

Attachment 1

Children's Community Physicians Association
Purchasing Partners, L.P.



To: Children's Community Physicians Association Purchasing Partners, L.P.
Board of Directors

From: Kathleen McTigue, Executive Director

Re: Minutes of June 16, 2014 CCPA PP Board of Directors Meeting

Date: July 7, 2014

Members Present

Aleta Clark, MD
Virginia DePaul, MD
Mary Hall, MD
Diane Holmes, MD
Allison Gehle, MD
Timothy Geleske, MD
Daniel Lum, MD
Dov Shapiro, MD
Guy Randolph, MD
Sheri Ross, MD
Kathleen McTigue

Members Absent

Valerie Kimball, MD
Michael Siegel, MD
Susan Sirota, MD
Rebecca Unger, MD

Others Present

Rob McCann

1. Call to Order

Diane Holmes, MD

The Children's Community Physicians Association Purchasing Partners (CCPAPP, LP) Board of Directors Meeting was held on Monday, June 16, 2014 at McCormick and Schmick's, Skokie, IL. Diane Holmes MD, President, called the meeting to order at 7:00 p.m.

Approval of Minutes

Motion 1: To approve the minutes from the April 28, 2014 Board meeting. The motion was made, seconded, and unanimously approved. (Attachment 1)

Attachment 1

2. Report from Treasurer

Mick Siegel, MD

Motion 2: To approve Treasurer's Report for YTD as of 05/31/14. The motion was made, seconded and unanimously approved. (Attachment 2)

In Dr. Siegel's absence, the Treasurer's report was provided by Kathy McTigue.

The financial report for the Partnership is essentially the same as last month; with decreased revenue by approximately \$80k attributed to the lower than expected administrative award from Sanofi Pasteur. We will not know until Sanofi's second payment (due in September) whether we will be closer to budgeted revenue for this year. CDW revenue is also below budget.

3. Report from Executive Director

Kathleen McTigue

A. Vendor Contract Updates

- i. Merck – The long-time director of contracting, Mary Wirtz is no longer with Merck. We had a strong relationship with Mary and will miss her insight and support. An introductory meeting will be scheduled with Kathleen Roman, the new director, the GPO team and Kena in early July.
Compliance for adult vaccine measures were not met. We are looking into the impact of those purchases to our administrative award. Varivax single-dose has been discontinued; this is not an issue for our members.
- ii. Sanofi Pasteur – We continue to monitor contract compliance. There have been fewer concerns regarding Pentecel inventory issues, and according to Sanofi they have been able to meet demand. We are scheduling a transition meeting with Ben DeMong, the GPO team and Kena in early July.
- iii. GSK – We had another discussion (5/28) with GSK contract managers regarding a flu agreement with GSK, possibly as part of our CHA agreement. They will review contract options for CCPAPP and be in touch. They were not able to provide any physician buying groups with contracts in place with all of the large vaccine manufacturers, as we requested during previous discussions.
- iv. Rhinodox – An amendment to the Rhinodox agreement was executed. New contract language expressly excludes purchases in situations where Rhinodox buys-out a competitor's contract from a practice. This will be clearly explained to member practices at the time of sale.
- v. CDW— The CDW contract term expired. After much discussion, the new agreement will have a 2.5% administrative award (vs. 3%). There has been a great deal of interest in this vendor from member practices and the change in admin fees was necessary to keep a competitive price point.
- vi. Televox – Discussions with Televox resulted in an impasse with regard to a contract which includes an administrative award. We proposed a marketing fee in lieu of an admin fee; their leadership is reviewing this option.
- vii. Other – The AAP apparently partnered with CHA to promote the Child Advantage buying program. The marketing materials from AAP and the SOAPM group were somewhat misleading, noting this as the only pediatric buying group, etc. We shared feedback with SOAPM.

4. Membership Update

Kathleen McTigue

Attachment 1

A. Recruitment Update

- i. Meridian Medical (40 physicians) recently joined CCPAPP. Initially, they will be participating on the McKesson contract, although we hope they will participate in vaccine contracts in the future (looking at compliance).
- ii. Vendor Shows- Missouri MGMA – April; Michigan MGMA – May
- iii. Strategic Planning – The GPO team and I will meet with Kena to develop ideas for short and long term plans for the Partnership.

5. Adjournment

Diane Holmes, MD

The CCPAPP Board of Directors meeting was adjourned at 7:30 pm.