

**From:** Colleen Jones [REDACTED]  
**Sent:** 01/26/2011 10:36:49 am  
**To:** Meyer, Kevin [REDACTED]  
**Cc:** Franco, Laura [REDACTED]; Altman, Susan [REDACTED]  
**Bcc:**  
**Subject:** RE: Dedicated rep

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This is a go.

Starting to recruit a LOW COST professional today who will office in Delray.

Will see who Derhonda and Lynn Reach-King know locally.

CJ

**From:** Meyer, Kevin [REDACTED]  
**Sent:** Friday, January 21, 2011 10:10 AM  
**To:** Colleen Jones  
**Subject:** RE: Dedicated rep

here are a few thoughts off the top of my head. They are not all inclusive and we can change.  
(just brain storming here)

coordinate meetings

Coordinate calls

track staffing levels

promote and coordate R Care Programs

Wellness program coordinator

Track our GPO fees

Track utilization

Open position tracking

Denials tracking

Track Success stories and put them together so CPS can send out to our LCS and non-LCS clients.

Track and update our sales pipeline tracking spread sheet

Hold everyone accountable . This is what Jennifer our McKesson rep is very good at. Keeps everyone focused on priorities .

Communities at risk list

Misc

Keep in mind the person will communicate with: me, CPS marketing staff, LCS, Health at home and our clients. I would think a combo marketing / customer service / coordinator -admin person would be best. I know that is very broad but best we got . They would have a cube with the other CPS staff. They would become part of our team and participate with our CPS staff meetings.

From: Colleen Jones [REDACTED]  
Sent: Thursday, January 20, 2011 10:38 AM  
To: Meyer, Kevin  
Subject: RE: Dedicated rep

I am pushing for this unbudgeted add. Will let you know asap. I m sure we ll figure it out. Can you send me a list of duties on e-mail that I can use to write a job description? If and as soon as I get the ok I will recruit aggressively.

From: Meyer, Kevin [REDACTED]  
Sent: Thursday, January 20, 2011 9:20 AM  
To: Colleen Jones  
Subject: Dedicated rep

Colleen, it was great seeing you in Delray on Monday. I wanted to drop you a note to confirm that if you decide to bring on a dedicated rep for LCS / Care Purchasing and want to place them in the Delray office I think it would be great for you business. We would not charge any rent and they would have a cubical with other CPS staff. They would become part of LCS / CPS.

I would make sure they are productive and focusing on priorities for R Care. If after a year you feel it was not productive we can look at it again.

Call me if you want to discuss a list of Duties. (we would all need to confirm their priorities)

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