

Attachment 1



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

From: Kena Norris, Executive Director

Re: Minutes of Monday, March 9, 2015, CCPAPP Board of Directors Meeting

Members Present

Aleta Clark, MD
Virginia DePaul, MD
Alison Gehle, MD
Timothy Geleske, MD
Mary Hall, MD
Diane Holmes, MD
Valerie Kimball, MD
Douglas Ashley, MD
Guy Randolph, MD
Sheri Ross, MD
Michael Siegel, MD
Rebecca Unger, MD
Dov Shapiro, MD

Members Absent

Susan Sirota, MD

Others Present

Kena Norris
Priya Stemler
Paresh Patel
Armetris Forman

1. Call to order

Diane Holmes, MD

The Children's Community Physicians Association Purchasing Partners Board of Directors Meeting was held on Monday, March 9, 2015 at McCormick and Schmick's, Skokie, IL. Dr. Diane Holmes, President, called the meeting to order at 6:40 p.m.

A. Motion 1: To approve the minutes from the January 12, 2015 Board meeting (Attachment 1). The motion was made, seconded, and unanimously approved.

2. Report from the Treasurer

Michael Siegel, MD

The financial statements for January and February 2015 were reviewed by Dr. Siegel. The board approved accepting financial reports according to the organization's closing date so that the reports are timely and accurate. Therefore, the financial reports will be from one month prior as approved by the board.

Action: Mrs. Stemler will provide the financial reports at least a week in advance to the treasurer for review.

- A. *Motion 2: To approve Treasurer's Report for YTD Financial Statement as of 2/28/2015 (Attachment 2).* The motion was made, seconded, and unanimously approved.

4. Report from Executive Director & Staff

Kena Norris, P. Stemler, P. Patel

A. Vendor Contract Updates:

- i. MedImmune FluMist 2015-2016

CCPA Purchasing Partners is continuing its partnership with MedImmune to provide members with access to a 5% discount on all FluMist Quadrivalent purchases made during the 2015-2016 season; even after the prebook period (prebook period ends **Friday, April 17, 2015**). Prices have increased slightly from last season.

- ii. Sanofi Pasteur Fluzone 2015-2016

Sanofi Pasteur vaccine pricing is available for Fluzone. The deadline to order pre-book reservation for CCPAPP members is March 31, 2015.

- iii. Pfizer Trumenba

CCPAPP now has a contract with Pfizer regarding their vaccine for Meningococcal Meningitis B, Trumenba. The contract does not bind members to ordering this particular vaccine from Pfizer if members would rather obtain the equivalent from GSK. Ms. Norris mentioned that CCPAPP were the second GPO offered a contractual relationship with Pfizer and the hope is by contracting for Trumenba, the future outcome would be a contract/discount for Prevnar.

- iv. Merck Gardasil 9

We now have a vendor agreement with Merck for their new HPV vaccine Gardasil 9, although there are currently no guidelines of insurance reimbursement or how it should be administered with their current HPV vaccine Gardasil still available. CCPAPP is not advertising Gardasil 9 due to the latter reasons.

- v. IPC/Capstone

Capstone Health Alliance has a new partnership with IPC Group Purchasing (IPC). Combining the two organizations benefits members with better GPO pricing and flexibility of cross-regional contracting.

The question was raised on when our contract is up with McKesson and answered with a date of July 2016. It was mentioned that McKesson has been a help in boosting membership through the help of their sales representatives. 60% of our members use McKesson/PSS/Premier. Discussion was tabled as we still a year before having to make any decisions on contract changes with supply companies.

B. Potential Vendors:

i. Howard Ecker & Company

Howard Ecker & Company is a commercial tenant representation company and brokerage firm that represents the commercial real estate interests of tenants throughout the United States. Their services include site planning and selection, built-to-suits, transaction negotiation and many other services. They have been reaching out to CCPAPP to form a relationship/contract with the organization. Ms. Norris asked if the group would like to move forward with contract discussions; the group unanimously agreed.

Action: The GPO will move forward with setting up a meeting with Howard Ecker & Company representatives for contract discussion.

ii. Callidus Health

Callidus Health provides solutions to improve how providers communicate, collaborate and coordinate patient care. This company has developed a device (smartphone, tablet, web) orientated program that will replace the answering service as many physicians know it, as well as offer services like an EMR link, prescription services, patient satisfaction surveys and appointment reminders all in one application. The service is going to be trialed by Dr. Daniel Lum's practice.

Dr. Ashley's group has trialed a similar service and had issues because of the inability to reach a live person for technical assistance.

Action: The group agreed that they would like to explore contract negotiations with Callidus but wait until the 2.0 version and testimonials are available as suggested by Ms. Norris.

iii. Distribution Update (*Attachment 3*)

Administrative fee distribution is going well. GPO staff have been making their way to physician practices (as well as physician liaisons) to drop off checks and update them on CCPAPP happenings. There was missed reporting this year for one of our practices. McKesson missed about \$750,000 in sales (2013 and 2014) for this practice, which would equate to about a \$7500 distribution to them. The practice has concerns that this was not caught and wants to know if there is a way that CCPAPP can be notified by its vendors when a noticeable drop in sales occurs for a practice.

The practice would also like to explore the option of being paid out this year. Ms. Stemler stated that due to the reporting schedule by our vendors, pinpointing when there is a decrease in sales may not be possible. Also, practices are not obligated to notify us when they change vendors.

Ms. Norris pointed out the number of practices with missed reporting due to vendor errors. These practices received the corrected distribution in the following year:

2011- 82 practices
2012- 58 practices
2013- 2 practices
2014- 1 practice

Rob McCann advises with continuing the current CCPA practice of adding any missed distribution to next year's distribution, which can be found in attachment 3.

A. *Motion 3: To approve using the current CCPAPP policy of reimbursement of any missed distribution to be added to the following year's Administrative fee distribution. The motion was made, seconded, and unanimously approved by the Board.*

iv. Restructuring of CCPA Purchasing Partners (*Attachment 4*)

Ms. Norris reported that staff are exploring restructuring CCPAPP to be more competitive in the market. This would eliminate the need to register in individual states and allow more flexibility to grow nationally. This would give the organization the opportunity to offer administrative fee distribution to our associate members and the two types of memberships would cease to exist so all members would be the same. Rob McCann is looking into the difference in tax obligation to the organization. This cannot be passed without super majority voting by both types of members. Questions were raised of where the 45% that CCPA gets from the annual distribution will go, how will control of the GPO be maintained, how do we go about obtaining super majority from all memberships in order for this to pass?

Action: Ms. Norris will follow up with Rob McCann with all questions regarding the restructure.

5. Adjournment

Diane Holmes, MD

The CCPA Board of Directors meeting was adjourned at 8:10 pm.