

To: CCPA Purchasing Partners Board of Directors

From: Kena Norris, Executive Director

Re: Minutes of Monday, July 10, 2017 CCPAPP Board of Directors Meeting

Members Present

Sheri Ross, MD
Michael Siegel, MD
Tim Geleske, MD
Valerie Kimball, MD
Douglas Ashley, MD
Mary Hall, MD
Jonathan Necheles, MD
Ushma Patel, MD
Rebecca Unger, MD
Susan Sirota, MD
Virginia DePaul, MD
Dov Shapiro, MD

Members Absent

Alison Gehle, MD
Guy Randolph, MD

Others Present

Kena Norris, MJ, FACHE
LaVonna Swilley, MBA

1. Call to order

Valerie Kimball, MD

The CCPA Purchasing Partners Board of Directors meeting was held on Monday, July 10, 2017 at McCormick and Schmick's, Skokie, IL. Dr. Valerie Kimball, President, called the meeting to order at 6:39 pm.

- A. **Motion 1:** *To approve minutes from the March 13, 2017 CCPAPP meeting.* The motion was made, seconded and unanimously approved.

2. Report from the Treasurer

Michael Siegel, MD

The YTD financial statement was reviewed by Dr. Siegel. CCPA Purchasing Partners (CCPAPP) has about 1.4 million dollars in cash at the end of the reporting period. Since January, the CCPAPP membership has increased by 42 new members. CCPAPP is anticipating a small decrease in revenue from Sanofi Pasteur, which will be discussed later in the meeting during the executive director's report.

- A. **Motion 2:** *To approve Treasurer's Report for YTD Financial Statement as of 5/31/2017 (Attachment 2).* The motion was made, seconded and unanimously approved.

3. Report from Executive Director

Kena Norris, MJ, FACHE

A. Staff Update

Ms. Norris stated that Anika Walker resigned from CCPA/PP's Sr. Administrative Assistant position in May. Ms. Walker made the decision to leave the healthcare industry and return to the business sector. The CCPA/PP team is actively recruiting for a new Sr. Administrative Assistant.

B. Vendor Updates

i. Howard Ecker

Ms. Norris reported that at the last Board of Directors meeting, the board decided that Howard Ecker should resume payment of the marketing fee as contracted or risk termination from CCPAPP's vendor portfolio. After reaching out to Howard Ecker, he decided to not issue future payments and both parties agreed to part ways amicably.

ii. Merck

Ms. Norris informed the board that Merck was one of many multinational companies affected by the global cyberattack. Several board members reported that they had no issues ordering direct from Merck. During the discussion, it was suggested that an article on ransomware and things that practices should do to secure their practices' electronic data systems would be a good topic for the newsletter.

iii. Sanofi

Ms. Norris explained Sanofi revenue may be slightly down this year due to the following reasons:

1. Sanofi has given direct agreements to a couple of CCPAPP's largest practice groups.
2. Poor compliance by a few practices, including those on the CCPAPP board which may have encouraged other community physicians to purchase outside of CCPAPP's vendor portfolio.

Dr. Shapiro suggested that CCPAPP explore getting a GSK contract. Ms. Norris reminded the board that CCPAPP staff have met with GSK for market intelligence purposes, but they would not provide a contract/product pricing for our review. In addition, having a GSK contract would make it challenging to maintain compliance with Sanofi and Merck contracts. Dr. Siegel and Dr. DePaul also reported that GSK has previously misrepresented their products/pricing and violated the terms of a prior agreement between GSK and CCPAPP years ago and are hence no longer a vendor.

This topic lead to a discussion about what happened several years ago when compliance was not met and how it resulted in a significant loss of Sanofi revenue for CCPAPP. Therefore, a written communication to educate CCPAPP members on the importance of

contract compliance was suggested. The board also discussed the discipline steps for member non-compliance to CCPAPP's vaccine agreements.

B. Motion 3: To approve sending a communication to CCPAPP members educating them on compliance to the GPO vaccine contracts. The motion was made, seconded and unanimously approved.

Action: Ms. Norris will review past CCPAPP meeting minutes to determine the precedence on non-compliant members. Ms. Norris will then notify the executive committee of her findings and create a member communication regarding compliance accordingly.

iv. Premier – Staples and Warehouse Direct

Ms. Norris reminded the board of the prior decision to discontinue direct agreements with CCPAPP's smaller vendors and transition those contracts to Premier. This process will take several months for CCPAPP staff to identify comparable or better contracts with Premier and transition members over. Staff are currently working to transition Staples and Warehouse Direct to Premier contracts, which provide an additional 15-20% discount on many products and services.

C. Time for a Checkup – November 16, 2017

Ms. Norris stated that Time for a Checkup will take place this year on Thursday, November 16, 2017 at Café la Cave. The speaker line up for this year are: 1) Susan Childs, who is a frequent American Academy of Pediatrics speaker with expertise in practice management; 2) Rob Kane, an attorney, whose expertise is in healthcare law; 3) Paul Vanchiere, founder of Pediatric Management Institute (PMI) whose expertise is in healthcare management and finance.

The next meeting is scheduled for Monday, September 11, 2017 at 6:30 pm at McCormick & Schmick's.

Adjournment - Meeting was adjourned at 7:46 pm by Dr. Kimball.