

Message

From: Dumont, Kirk E [Dumont, Kirk E]
Sent: 8/13/2010 12:59:15 PM
To: Blasser, Sarah A (Eddins)
Subject: RE: Step Edit Overview

I do not have one!!!!

Kirk

From: Blasser, Sarah A (Eddins)
Sent: Friday, August 13, 2010 8:55 AM
To: Dumont, Kirk E
Subject: Re: Step Edit Overview

Where is the roll up? :)

From: Dumont, Kirk E
To: Ahern, Patrick J; Bellissimo, James ; Blasser, Sarah A (Eddins); Burgmeier, Michael ; Deitrick, Charles J; Eddy, Michael ; Masters, Tonilee ; Pegram, Scott ; Webb, Jessica ; Yeso, Melissa T
Sent: Fri Aug 13 07:51:54 2010
Subject: FW: Step Edit Overview

Hello everyone

Please read Kevin's e-mail below thoroughly and then open his attachment below. For your eyes only and do not print. Knowledge is power!!!

Thank you

Kirk

From: Hamer, Kevin D
Sent: Thursday, August 12, 2010 11:53 AM
To: Baddick, Gregory A; Becker, Kevin; McClure, Larry R; Dumont, Kirk E; Donalby, Brian T; Kaiser, Shannon
Cc: Meyer, Jay E; McGowan, Gavin J
Subject: FW: Step Edit Overview

All,

I know that most, if not all of you have asked questions regarding step edit requirements that managed care plans are applying to our products. In general, steps edits are not a big part of the business. According to Fingertip Formulary, only about 2% of lives are subject to step edit requirements. However, to help answer these step edit questions, the managed care account team has compiled a list of plans that have a step edit in place along with the requirements of the step.

Attached is an Excel spreadsheet which provides a list of managed care accounts that we know have a step edit in place for either PENNSAID or EXALGO. The spreadsheet

also provides a significant amount of detail regarding the specific steps required prior to getting either a PENNSAID or EXALGO Rx approved.

You can share this information with your district manager partners so that they have a better understanding of the coverage status of our products. Please inform them that this information is for internal purposes only and should not be printed and used for promotional purposes. Also, please note that this information is current as of today and is subject to change. We will do our best to send out an updated document if we identify changes to coverage or the step edit requirements.

Please let me know if you have any questions.

Best Regards,

Kevin

<<Step Edit Overview 081110.xls>>