

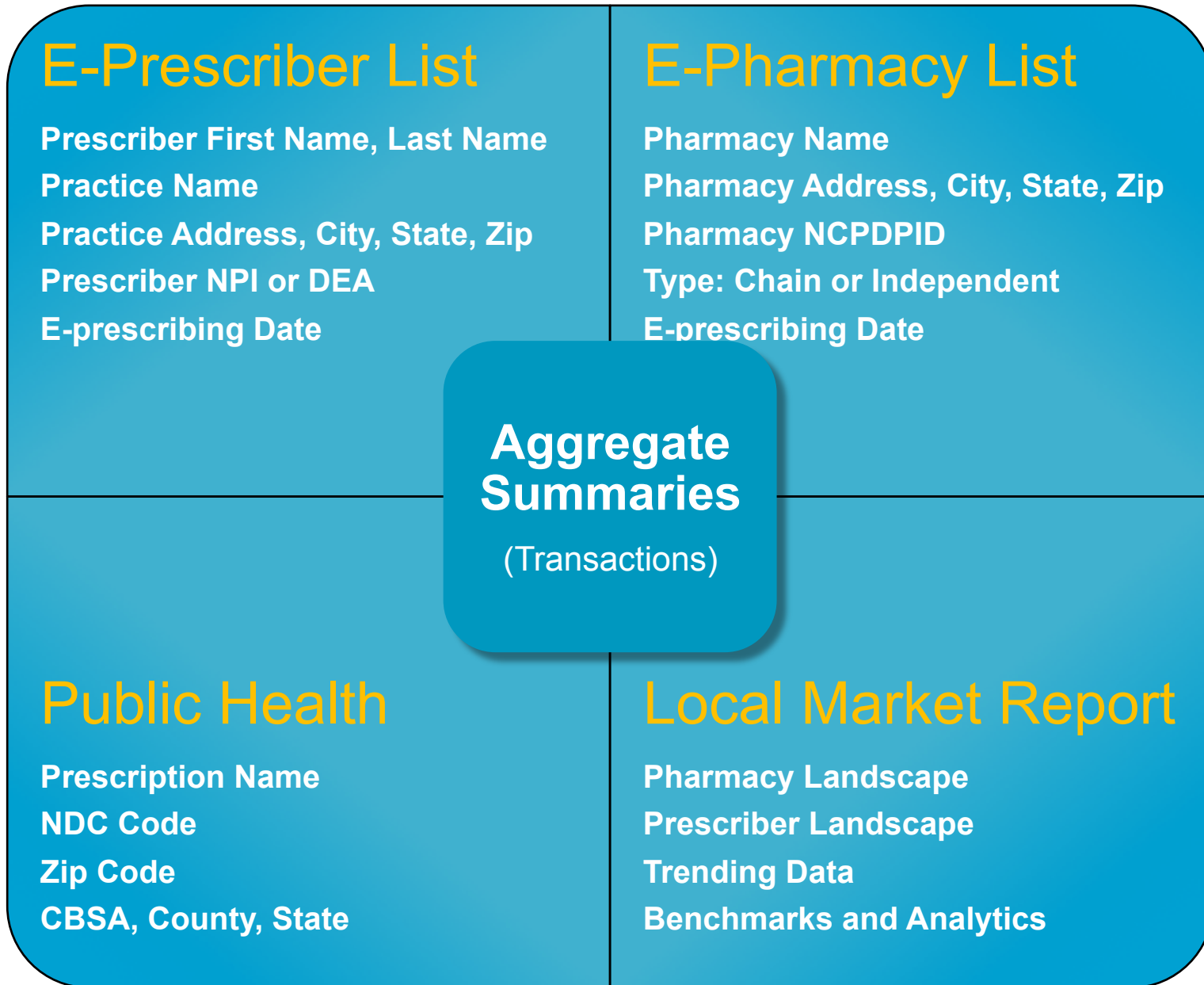
Discussion

- Introduction of Surescripts participants
- Brief Update on Surescripts ePrescribing Network
 - What if we can help you identify the gaps?
 - What happens then?
- Pharmacy Progress To Date
- Business Intelligence
 - Landscape example information on sample markets throughout the state
 - Reporting available
- Top Obstacles
- How Do We Close the Gap

Brief Update & Pharmacy Progress

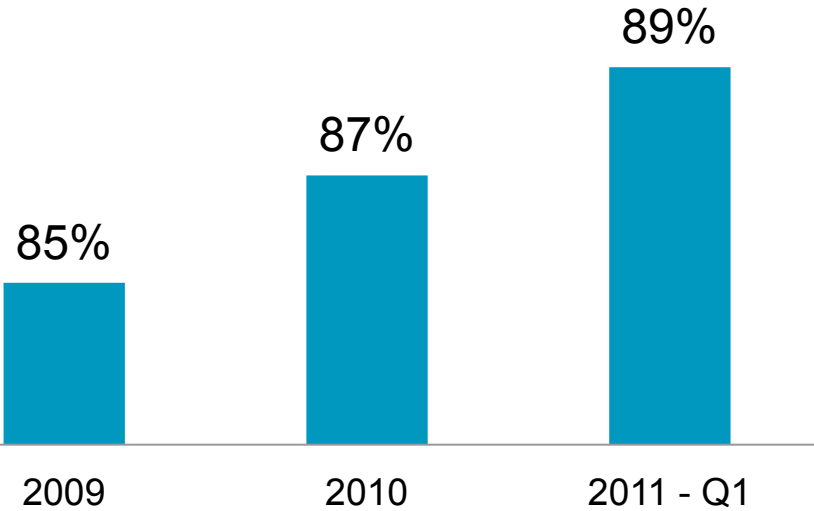
- Network size of the ePrescribing Network
 - 300K prescribers active
 - 200+ EMR/EP tools
 - 65% of patients in plans nationally
 - Mail order connected
 - Texas Medicaid patients added this year
 - 3 billion transactions this year
 - Over 900 direct and indirect connections for ePrescribing
 - Grew 72% in 2010
 - Still not mainstream
- Pharmacy progress – Find Them, Then What?
 - Investment level
 - Connectivity (chains vs. independents)
 - Challenges in general
 - Help you find them and provide some info for your conversation

Reporting Capabilities

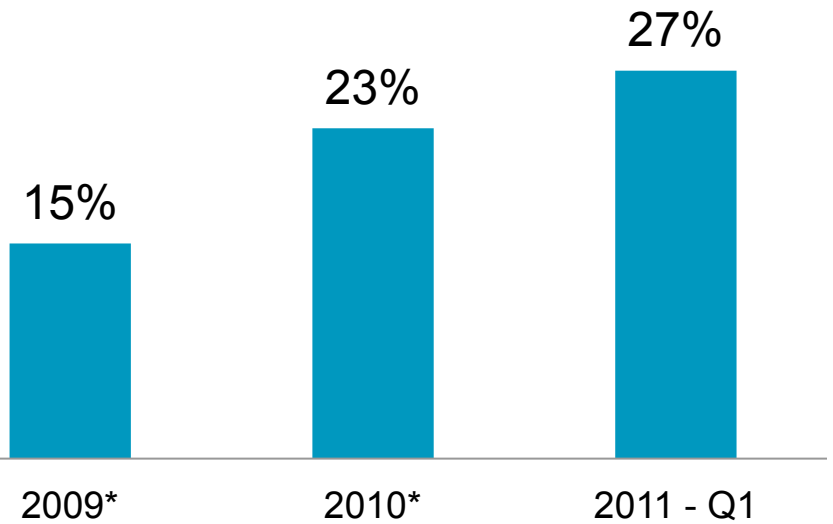


Statewide Texas Sample Data

Activated Pharmacies



Active Prescribers

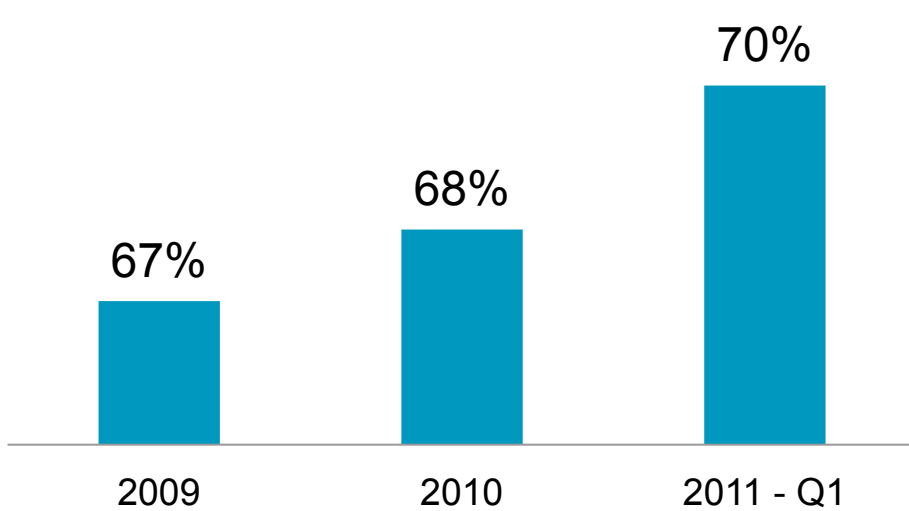


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
UNIVERSITY HEALTH SERVICES PHARMACY	100 F W DEAN KEETON	AUSTIN	TX	78712	TRAVIS	5124711824	1
CVS PHARMACY	100 FM 517 EAST	DICKINSON	TX	77539	GALVESTON	2813371544	1
WALGREENS #7178	100 FM 646	DICKINSON	TX	77539	GALVESTON	2813376840	1
Hospice Pharmacy Group	100 I-45 N	Conroe	TX	77301	MONTGOMERY	9367882262	0

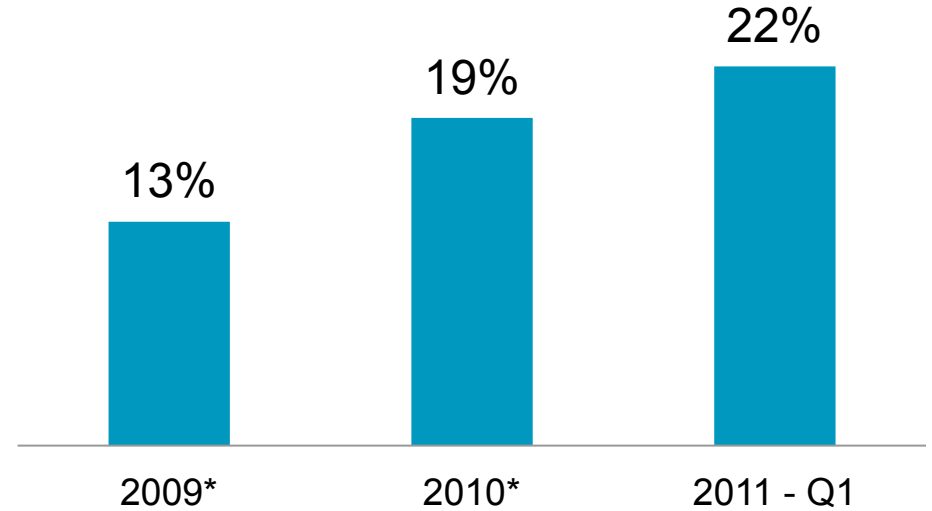
* Active prescriber denominator is estimated for 2009 and 2010

Houston Sample Data

Activated Pharmacies



Active Prescribers

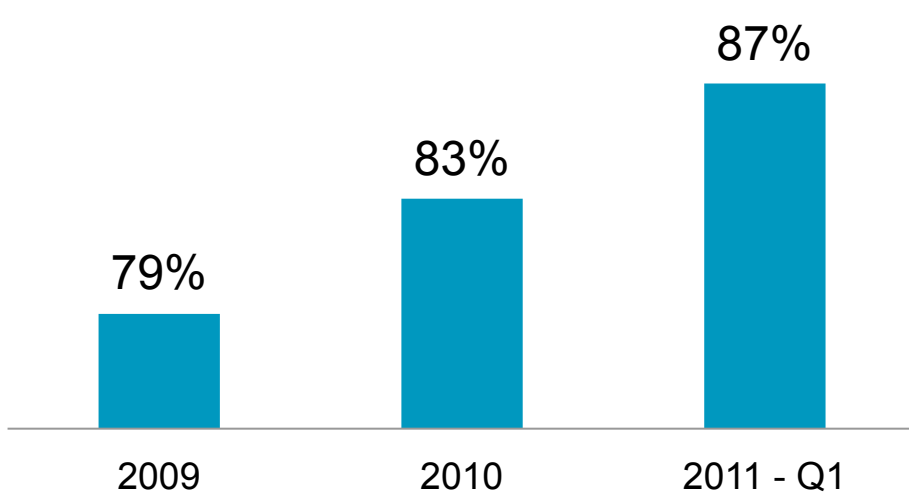


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
SOUTH POST OAK PHARMACY INC	14206 S POST OAK RD	HOUSTON	TX	77045	HARRIS	7134337075	0
WALGREENS #3717	4841 E MT HOUSTON RD	HOUSTON	TX	77039	HARRIS	2814426392	1
WALGREENS #4328	8413 STELLA LINK	HOUSTON	TX	77025	HARRIS	7136668057	1
CVS PHARMACY	2455 ELDRIDGE PKWY	HOUSTON	TX	77077	HARRIS	2817520731	1

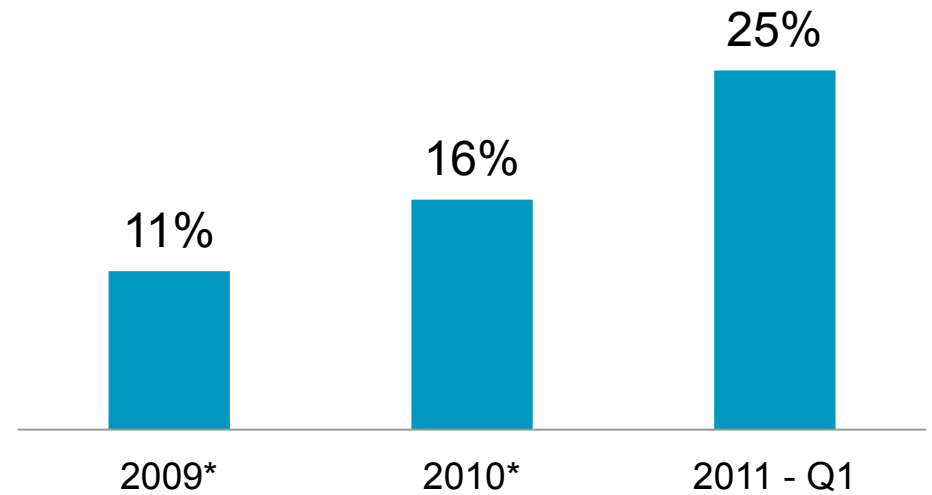
* Active prescriber denominator is estimated for 2009 and 2010

Dallas Sample Data

Activated Pharmacies



Active Prescribers

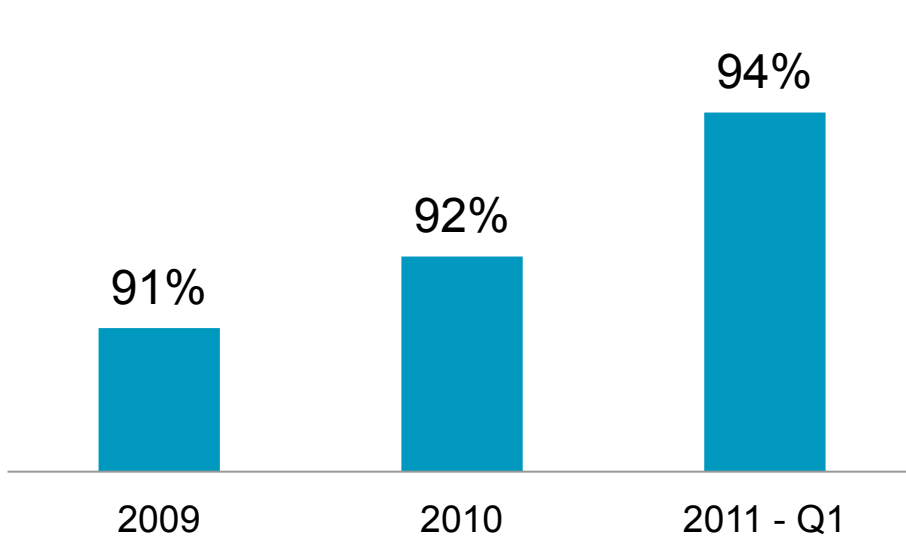


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
WAL-MART PHARMACY	7401 SAMUELL BLVD	DALLAS	TX	75228	DALLAS	2143190857	1
WALGREENS #4705	2060 S BUCKNER BLVD	DALLAS	TX	75217	DALLAS	2143988754	1
TOM THUMB	315 S HAMPTON	DALLAS	TX	75208	DALLAS	2143310169	1
Texans Pharmacy	4801 S Buckner Blvd	Dallas	TX	75227	DALLAS	2142758828	0

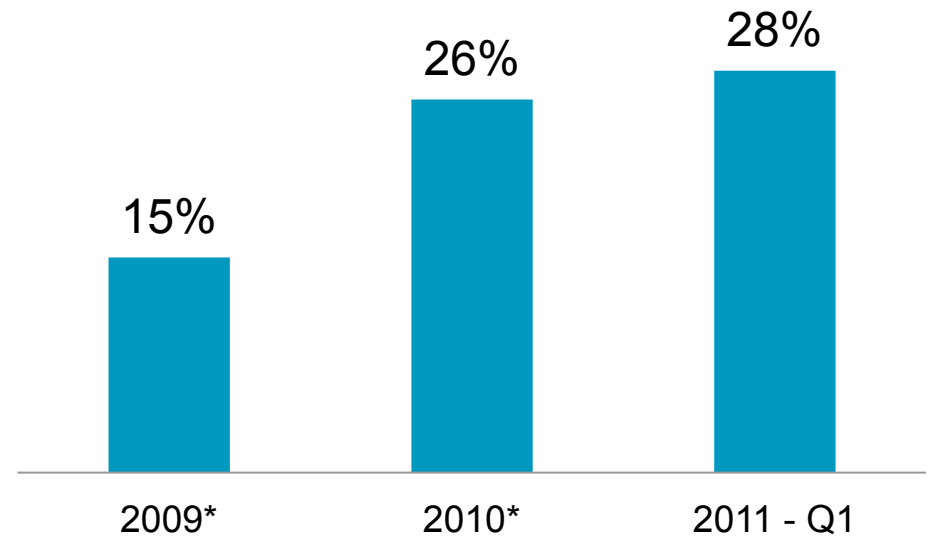
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Midland-Odesa Sample Data

Activated Pharmacies



Active Prescribers

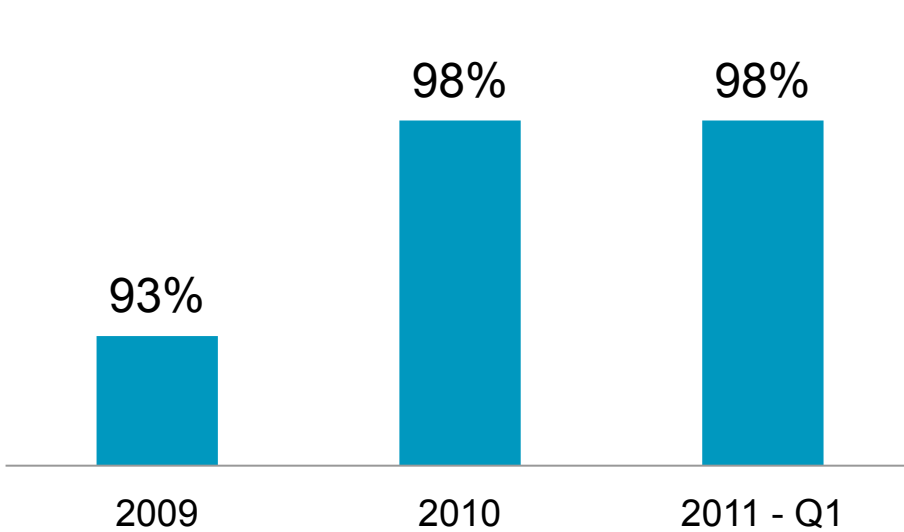


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
PHARMACY UNLIMITED	809 TOWER DR	ODESSA	TX	79761	ECTOR	4325805123	0
WALGREENS #6122	215 ANDREWS HWY	MIDLAND	TX	79701	MIDLAND	4326828211	1
WALGREENS #7024	801 MAPLE AVE	ODESSA	TX	79761	ECTOR	4323376637	1
TOWN AND COUNTRY DRUG	2745 N GRANDVIEW	ODESSA	TX	79762	ECTOR	4323662868	1

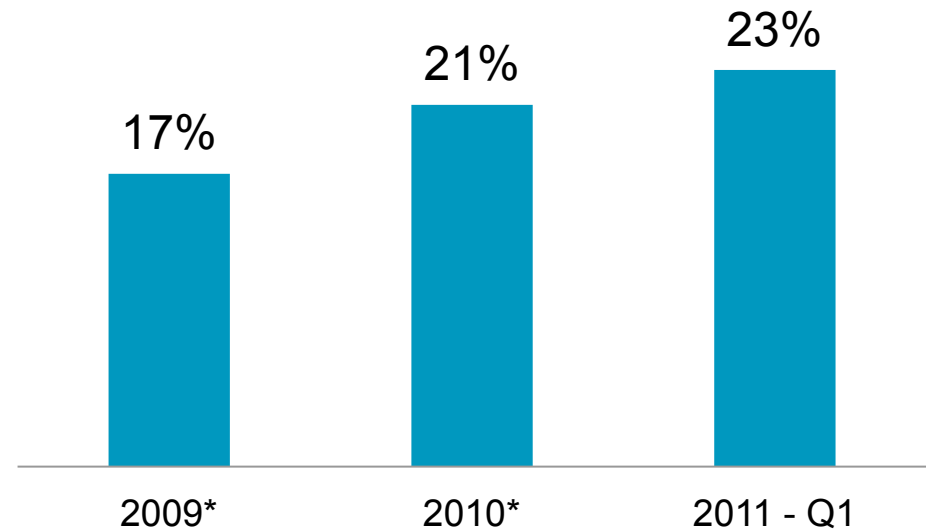
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Lubbock Sample Data

Activated Pharmacies



Active Prescribers

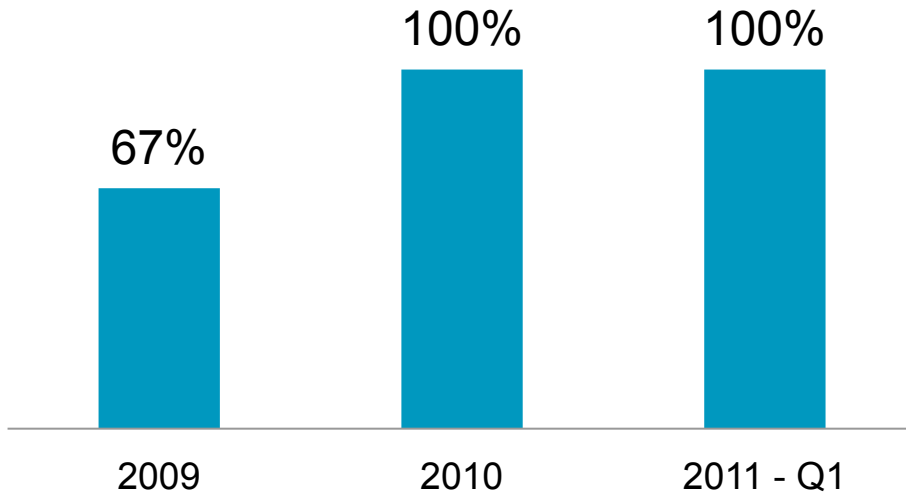


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
TARGET PHARMACY	7302 UNIVERSITY AVENUE	LUBBOCK	TX	79423	LUBBOCK	8067486456	1
UNITED PHARMACY	8010 FRANKFORD	LUBBOCK	TX	79424	LUBBOCK	8067830241	1
SAMS PHARMACY	4304 WEST LOOP 289	LUBBOCK	TX	79407	LUBBOCK	8067852710	1
CAVIELS PHARMACY	1719 AVE A	LUBBOCK	TX	79401	LUBBOCK	8067655311	0

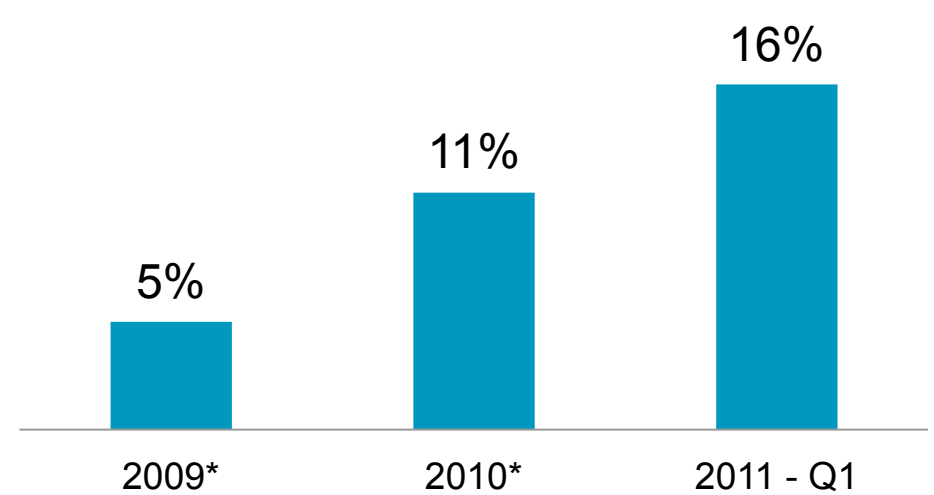
* Active prescriber denominator is estimated for 2009 and 2010

Fort Stockton Sample Data

Activated Pharmacies



Active Prescribers

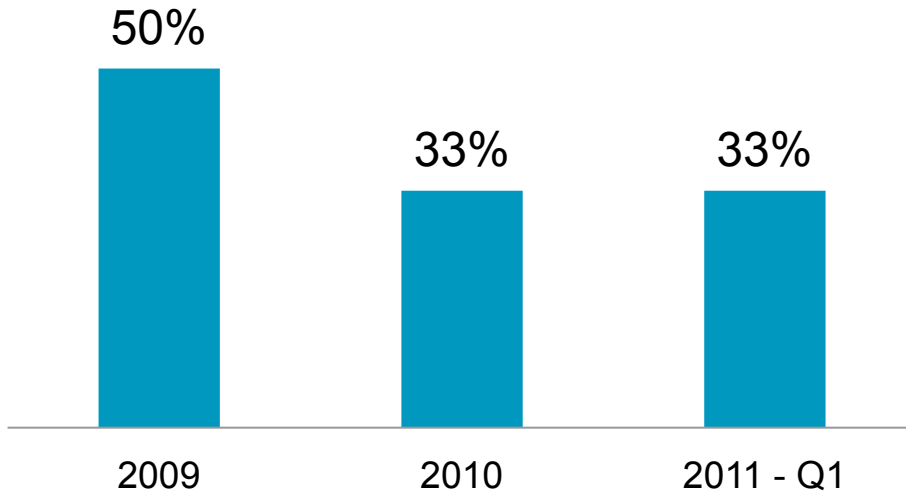


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
NOLEN PHARMACY INC	700 W DICKINSON BLVD	FT STOCKTON	TX	79735	PECOS	4323362201	1
WAL-MART PHARMACY	1700 WEST DICKINSON	FT STOCKTON	TX	79735	PECOS	4323367531	1
BAGGETT PHARMACY	509 N MAIN ST	FT STOCKTON	TX	79735	PECOS	4323362297	1

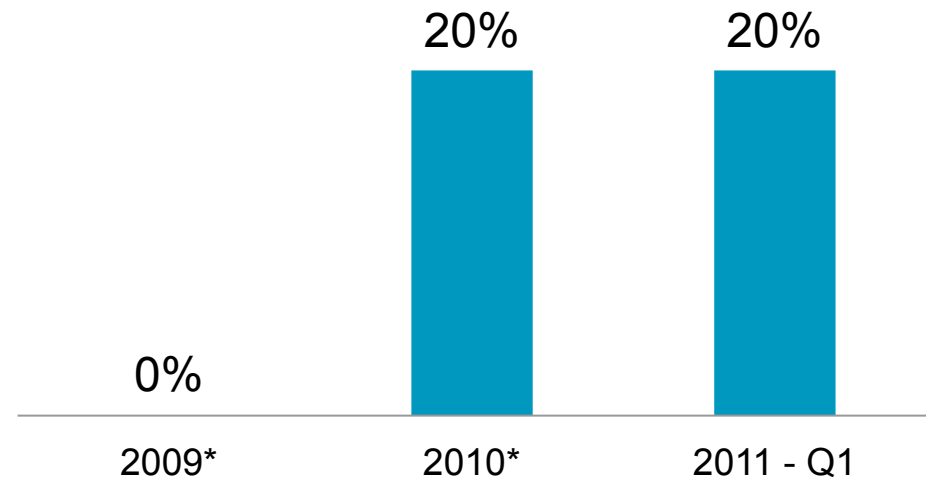
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Alpine Sample Data

Activated Pharmacies



Active Prescribers

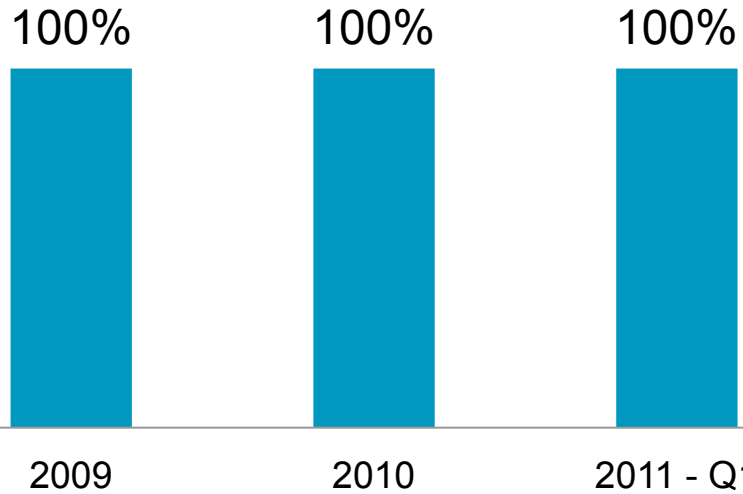


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
City Drug Store	PO Box 989	Alpine	TX	79831	BREWSTER	4328372252	0
HIGHLAND DRUG	504 E AVE E	ALPINE	TX	79830	BREWSTER	4328373931	1
PRESCRIPTION SHOP	909 E HOLLAND AVE	ALPINE	TX	79830	BREWSTER	4328373498	0

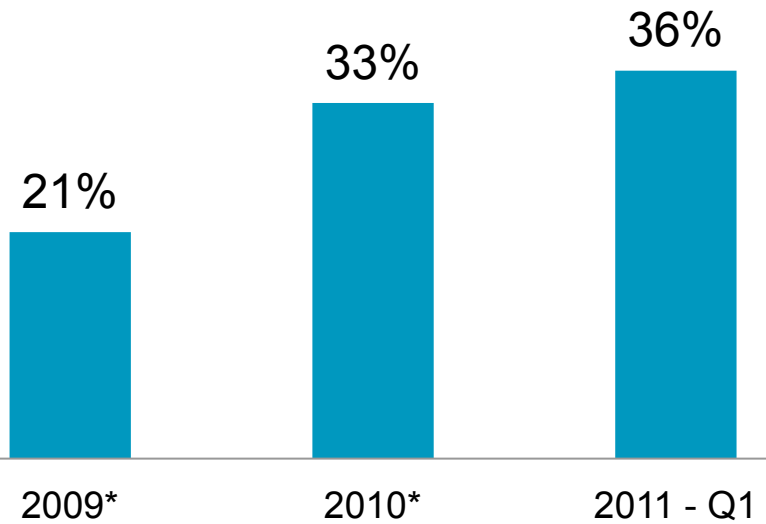
* Active prescriber denominator is estimated for 2009 and 2010

Lufkin Sample Data

Activated Pharmacies



Active Prescribers

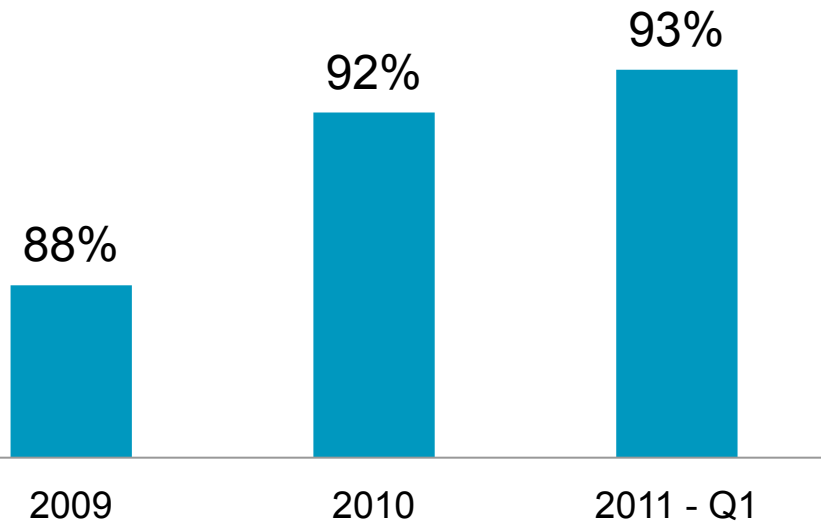


Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
MEDICINE SHOPPE	903 W FRANK AVE	LUFKIN	TX	75904	ANGELINA	9366343006	1
BROOKSHIRE BROTHERS PHARMACY	816 N TIMBERLAND	LUFKIN	TX	75901	ANGELINA	9366348722	1
WAL-MART PHARMACY	2500 DANIEL MCCALL DRIVE	LUFKIN	TX	75904	ANGELINA	9366392275	1

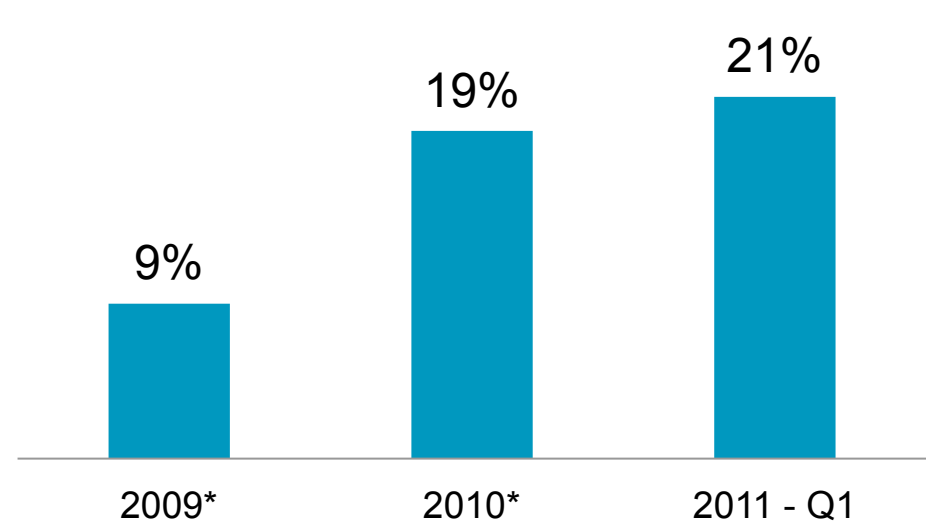
* Active prescriber denominator is estimated for 2009 and 2010

McAllen Sample Data

Activated Pharmacies



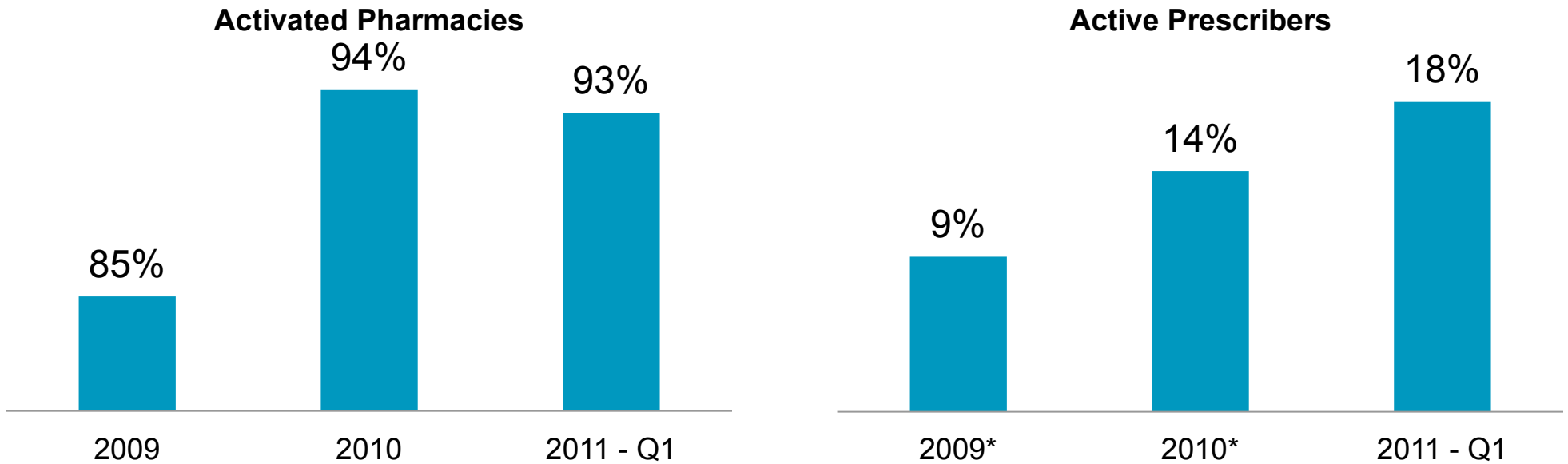
Active Prescribers



Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
DOCTORS PHARMACY	1301 E FERN AVE STE A	MCALLEN	TX	78501	HIDALGO	9566860008	1
MED AID PHARMACY	400 S BICENTENNIAL BLVD	MCALLEN	TX	78501	HIDALGO	9566183100	1
SAENZ MEDICAL PHARMACY NOLANA INC	801 E NOLANA	MCALLEN	TX	78504	HIDALGO	9566872500	1
Moms Pharmacy	2201 S 23rd St Ste B	Mcallen	TX	78503	HIDALGO	9569948795	0

* Active prescriber denominator is estimated for 2009 and 2010

El Paso Sample Data



Pharmacy Name	Address	City	State	Zip Code	County	Phone	Activated
WALGREENS #5274	2800 N MESA ST	EL PASO	TX	79902	EL PASO	9155336883	1
WALGREENS #394	200 NORTH MESA AVENUE	EL PASO	TX	79901	EL PASO	9155324344	1
WALGREENS #1293	1210 WEDGEWOOD	EL PASO	TX	79903	EL PASO	9155919496	1
BANK PHARMACY	4000 MONTANA AVE	EL PASO	TX	79903	EL PASO	9155624000	0

* Active prescriber denominator is estimated for 2009 and 2010

Discussion of Top Pharmacy Obstacles

1. Cost
2. Lack of local demand
3. General lack of understanding of the benefits
4. Bad news travels faster than good news
5. We're a small business
6. Retirement

Closing the Gap

- Identify the gap
 - Organize
 - Collaborate, enlist
 - Plan
 - Cooperate
 - Encourage
- Healthcare is Local
 - RI

Enable Your Pharmacy's E-Prescribing Connection

E-prescribing gives you the ability to receive new prescriptions directly to your pharmacy computer. You and your staff can also send renewal authorization requests electronically to connected physicians in your area and receive the authorization or denial on your pharmacy computer. Less time spent on calls and faxes with physicians will give you and your staff more time for patient counseling and revenue-enhancing activities like inventory management.

Benefits of e-prescribing via the Surescripts network include:

- **'Cleaner' Prescriptions.** Surescripts' Prescription Benefit, History and Routing services allow prescriptions to arrive at pharmacies with less need for callbacks and rework.
- **Improved Efficiency.** Comprehensive studies show labor cost savings from e-prescriptions to be \$1.07 for every new prescription and \$0.41 for every renewed prescription managed electronically.*
- **Enhanced Patient Safety.** Potential errors due to misread prescriptions and look-alike and sound-alike names are reduced.

* Source: e-Prescribing: The Value Proposition. Rupp, April 2005, America's Pharmacist. Data updated August 2007.

Enabling your pharmacy for e-prescribing is as straightforward as these 2 steps:

1. Check the list below to see if your pharmacy management software system has been certified to connect to the Surescripts network.
2. If you are using certified software, contact your vendor to request the e-prescribing functionality.
Visit www.surescripts.com to find out which physicians and pharmacies in your area are already e-prescribing.

Contact your software vendor to enable e-prescribing at your pharmacy:

- | | | |
|--|---|---|
| ● Abacus:
1-305-220-0400 | ● HealthCare Computer Corp. (HCC): 1-888-871-8400
▶ Alpha PC ▶ RX-1
▶ Synercom ▶ Visual Pharmacy | ● Pharmacy Systems, Inc
1-810-732-5552 |
| ● Best Computer Systems (BCS):
1-877-777-5758 | ● JASCORP:
1-800-444-4498 | ● Prodigy Data Systems:
403-257-2749
▶ PROscript 2000 |
| ● CarePoint-GuardianRx:
1-800-774-1361 | ● KeyCentrix:
1-888-444-8486
▶ RxKey | ● QS/1:
1-800-845-7558 x 1406
▶ CRx ▶ NRx
▶ RxCare Plus |
| ● Cerner Etreby:
1-800-292-5590 | ● Lake Country Systems:
1-262-966-7541 | ● Retail Data Systems:
866-398-2718
▶ Easy Rx |
| ● Computer-Rx:
1-800-380-7435 | ● LexiCom Computer Systems:
1-888-892-5185 | ● RNA:
800-860-4092
▶ Helix |
| ● Cost Effective:
1-866-259-6091
▶ QuickSCRIP | ● Liberty Computer Service:
1-800-480-9603
▶ Rxite Quick | ● ScriptPro:
1-800-673-9068 |
| ● Creehan & Company:
724-743-9154
▶ ScriptMed | ● McKesson Pharmacy Systems:
1-800-293-5197
▶ EnterpriseRx ▶ Pharmserv
▶ PharmacyRx
▶ Zadall | ● Software Strategies:
1-877-433-7600
▶ RxMaster |
| ● DAA Enterprises:
1-800-359-5580
▶ Visual Superscript | ● Micro Merchant Systems:
1-516-408-3999
▶ PrimeRx | ● Speed Script:
1-800-444-2765 |
| ● DataDoc:
1-845-638-6285 | ● New Tech Computer Systems:
1-800-850-5111 | ● SRS:
1-800-673-6226 |
| ● Datascan:
1-631-698-6285 | ● OPUS-ISM:
▶ InterRx: 1-973-256-7633
▶ OPUSRx: 1-631-582-6787 | ● SuiteRx:
1-888-503-0359 |
| ● Digital Business Solutions:
888-862-0009
▶ Digital Rx | ● Pacific Pharmacy Computers (PPC): 1-800-231-4772 | ● THOT Corp.:
1-972-539-9281
▶ RxHome |
| ● eRx: 1-866-379-6389
▶ PDX
▶ Freedom Data
▶ SystemsRx | ● Pharmacy Computer Services:
1-541-471-7274
▶ Rx3000 | ● Transaction Data Systems:
1-800-289-7930
▶ Rx30 |
| ● Foundation Systems (FSI):
1-800-333-0926 | | ● VIP Computer Systems:
1-919-644-1690 |
| ● Health Business Systems (HBS): 1-800-444-1427 | | |

If your vendor does not appear on this list, please contact them and ask about their plans to certify to connect to the Surescripts network. For more information, please call **1-866-RxReady**. Visit Surescripts at booth #649 at the 2010 NCPA Annual Convention.

A Guide to Discussing E-Prescribing with Your Vendor

Enabling your pharmacy for e-prescribing begins with a call to your pharmacy management software vendor to request e-prescribing connectivity to Surescripts — The Nation's E-Prescription Network. The following information is intended to help guide conversations with your vendor.

When You Call Your Vendor:

- 1) Tell them that you want to enable your e-prescribing functionality. Specify that you want to be connected to the Surescripts network.
- 2) Explain that your pharmacy needs to be able to receive new prescriptions and send renewal authorization requests electronically (i.e., through your computer, not your fax machine).
- 3) Let them know that nearly all chain pharmacies are already accepting e-prescriptions. Your pharmacy can not be disadvantaged.

Regarding Transaction Fees:

Your pharmacy will pay a set cost per transaction to your pharmacy management software vendor for each prescription renewal request you send or new prescription you receive over the Surescripts network. Your vendor can provide more detailed information on fees when you call them.

It is important to note that refills attached to a new or renewed prescription do not incur a transaction fee.

Key Questions to Ask:

- 1) Are any upgrades needed to my system? If so, how will these occur?
- 2) Do I need to complete any paperwork first?
- 3) What changes may apply to our daily workflow as we begin to process prescription renewals and new prescriptions electronically?
- 4) What resources will you provide to assist with staff training?
- 5) How will database updates happen to ensure that I can communicate electronically with new physicians in my area that get enabled for e-prescribing?

For More Information and Support:

Contact the Surescripts Electronic Prescribing Resource Center™ at 1-866-RxReady or visit www.surescripts.com.

