



April 2009 Newsletter

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Future of CSPN and our Members

A message from Ed Dillon-CSPN President

Dear CSPN Member,

Building CSPN has been a lot like erecting a skyscraper. Lots of planning and detail had to be done before we could even stick a shovel into the ground. Then a VERY deep hole had to be dug, a foundation poured, and then and only then could you see the structure begin to appear above ground. So too with CSPN, we have done a lot of work that hasn't been visible.

After 2 years of effort, we have established a nationwide network, developed reporting capabilities and communication tools, solidified our office structure and held uncounted meetings with manufacturers, payors, PBMs, national organizations and other interested parties. We have fine-tuned our business plan and have recently hired a national known consultant to aid us in developing rebate programs and to coordinate our marketing efforts to all the segments of our industry.

We will be increasing both our communications with you and also our requests for your participation and support. As you will see in this newsletter and the ones to follow, we are developing exciting programs that will help us achieve our goal "Keeping Specialty Pharmaceuticals in the Community Pharmacy"

Ed Dillon

CSPN Expands Betaseron Program

CSPN and Bayer are pleased to announce the expansion of the Betaseron program through December 2009. To optimize the success of the program, CSPN is also expanding the number participating stores. This program represents an important step in "proof of concept" for the CSPN network. The ultimate goal of the program is to prove outcomes are enhanced for your specialty patients when managed in the community pharmacy setting. The Vital Outcomes platform is allowing our network stores to register



and track all patient interactions centrally adding value to the manufacturer. It is CSPN's hope to begin reimbursing its network stores for their services in the near future.

If you have patients currently on Betaseron and are not registered for the Betaseron trials, please contact Stacy at the corporate office (866) 907-CSPN.

Network Continuing Growth

CSPN is very excited about the continuing growth of our membership network. With a presence in 33 states, CSPN's network is currently 110 members strong and growing. We expect this number to continue to grow throughout 2009 with the goal of doubling our current level of member locations.

CSPN would like to congratulate and welcome aboard our newest members:

- Brentwood Pharmacy - Brentwood, NY
- Lakeland Drug Company - Lakeland, GA
- Medicine Park Pharmacy - Sanford, NC
- Parkview Pharmacy & Home Health - Rancho Cucamonga, CA
- Pen-Mill Specialty Pharmacy - Hewlett, NY
- Reeves Drug Store - Pulaski, TN
- Sentry Drug Center #11 - Lincolnton, NC
- Sheehans Pharmacy - Plains, PA
- Galloway Pharmacy - Mesquite, TX

Do you know a specialty pharmacy not yet a CSPN member? We take referrals! For more information please contact our corporate office at 866-907-CSPN.

CSPN Annual Meeting

CSPN invites you to attend its annual meeting to be held in conjunction with Cardinal Health's Retail Business Conference in Washington DC. If you are not a Cardinal customer we have made special arrangements for you to participate in the business conference if you desire to experience it. Further details of exact times and locations will be announced in the near future.

This is an excellent opportunity for you to get to know your fellow CSPN members and our founders in a relaxed and intimate environment. Presentations from leading manufactures in the specialty arena will up-date you on their major initiatives with CSPN and the specialty market. You will receive a formal invitation to attend from CSPN's corporate office in the near future.



CSPN Welcomes Daniel Ramirez to our Team

The CSPN Board is happy to announce the hiring of Daniel R. Ramirez, Pharm.D as a Business Development Consultant. Dan is a Registered Pharmacist who has been active in the Managed Care Industry for 30 years. His background includes managing the Pharmacy Network as an executive of a major PBM, negotiating PBM contracts and developing rebate programs and formularies for payors. We are currently building the infrastructure to provide Claims Processing Services, Benefit Design for payors, Data Aggregation, Help Desk Support and In House IT Support. We are excited with these developments and believe that they will bear fruit in the very near future.