

## Unknown

---

**From:** Ferry, Shawn [OMP]  
**Sent:** Tuesday, November 25, 2003 1:40 PM  
**To:** Thurmond, Tracey [OMP]; Forsthoefel, Tim [OMP]  
**Cc:** Farley, Brett [HCSUS]; Ong, Gregory [HCS]  
**Subject:** RE: DITROPAN XL LTC Contract

All,

Where do we stand on the financial analysis?

-----Original Message-----

**From:** Thurmond, Tracey [OMP]  
**Sent:** Monday, November 17, 2003 12:15 PM  
**To:** Ferry, Shawn [OMP]; Forsthoefel, Tim [OMP]  
**Cc:** Farley, Brett [HCSUS]; Ong, Gregory [HCS]  
**Subject:** RE: DITROPAN XL LTC Contract

Shawn,

Greg Ong at JJHCS is working on the financial piece of your request. As for your last bullet, in order to have the Omnicare's of the world drive share that high, it must be financially work their while. This is a customer that forecasts customer rebates each quarter. What we currently have in place is less lucrative than our competition. In addition the buzz in LTC is how aggressive Pfizer has become in this market. You are going to see a big push toward Detrol LA if their contract "spread wise" is more lucrative than our new proposed offering. I will be in touch with the analysis piece as soon as possible

*Tracey*

Tracey Thurmond Watts  
Ortho McNeil Pharmaceutical  
National Account Manager

REDACTED

-----Original Message-----

**From:** **Ferry, Shawn [OMP]**  
**Sent:** Tuesday, November 11, 2003 1:33 PM  
**To:** Forsthoefel, Tim [OMP]  
**Cc:** Thurmond, Tracey [OMP]  
**Subject:** DITROPAN XL LTC Contract  
**Importance:** High

Tim,

I spoke with Jeff Smith today regarding the revisions proposed to the LTC contract. Generally speaking, he was fine with the revisions. He will need some additional information regarding the contracts to support any presentation to Seth.

The following are his additional areas of need:

- What is the rationale for eliminating the old "incremental performance incentive" that was tied to the inclusion of ULTRACET or LEVAQUIN IV. I explained the directive to eliminate overlays, but he wants more of the rationale.
- What is the financial impact of the proposed current tiers for Omnicare, GPO's and Pharmacia, Neighborcare & Kindred. Specifically, he is asking what would be the financial impact if we took accounts from the current contract to the new contract. Secondly, what would be the financial impact (positive and/or negative) if accounts moved to any new tiers compared to where they would have been in old contract tiers.

- For example, if Omnicare was performing in each of the new tiers what would be the financial impact compared to where they would have been in the old contract.

- **Finally, Jeff has challenged us about Omnicare and their span of control. If it is truly strong, what would be the possibilities to drive even greater performance (say 70-80%) and what would it take.**

The process is moving, but I'll need some of this information from you for Jeff to move forward.