



GERIMEDSM

Service you can depend on, for those who depend on you.

Why GeriMed?

GeriMed offers unique contracts and services to long term care “closed door” pharmacies throughout the United States. Started in 1983 by the late H. Joseph Schutte, R.Ph., GeriMed continues to provide services specific to long term care pharmacists unique needs.

Our mission statement reflects the continued pursuit of providing the best services and contracts in long term care pharmacy:

“Through long term partnerships in the healthcare industry, GeriMed provides access to cost effective solutions which support our clients’ efforts to improve their strategic position, financial performance, and quality of care.”

Services - Group Service Organization (GSO)

- **Long Term Care Knowledge** - GeriMed knows long term care pharmacy operations, reimbursement, and consulting. With more than 65 years of pharmacist long term care experience and extensive support staff with years of experience in long term care pharmacies, we are the leaders in providing contracts and services that work in this industry.
- **Consulting Software** - GeriMed Profiles® is a complete program for consultant pharmacists to use in their nursing home facilities. This program is available at no charge to GeriMed members using GeriMed as their exclusive group purchasing organization. Features of this software include:
 - Complete patient database capabilities
 - Outcome-based reports relating to drug cost, nursing time, and recommendation acceptance rates
 - Facility compliance reporting related to consultant activities
 - Detailed facility reports and communications
 - Custom recommendation generation with outcome tracking
 - Detailed psychotropic usage reporting and comparisons
 - Facility lab-monitoring worksheet
 - On-screen clinical tools
 - Data warehouse and benchmarking capabilities
 - Other specialty reports
- **Great Contracts** - Long term care contracts with more than 130 pharmaceutical manufacturers and more than 35 non-pharmaceutical contracts. These contracts are negotiated to meet the needs of long term care pharmacy. More than 12,000 line items are available from brand and generic manufacturers.
- **Electronic Catalog - EmphaSys** - A special computer software program, EmphaSys®, is available as a complimentary service from GeriMed. This Windows based program allows the member to view contracted items in a variety of formats. The information is updated monthly or more frequently via email upon request.



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Why GeriMed? (Continued)

- **Choice of Wholesaler** - Members are encouraged to choose their wholesaler based on their needs. GeriMed pricing is loaded with all the major wholesalers and most regional wholesalers. Many products are also available direct from the manufacturer for added flexibility.
- **GeriMed LTC Network**- This network offers reimbursement rates for LTC Pharmacies on Medicare Part D contracts above retail reimbursement. Many contracts are eligible for use with both assisted living and group homes in addition to nursing homes. Our network staff at GeriMed are available to assist you in claims adjudication issues and policies and procedures for your billing department.
- **Invoice Analysis - GeriTrac** - GeriMed offers an electronic review of invoices for all pharmaceutical purchases through the wholesaler by member pharmacies. The data is analyzed for discrepancies between contract pricing and the price paid. A spreadsheet report is sent to wholesalers and members to ensure members receive the appropriate pricing going back to the date of the purchase.
- **Invoice Analysis- GeriMed Select/Best Buy** - Purchasing data is also used to determine if the most cost effective product is being purchased by each member. Several items are identified during the review including lower priced generic products, better package size or type, therapeutic substitution opportunities, etc. These suggestions are made to save money through lower contract pricing. This review is done from a monetary perspective only; special state regulations, clinical concerns, and other input must be included when reviewing changes in product selection by the member.
- **Incentives** - Manufacturers are looking for pharmacies to be compliant with contracts and move market share to their pharmaceutical products. GeriMed offers more than 45 incentive programs designed to maximize discounts if members move volume or market share. Brand products are chosen based on clinical efficacy standards, financial benefits for the patient and/or payor, and discounts to the pharmacies.
- **Data Management** - GeriMed knows your time is valuable. Therefore, any agreements requiring purchasing data collection are administered by the manufacturer or GeriMed. Members authorize their wholesalers to submit electronic data daily to GeriMed on all purchases. This data is then analyzed by GeriMed and submitted to the appropriate manufacturers. GeriMed has an easy way to upload dispensing data for contracts requiring this data monthly.
- **Incentive/Rebate Tracking** - A special report is sent to members quarterly to review incentive payments over the past year. Members can determine how well they are performing for market share agreements and determine the dollars saved through the incentive programs.
- **Clinical Programs** - GeriMed continues to sponsor seminars, and other educational programs to benefit GeriMed members. Special programs, guidelines, and algorithms are being added to the consulting software.



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Gerimed Membership Criteria

Gerimed is a for-profit corporation organized to provide group purchasing services and programs to long term care pharmacies throughout the United States.

Gerimed members consist of long term care facilities with on-site pharmacies and “closed door” institutional pharmacies servicing only institutionalized and home care patients. An own use statement must be signed by an officer of the company prior to joining Gerimed. As defined in the membership agreement, “own use” pertains directly to whom the pharmacy may dispense pharmaceuticals. Several companies including Allergan, Amgen, AstraZeneca, Baxter, Eisai, Forest, Glaxo, Lilly, Merck, Monarch, Mylan, Novartis, Novo Nordisk, Purdue, Roche, Ross, Sanofi-Aventis, Sanofi-Pasteur and Wyeth have separate applications and/or “own use” statements that must be completed before access to the contracts is allowed.

Retail drug stores, wholesalers and mail order pharmacies are not eligible for Gerimed, even though they may service long term care facilities. Eligibility is restricted because of the federal regulations requiring that all items purchased at special contract pricing be used directly for inpatients in facilities serviced. Items purchased on contract may not be sold to other entities (i.e., wholesalers, distributors, retail pharmacies, clinics, physician offices, etc.).

If a retail pharmacy is located in the same building, under the same roof, as your institutional pharmacy, there may be no connecting doors, windows or common passageways between them. New members must provide Gerimed with copies of separate DEA and pharmacy licenses if they own retail operations. The pharmacy must also establish a separate wholesaler account for the long term care pharmacy. Deliveries must be made directly to the institutional pharmacy. The pharmacies shall have different addresses and separate outside entrances. All pharmacies are inspected prior to final acceptance to ascertain adherence to these criteria.

PLEASE NOTE:

Manufacturers reserve the right to refuse eligibility of individual members. If you are servicing assisted living residents, you may be restricted from some pricing as determined by individual manufacturers. Infusion pharmacies are not eligible for Schering pricing. Pharmacies servicing Assisted Living beds will not be eligible for Novo Nordisk.

New members are added to the Gerimed program on the first day of the month thirty days after written notice of membership is sent to the manufacturers and suppliers. Such notice will not be distributed until the appropriate agreements and certifications have been executed. An on-site visit by Gerimed staff will be the final step before membership is approved.



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Gerimed Membership Criteria (Continued)

A sample of the "Agreement For Use of Gerimed Pharmaceutical Program Contracts" follows:

The undersigned certify that the institutional pharmacy is not engaged in retail sales and all items purchased through the Gerimed Program will be utilized consistent with the established guidelines based on the United States Supreme Court decision in Abbott Laboratories, et al., vs. Portland Retail Druggists Association, et al. as used herein, any and all merchandise purchased under this program shall be for our own use. The phrase "own use" is limited to the following:

- Dispensing of the product to inpatients or emergency patients for treatment at the facilities serviced by the Client.
- Dispensing of the product to former patients upon their discharge as take-home prescriptions or supplies necessary for a limited and reasonable time as continuation of treatment.
- Dispensing of the product to Client employees or employees of facilities serviced by the Client for their own use or the use of their dependents (but not for the use of their non-dependent family members).
- Dispensing of the product to a staff member physician in a facility serviced by the Client for his or her personal use (not for use in the physician's private practice).

It is understood that this is a continuing certification and the Client will hold Gerimed and its suppliers harmless from any action or judgement arising from the Client's failure to comply with its restrictions. Individual manufacturers may have more restrictive criteria for eligibility and use of contracts. Some manufacturers do allow members to service home care patients through the Gerimed contracts.

IMPORTANT NOTICE

Violation of the "Own-Use" Certification is considered just cause for immediate termination of the facility from the Gerimed Program and appropriate legal action will be initiated by Gerimed, its suppliers, manufacturers and distributors.



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Gerimed Profiles Consulting Software

Senior care consulting software developed by senior care consulting pharmacists for senior care consulting pharmacists

What does Gerimed Profiles® offer me?

- Complete medication regimen review capability
- Ability to manage diseases, lab values, and medications on one profile or medical record
- Medication station inspection tools
- Tools for implementation of CMS state operation guidelines, unnecessary drug section, and all the interpretive guidelines
- Access to clinical tools including disease management for Venous Thrombosis (module includes Warfarin dosing), depression/anxiety, insomnia, COPD, hypertension and diabetes, fall risk-assessment, chronic kidney disease and anemia, Alzheimer's disease, GDS (Geriatric Depression Scale), Phenytoin Dosage Adjustment, creatinine clearance and more
- Special compliance and QA reports to inform physicians, facilities, and directors of nursing with many formats and ways to disseminate (i.e. print, email, export to Word, etc.)
- Ability to combine information from multiple consultants
- Opportunity to use an extensive list of existing recommendations and/or the capability to design your own – includes unnecessary drug recommendations
- Ability to import data from a pharmacy dispensing computer system – QS1, RNA, Rescot, Frameworks and other systems
- Scanning capability for drug-drug, drug-disease, and drug-food interactions of existing and new medications
- PA forms from Medicare Part D Plans

How do I receive a FREE copy of Gerimed Profiles®?

- You must be an exclusive Gerimed member
- You must complete 3 pieces of paperwork:
 - Exclusive Member Form
 - Software License Agreement
 - System Information Form
- You must have a compatible computer system

For more information or to receive the necessary paperwork for Gerimed Profiles®, please contact:
Amanda Freiberger • Telephone: 800-456-4374 • Email: afreiberger@gerimedgso.com

What if I am an independent senior care consultant pharmacist?

Contact Gerimed for information on purchasing the software license and maintenance fee



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LONG TERM CARE NETWORK

Gerimed LTC Network

The Gerimed LTC Network was developed to help pharmacies servicing the LTC community receive higher reimbursement for their Medicare Part-D patients without having to obtain contracts on their own.

This service offers:

- Long term care rates for skilled nursing home residents, ICFMR patients, and ALF residents when the resident requires the same level of care as a nursing home resident.
- Assistance with resolution of Part D plan problems (i.e. Pharmacy not receiving the correct reimbursement rate, not paid for a new prescription, etc.).
- Access to a specially developed PDP-PC Program to help manage all of the Part D Formularies.
- Assistance in getting claims paid when you are unable to obtain assistance from any particular Part D Plan's helpdesk. This program allows you to see coverage for individual drugs by plan or by patient.
- Negotiations with the Part D Plans to develop programs to help the pharmacy obtain extra reimbursement for services they are providing (i.e. Medication Therapy Management)
- Contracts with LTC rates for more than 95% to all plans across the country, including the 15 nationplans for 2010.
- Information on program changes, prior authorization forms, BIN and PCN numbers, and other relevant materials. This information is provided on a regular basis to network pharmacies.
- Reconciliation programs to ensure you are paid appropriately for claims at the long term care rate. This program not only shows you which claims are paid, but if you under billed a prescription or if the plan under paid you, based on contracted reimbursement rates.

For more information please contact Alex Mason: 800-456-4374



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Gerimed EmphaSys®

What does Gerimed EmphaSys® offer me?

- Program is user friendly and operates on Windows (98 or higher)
- State-specific MACs (maximum allowable cost) for Medicaid prescriptions
- Ability to computerize appropriate products for purchasing
- Capability to open multiple windows for data comparison
- Displays all contract items with allowance for data manipulation
- Selecting the right generic product based on the most cost effective product relevant to lowest cost and dispensing system for Medicare Part D
- Capability to view item codes for wholesalers and products with the lowest cost for use in the Medicare Part D program selected with a formulary flag
- Ability to sort products in four fashions:
 - Trade Name
 - Generic Name
 - Manufacturer
 - Therapeutic Class
- Ability to see all contracted products which may not be available on the wholesaler computer screen

How do I get a FREE copy of Gerimed EmphaSys®?

Contact our office today at 800-456-4374 to request a copy of Gerimed EmphaSys®.

For more information, or to receive the necessary paperwork for EmphaSys®, please contact:

Amanda Freiburger • Telephone: 800-456-4374 • Email: afreiburger@gerimedgso.com



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Gerimed Pharmaceutical Program

Summary of Contracts

Abbott Pharm	Fleming	Pack Pharma
Actavis	Forest	Paddock
Akorn	Fougera	Par Pharma
Allan Pharm	G & W	Patriot Pharm
Allergan	Gericare Pharm	Pedinol
American Health Packaging	Geritrex	Perrigo Rx
American Regent	Glades	Pharmaceutical Associates
Amgen	Glaxo SK	Pharmaderm
Amneal	Glenmark Pharm	Pharmion Corp.
Amphastar	Global Pharm	Plus Pharma
Apotex	Greenstone Pharm	Prasco Labs
APP	Healthpoint Medical	Precision Dose
AstraZeneca	Heritage Pharm	Procter & Gamble
Aurobindo	Hitech	Purdue Pharma
Axcan Scandipharm	Hospira	Qualitest
Azur	HS Pharma	Ranbaxy Pharm
Barr	Humco	Rising Pharm
Bausch & Lomb	JHP Pharma	Roche Diagnostics
Baxa	Johnson & Johnson	Ross Nutrition
Baxter Pharm	King Pharm	Roxane
Bayer	Konsyl	Salix
Biovail	Kremers Urban	Sandoz
Blaine Pharm	KVK-Tech	Sanofi Aventis
Boca Pharmacal	Lannett	Sanofi Pasteur
Boehringer-Ingelheim	Lilly	Santarus
Braintree	Major	Savage
Breckenridge	Mallinckrodt	Schering
Camber Pharm	McKesson	Sciele
Caraco	Meda Pharm	Smith & Nephew
Carolina Med	Medicis	Stratus
Cebert	Medisca	Taro Pharm
Claris Lifescience	Merck	Teva
Coloplast	Merz	Ther Rx
Combe	Morton Grove	UCB Pharma
Core Pharma	Mutual	UDL
Cypress	Mylan	Upsher-Smith
Dava Pharm	Nestle Nutrition	URL
Derma Sciences	Niche	Vista Pharm
Dey Labs	Nostrum Labs	Watson
Dr. Reddy's Lab	Novartis	West-Ward
Eisai	Novartis Consumer	Wockhardt
Endo	Novo Nordisk	Wyeth Pharma
Ethex	Numark Lab	X Gen
Falcon Pharm	Onset	Zydus
Fleet	Pacific Pharma	



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Gerimed Non-Pharmaceutical Program Summary of Contracts

ACU Serve Corporation
The Baker Company
Baxter IV Systems
B. Braun
Baxter GHD
Capital Returns
Carex Health Brands
Coloplast Sween
Daverci, Inc.
Derma Sciences
Eatonform, Inc.
First Healthcare Products
FFF Enterprises
Fixture Source
GeriScript, Inc.
Guaranteed Returns

H. L. Coshatt Company
ICS /Z-Scan
JDA Associates
Lifescan
MTS Medication Technologies
Medical Specialties Dist., LLC
Medisca
Med-Pass
MMI Med Carts
Nestle Nutrition
Network Accreditation Services, Inc.
Omniceil, Inc.
Pyxis Corporation
RD Plastics
Roche Diagnostics
Ross Laboratories (now Abbott
Nutrition)

Rx Systems, Inc.
Smith & Nephew
Specialty Carts, Inc.
Spectrum Pharmacy Products
Staples Business Advantage
UHS
Workflow One (Relizon)



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Gerimed Application for Membership

Pharmacy Name: _____

Address: _____

City, State, Zip: _____

Phone#: _____ Fax#: _____

Contact Name: _____ Title: _____

DEA#: _____ NCPDP#: _____

NPI#: _____ E-Mail: _____

Dispensing Pharmacy Software Company: _____

Number of Beds: _____ On Site: _____ Off Site: _____

If off site, number of nursing home serviced: _____

Number of skilled and intermediate care beds serviced: _____

Home Care Services, average number of patients serviced per month: _____

Jails and prisons, average number of patients serviced per month: _____

Hospice, average number of patients serviced per month: _____

Assisted Living, number of beds serviced: _____

Psychiatric group homes/chronic psychiatric facilities: _____

Number of other types of patients serviced: _____

Other beds or patients serviced: _____ Explain: _____

Wholesaler (Primary): _____

(include city/state of location): _____

Wholesaler (Secondary): _____

(include city/state of location): _____

Owner/President: _____ E-Mail: _____

Pharmacist In-Charge: _____ E-Mail: _____

Director of Operations: _____ E-Mail: _____

Purchasing Agent: _____ E-Mail: _____

A list of all facilities serviced must be attached. Include name of facility, street address, telephone number and number of licensed beds for each facility. This is a requirement to receive pricing from several manufacturers.

- Enclosures required:
- Copy of DEA Certificate
 - Copy of Pharmacy Permit
 - Copy of State Registration
 - List of Long Term Care Facilities Serviced

Return to: Gerimed
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