@walgreens.com>, "Defronzo, Linda" <linda.defronzo@walgreens.com>, "Moy, Gorman" <gorman.moy@walgreens.com>, "Friello, Joe" <joe.friello@walgreens.com>, "Lekander Chai, Marie" <marie.lekander-chai@walgreens.com>, "Rodman, Rachael" <rachael.rodman@walgreens.com>, "Horton, Todd" <todd.horton@walgreens.com>, "Bui, Thang" <tom.bui@walgreens.com>, "Davenport, Andy" <andy.davenport@walgreens.com>, "Garcia, Bryan" <bryan.garcia@walgreens.com>, "Chung, Hilda" <hilda.chung@walgreens.com>, "Federico, Michael" <michael.federico@walgreens.com>, "Park, Hayley" <hayley.park@walgreens.com>, "Wong, Eleanor" <eleanor.wong@walgreens.com>, "Sami, Sharon" <sharon.sami@walgreens.com>, "Cendejas Gil, Bee" <bertha.gil@walgreens.com>, "Costa, Elisa" <elisa.costa@walgreens.com>, "Haskin, Brenda" <brenda.haskin@walgreens.com>, "Laxamana, Iris" <iris.p.laxamana@walgreens.com>, "Orchard, Daran" <daran.orchard@walgreens.com>, "Shafer, Hannah" <hannah.shafer@walgreens.com>, "Tsui, Sophia" <sophia.tsui@walgreens.com>, "Benson, Chris" <chris.benson@walgreens.com>, "Bitar, Abe" <abe.bitar@walgreens.com>, "Borjas, Steve" <steve.borjas@walgreens.com>, "Conroy, Ruth" <ruth.conroy@walgreens.com>, "Figueroa, Laz" <lazaro.figueroa@walgreens.com>, "Hall, Daniel" <daniel.hall@walgreens.com>, "Haws, Mike" <mike.haws@walgreens.com>, "Ho-Muniz, Heidi" <heidi.ho-muniz@walgreens.com>, "Houghtaling, Shawn" <shawn.houghtaling@walgreens.com>, "Jay, Dillon" <dillon.jay@walgreens.com>, "Johnson, Todd" <todd.johnson@walgreens.com>, "Juma, Ken" <kennedy.juma@walgreens.com>, "Lawson, Keith"

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Subject: Region 11 Pharmacist GFD Opportunities

Below are Area's, District's and stores flagged on the RX integrity **GFD** report.

This gives you an indication of where additional GFD efforts should be focused, pertaining to individual store pharmacies.

You must access the Rx Integrity site to view the individual pharmacists "details" & "examples" under Pharmacist GFD on the GFD Opportunities tab.

Type: **rxintegrity** in your browser.

* The decision to dispense a prescription is ultimately up to the pharmacist, however, proper documentation to support the decision is needed.

- It's important to look for documentation supporting that the Pharmacist used the tools available in the decision making process, such as the PDMP, reviewing the patient profile, or speaking with the patient or caregiver.

Western Operation : Pharmacists:

Where we stand: Last Report (8), Current: (9) Opportunity Growing

26	Colorado/Oklahoma	27
22	Nevada/Southern California	19
2	Pacific NW	15
20	Missouri/Arkansas/Southern IL	11
11	Northern California	9
5	Arizona/New Mexico	3

Current Report

Area Number	Area Name	Number of Pharmacists
<u>47</u>	Sacramento CA	4
<u>49</u>	San Jose/Oakland CA	2
<u>50</u>	Stockton/East Bay CA	2
<u>51</u>	San Fran Peninsula/Hawaii	1

Last Report

Area Number	Area Name	Number of Pharmacists
<u>47</u>	Sacramento CA	6
<u>50</u>	Stockton/East Bay CA	1
<u>51</u>	San Fran Peninsula/Hawaii	1

Pharmacist Opportunities

District Breakdown:

<u>228</u>	Chico/Redding CA	1
<u>229</u>	Reno NV	1
<u>231</u>	Sacramento North	2

<u>227</u>	Fremont/Hayward	2
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<u>223</u>	Santa Rosa CA	2
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202	Hawaii
	1

Store Opportunities Report

Oxycodone -

Search:

Market	District	District Name	Store	Avg Daily Rx	New Rank	Old Rank	Delta	Index Trending For Last 3 Months
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Current Report > Regression in progress

Northern California	227	Fremont/Hayward	<u>101</u>	368	415	600	185	Deterioration 100+
Northern California	237	San Fran The Castro	<u>1327</u>	547	428	623	195	Deterioration 100+
Northern California	227	Fremont/Hayward	<u>2426</u>	493	495	887	392	Deterioration 300+
Northern California	229	Reno NV	<u>4789</u>	238	362	415	53	Consistent Deterioration
Northern California	229	Reno NV	<u>5295</u>	358	74	129	55	Consistent Deterioration
Northern California	223	Santa Rosa CA	<u>6722</u>	334	30	4	-26	Neutral/stable trend
Northern California	246	Fresno South	<u>7830</u>	274	229	365	136	Deterioration 100+
Northern California	229	Reno NV	<u>11227</u>	231	341	754	413	Deterioration 400+
Northern California	229	Reno NV	<u>12488</u>	263	468	478	10	Neutral/stable trend
Northern California	202	Hawaii	<u>12764</u>	73	132	451	319	Deterioration 300+
Northern California	202	Hawaii	<u>12786</u>	205	119	117	-2	Neutral/stable trend
Northern California	202	Hawaii	<u>15115</u>	82	95	84	-11	Neutral/stable trend

Last Report

Northern California	223	Santa Rosa CA	<u>15549</u>	106	235	412	177	Deterioration 100+
Northern California	229	Reno NV	<u>12488</u>	282	478	581	103	Deterioration 100+
Northern California	246	Fresno South	<u>7830</u>	277	365	95	-270	Consistent Improvement

Northern California	229	Reno NV	<u>4789</u>	276	415	493	78	Consistent Deterioration
Northern California	236	San Fran Mission District	<u>11385</u>	145	262	197	-65	Consistent Improvement
Northern California	202	Hawaii	<u>12764</u>	76	451	245	-206	Consistent Improvement
Northern California	229	Reno NV	<u>5295</u>	367	129	164	35	Consistent Deterioration
Northern California	202	Hawaii	<u>15115</u>	80	84	67	-17	Neutral/stable trend
Northern California	223	Santa Rosa CA	<u>6722</u>	310	4	14	10	Neutral/stable trend
Northern California	202	Hawaii	<u>12786</u>	206	117	279	162	Deterioration 100+

Hydromorphone

Current Report > Good Improvement

Northern California	244	Modesto CA	<u>2865</u>	677	133	644	511	Deterioration 500+
Northern California	242	Monterey CA	<u>7210</u>	448	193	49	-144	Consistent Improvement

Last Report

Northern California	223	Santa Rosa CA	<u>6722</u>	310	113	143	30	Neutral/stable trend
Northern California	239	Silicon Valley	<u>2147</u>	143	186	221	35	Consistent Deterioration
Northern California	242	Monterey CA	<u>7210</u>	433	49	99	50	Consistent Deterioration
Northern California	228	Chico/Redding CA	<u>13000</u>	557	102	477	375	Deterioration 300+
Northern California	243	Stockton CA	<u>9716</u>	188	184	1411	1227	Deterioration 500+

Methadone

Current Report > Opportunity Growing

Northern California	228	Chico/Redding CA	<u>2170</u>	197	153	620	467	Deterioration 400+
Northern California	231	Sacramento North	<u>2277</u>	199	87	709	622	Deterioration 500+
Northern California	244	Modesto CA	<u>2865</u>	677	58	299	241	Deterioration 200+
Northern California	229	Reno NV	<u>4789</u>	238	113	1778	1665	Deterioration 500+
Northern California	230	Sacramento East	<u>5152</u>	382	27	424	397	Deterioration 300+

Northern California	229	Reno NV	<u>5295</u>	358	65	265	200	Deterioration 100+
Northern California	228	Chico/Redding CA	<u>6141</u>	299	41	262	221	Deterioration 200+
Northern California	223	Santa Rosa CA	<u>6722</u>	334	139	72	-67	Consistent Improvement
Northern California	230	Sacramento East	<u>7191</u>	136	108	540	432	Deterioration 400+
Northern California	242	Monterey CA	<u>7210</u>	448	23	96	73	Consistent Deterioration
Northern California	223	Santa Rosa CA	<u>9525</u>	237	92	455	363	Deterioration 300+
Northern California	232	Sacramento South	<u>11262</u>	82	66	1412	1346	Deterioration 500+
Northern California	236	San Fran Mission District	<u>11385</u>	130	42	570	528	Deterioration 500+
Northern California	202	Hawaii	<u>12764</u>	73	26	394	368	Deterioration 300+
Northern California	228	Chico/Redding CA	<u>13000</u>	548	142	168	26	Neutral/stable trend
Northern California	241	San Jose West	<u>15108</u>	133	166	804	638	Deterioration 500+
Northern California	202	Hawaii	<u>15115</u>	82	5	24	19	Neutral/stable trend
Northern California	202	Hawaii	<u>15945</u>	75	3	123	120	Deterioration 100+
Northern California	248	Bakersfield CA	<u>16382</u>	112	7	2658	2651	Deterioration 500+

Last Report

Northern California	228	Chico/Redding CA	<u>13000</u>	557	168	74	-94	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>15549</u>	106	32	65	33	Consistent Deterioration
Northern California	247	Visalia CA	<u>3476</u>	289	196	915	719	Deterioration 500+
Northern California	230	Sacramento East	<u>12528</u>	174	67	37	-30	Neutral/stable trend
Northern California	228	Chico/Redding CA	<u>5207</u>	193	100	179	79	Consistent Deterioration
Northern California	202	Hawaii	<u>15945</u>	73	123	160	37	Consistent Deterioration
Northern California	202	Hawaii	<u>12072</u>	202	120	147	27	Neutral/stable trend
Northern California	245	Fresno North	<u>13871</u>	286	192	269	77	Consistent Deterioration
Northern California	239	Silicon Valley	<u>2147</u>	143	38	136	98	Consistent Deterioration
Northern California	242	Monterey CA	<u>7210</u>	433	96	715	619	Deterioration 500+

Northern California	228	Chico/Redding CA	<u>7653</u>	225	43	543	500	Deterioration 400+
Northern California	246	Fresno South	<u>7830</u>	277	143	57	-86	Consistent Improvement
Northern California	202	Hawaii	<u>15115</u>	80	24	422	398	Deterioration 300+
Northern California	248	Bakersfield CA	<u>9030</u>	278	118	276	158	Deterioration 100+
Northern California	231	Sacramento North	<u>6036</u>	215	19	369	350	Deterioration 300+
Northern California	223	Santa Rosa CA	<u>6722</u>	310	72	93	21	Neutral/stable trend

Hydrocodone

Current Report > Progress Made

Northern California	227	Fremont/Hayward	<u>101</u>	368	365	599	234	Deterioration 200+
Northern California	239	Silicon Valley	<u>689</u>	512	475	801	326	Deterioration 300+
Northern California	231	Sacramento North	<u>993</u>	357	291	49	-242	Consistent Improvement
Northern California	227	Fremont/Hayward	<u>2426</u>	493	342	309	-33	Consistent Improvement
Northern California	244	Modesto CA	<u>2865</u>	677	257	449	192	Deterioration 100+
Northern California	223	Santa Rosa CA	<u>3084</u>	221	469	496	27	Neutral/stable trend
Northern California	223	Santa Rosa CA	<u>3297</u>	263	411	278	-133	Consistent Improvement
Northern California	225	Walnut Creek CA	<u>4026</u>	402	468	504	36	Consistent Deterioration
Northern California	228	Chico/Redding CA	<u>4243</u>	466	73	324	251	Deterioration 200+
Northern California	229	Reno NV	<u>4789</u>	238	454	803	349	Deterioration 300+
Northern California	230	Sacramento East	<u>5152</u>	382	1	59	58	Consistent Deterioration
Northern California	229	Reno NV	<u>5295</u>	358	28	15	-13	Neutral/stable trend
Northern California	231	Sacramento North	<u>5500</u>	197	362	433	71	Consistent Deterioration
Northern California	228	Chico/Redding CA	<u>5781</u>	171	361	552	191	Deterioration 100+
Northern California	230	Sacramento East	<u>6193</u>	144	324	148	-176	Consistent Improvement
Northern California	248	Bakersfield CA	<u>6526</u>	434	322	187	-135	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>6722</u>	334	75	2	-73	Consistent Improvement

Northern California	230	Sacramento East	<u>7191</u>	136	302	134	-168	Consistent Improvement
Northern California	246	Fresno South	<u>7830</u>	274	100	219	119	Deterioration 100+
Northern California	247	Visalia CA	<u>9844</u>	295	146	13	-133	Consistent Improvement
Northern California	231	Sacramento North	<u>10693</u>	133	299	343	44	Consistent Deterioration
Northern California	232	Sacramento South	<u>11262</u>	82	155	817	662	Deterioration 500+
Northern California	245	Fresno North	<u>13871</u>	281	189	273	84	Consistent Deterioration
Northern California	231	Sacramento North	<u>15602</u>	83	419	197	-222	Consistent Improvement
Northern California	248	Bakersfield CA	<u>16382</u>	112	320	4866	4546	Deterioration 500+

Last Report

Northern California	231	Sacramento North	<u>993</u>	364	49	118	69	Consistent Deterioration
Northern California	244	Modesto CA	<u>2865</u>	633	449	119	-330	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>3297</u>	274	278	334	56	Consistent Deterioration
Northern California	242	Monterey CA	<u>15433</u>	130	434	1009	575	Deterioration 500+
Northern California	229	Reno NV	<u>5295</u>	367	15	2	-13	Neutral/stable trend
Northern California	245	Fresno North	<u>13871</u>	286	273	61	-212	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>5863</u>	245	461	285	-176	Consistent Improvement
Northern California	228	Chico/Redding CA	<u>6141</u>	302	390	903	513	Deterioration 500+
Northern California	248	Bakersfield CA	<u>6526</u>	401	187	207	20	Neutral/stable trend
Northern California	247	Visalia CA	<u>3476</u>	289	229	77	-152	Consistent Improvement
Northern California	228	Chico/Redding CA	<u>3877</u>	252	400	563	163	Deterioration 100+
Northern California	228	Chico/Redding CA	<u>4243</u>	471	324	130	-194	Consistent Improvement
Northern California	230	Sacramento East	<u>7191</u>	150	134	22	-112	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>9525</u>	233	458	871	413	Deterioration 400+
Northern California	246	Fresno South	<u>10243</u>	123	300	830	530	Deterioration 500+

Northern California	230	Sacramento East	<u>5152</u>	348	59	35	-24	Neutral/stable trend
Northern California	231	Sacramento North	<u>10693</u>	135	343	559	216	Deterioration 200+
Northern California	227	Fremont/Hayward	<u>2426</u>	489	309	776	467	Deterioration 400+
Northern California	246	Fresno South	<u>7830</u>	277	219	250	31	Consistent Deterioration
Northern California	247	Visalia CA	<u>9844</u>	310	13	226	213	Deterioration 200+
Northern California	231	Sacramento North	<u>5500</u>	203	433	180	-253	Consistent Improvement
Northern California	228	Chico/Redding CA	<u>13000</u>	557	160	324	164	Deterioration 100+
Northern California	229	Reno NV	<u>11226</u>	285	493	1219	726	Deterioration 500+
Northern California	229	Reno NV	<u>12488</u>	282	426	396	-30	Neutral/stable trend
Northern California	231	Sacramento North	<u>2277</u>	224	198	94	-104	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>3084</u>	217	496	1096	600	Deterioration 500+
Northern California	230	Sacramento East	<u>15195</u>	152	296	615	319	Deterioration 300+
Northern California	244	Modesto CA	<u>4415</u>	389	463	1194	731	Deterioration 500+
Northern California	230	Sacramento East	<u>6193</u>	173	148	89	-59	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>6722</u>	310	2	3	1	Neutral/stable trend
Northern California	248	Bakersfield CA	<u>6756</u>	252	265	112	-153	Consistent Improvement
Northern California	227	Fremont/Hayward	<u>7274</u>	232	491	239	-252	Consistent Improvement
Northern California	223	Santa Rosa CA	<u>9703</u>	271	155	1423	1268	Deterioration 500+
Northern California	244	Modesto CA	<u>9955</u>	221	349	1482	1133	Deterioration 500+
Northern California	231	Sacramento North	<u>15602</u>	77	197	13	-184	Consistent Improvement
Northern California	228	Chico/Redding CA	<u>5207</u>	193	297	291	-6	Neutral/stable trend
Northern California	231	Sacramento North	<u>5501</u>	192	403	602	199	Deterioration 100+

Below is an explanation of the reason / ranking indicators for GFD on the Rxintegrity Report summary.

There is a company ranking list by store in which being “#1” is **NOT** a good thing.

The higher the ranking (closet ranking to being #1) of the store, the more GFD opportunities exist.

Stores are rated using the following weighted metrics:

- Overall unit volume
- Change in unit volume current 3 months vs. prior 3 months
- Proportionality to total script business
- % Paid by cash (or cash discount card).

A "deterioration of 500 +" means that a particular location has deteriorated 500 + ranking spots on the list from the last report. (Moved upward towards "#1")

So for example, hypothetically speaking, if they were "ranked" the 802nd in Hydromorphone GFD opportunity on the last report, they are now at least ranked 302nd or higher on this report.

The below are the ranking movement explanations:

- Consistent Deterioration = (-) change of 30 to 99 (moving up the ranking list 30 to 99 spots towards being "#1")
- Consistent Improvement = (+) change of 30+ (moving down the ranking list 30 or more spots away from "#1")
- Deterioration +500 = (-) change of 500 or more
- Deterioration +400 = (-) change of 400 to 499
- Deterioration +300 = (-) change of 300 to 399
- Deterioration +200 = (-) change of 200 to 299
- Deterioration +100 = (-) change of 100 to 199
- Neutral/stable trend = change of less than 30 (+) or (-) (moving less than 30 "spots" on the ranking list either way)

Thank you,

Keith Lawson

Director, Asset Protection Solutions

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