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**To:** Stan X Hull/PharmUS/GSK@GSK  
**CC:**  
**BCC:**  
**Date Sent:** 10/27/2008 3:17:51 PM  
**Subject:** Advair

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Stan,

This is the step edit we discussed. This concept would be used in AR and TN. If approved, a 10% supplemental rebate would be paid.

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Advair would be filled POS (point of sale) with no restrictions if following a 90 days claims look back (point of sale), the following conditions were met:

Claim for ICS and /or SABA and / or Advair was located in the claims history.

In addition, COPD and Pediatrics would be exempt from step edit criteria.

All patients currently on Advair would be grandfathered.

To address the Advair naive moderate / severe patient: ICD 9 code for asthma on script would suffice for claim to be processed at POS with no restriction.

This step edit would of course be negotiated with Medicaid agencies before final approvals at the State level.

Let me know what you think.

Thanks for your time today and "God save political donations".