



To: CCPA Purchasing Partners Board of Directors

From: Kena Norris, Executive Director

Re: Minutes of Monday, September 12, 2016 CCPA Board of Directors Meeting

Members Present

Dov Shapiro, MD
Sheri Ross, MD
Michael Siegel, MD
Tim Geleske, MD
Guy Randolph, MD
Valerie Kimball, MD
Douglas Ashley, MD
Mary Hall, MD
Jonathan Necheles, MD
Ushma Patel, MD
Rebecca Unger, MD

Members Absent

Susan Sirota, MD
Alison Gehle, MD
Virginia DePaul, MD

Others Present

Kena Norris, MJ, FACHE
LaVonna Swilley, MBA
Anika Walker

1. Call to order

Dov Shapiro, MD

The CCPA Purchasing Partners Board of Directors meeting was held on Monday, September 12, 2016 at McCormick and Schmick's, Skokie, IL. Dr. Dov Shapiro, President, called the meeting to order at 6:41 p.m.

2. Report from the Treasurer

Michael Siegel, MD

The YTD financial statement was reviewed by Dr. Siegel. It was stated that CCPA Purchasing Partners (CCPAPP) has an anticipated operating revenue of about two million dollars for this year's budget. There are currently 3200 CCPAPP members which is approximately 200 more than last year. Merck and Sanofi represent 95% of all income. The YTD 2016 profit and loss statement states that the operating revenue is approximately \$50,000 over budget. Also, the staff salaries and benefits is currently at \$0 because invoices were recently received from Lurie Children's Hospital and checks were signed this evening to submit payment.

A. *Motion 1: To approve Treasurer's Report for YTD Financial Statement as of 07/31/2016 (Attachment 1).* The motion was made, seconded and unanimously approved.

3. Report from Executive Director

Kena Norris, MJ, FACHE

A. GPO Restructuring Update

Ms. Norris explained that the ballots for restructuring are continuing to come in and we are about 26 votes away from a super majority vote. Once all the votes are in, Ms. Norris will contact Rob McCann to immediately file the paperwork with the state so that CCPA Purchasing Partners will be a LLC by the end of the year.

B. Distribution Timeframe

Ms. Norris explained that all members will get a distribution check once restructured. In order to complete the distribution on time, June 30, 2016 will marked the last quarter that is reported to complete the distribution calculation. Therefore, this year members will received credit for three quarters instead of four to facilitate the new timeline. In addition, practices will receive their distribution report and have approximately 1-2 weeks to review for accuracy. CCPAPP will include a frequently asked questions (FAQ) list along with the report to assist in explaining the new distribution process to CCPAPP members.

C. Medical Supply Vendors – RFP Update (Attachment 2)

Ms. Norris explained that CCPAPP contract with McKesson was up for renewal. CCPAPP sent out request for proposals (RFP) to other medical supply vendors to make sure that our members are getting the best pricing and service. Ms. Norris gave an overview on all three medical supply vendors (McKesson, Medline and Henry Schein) who responded to the RFP. The board of directors discussed the three vendors in detail and it was determined that McKesson was the best choice for CCPAPP's medical supply vendor.

A. *Motion 2: To approve McKesson as the continued medical supply vendor for CCPAPP for the next five years.* The motion was made, seconded and unanimously approved.

D. CDW, ADP and local vendors (Attachment 3)

Ms. Norris stated that CDW has termed their contract with CCPAPP due to underutilization. CDW will maintain their prices for our members, however, CCPA will no longer receive an administrative award for those purchases. Ms. Norris stated she would like to keep a broad portfolio of vendors for our members, but it takes a significant amount of time and resources to continue these contracts that are underutilized by members. Ms. Norris stated we are currently using Premier, which offers several vendor options similar to CCPAPP. Therefore, through this relationship, members can have access to the same or equivalent vendors through Premier's contracts, but with equivalent or better pricing.

The board discussed the advantage of having several vendor options in the same category, which allowed members a choice. Dr. Patel asked if communication would be sent to practices regarding the changes, which Ms. Norris confirmed.

A. Motion 3: *To approve to term CCPAPP underutilized vendor contracts in favor of Premier contract for equivalent vendors.* The motion was made, seconded and unanimously approved.

Action: Ms. Norris will term contracts with smaller vendors as they expire and secure an agreement with Premier for the same or similar vendors as those currently offered by CCPAPP. Ms. Norris will also confirm with Premier if CCPAPP can use all their vendors in each vendor category or if we need to select specific vendors for the CCPAPP/Premier vendor list.

E. Merck – Indirect purchases

Ms. Norris announced that Merck is now allowing customers to order their products indirectly from other vendors. CCPAPP will continue to receive administrative awards on the indirect purchases and members will continue to receive the CCPAPP contracted pricing for their purchases.

F. GSK – Bexsero

Dr. Shapiro addressed the effectiveness of Trumenba vs. Bexsero. Dr. Shapiro stated he is not convinced that either vaccine is better than the other. Dr. Siegel stated that this discussion may be a moot point since a recommendation from the American Academy of Pediatrics was issued two weeks ago stating that MenB vaccines should no longer be given routinely. The board discussed if and when the vaccine should be given to patients.

Action: – *The discussion was tabled.*

G. Time for a Checkup
(Attachment 4)

Ms. Norris announced that Time for a Check-up seminar is scheduled for Thursday, November 17, 2016 and we will have two new speakers Merikay Tillman and David Zetter who are nationally known. The third speaker, Karen Zupko, who is also widely known, is a returning speaker. The event was approved for CME today and registration materials were sent to CCPAPP practices. The cost of attendance is \$65.00 for members and \$50.00 for members registering three or more people.

The next meeting is scheduled for November 14, 2016 at 6:30 p.m. at McCormick & Schmick's.

Adjournment - Meeting was adjourned at 7:23 pm by Dr. Shapiro.