PROGRAM HIGHLIGHTS:

- Pharmacy Provider Status: An Update
- The Birth Dearth and Demographic Dip: Why LTC Markets Are Shrinking and How Technology Can Help
- The Evolving Needs for Quality Measurement Systems in Community Pharmacy
- Connecting with Patients: Remote Monitoring and Communication
- Health Information Exchanges: What’s Working, What’s Not, and What Pharmacies Can Expect
- Generic Pharmaceutical Market Dynamics: The Impact on Patients, Pharmacists, Payers, and Prescribers
- Connecting the Community Pharmacy to the Medical Neighborhood
- Immunization Reporting to Immunization Information Systems (IIS) by Pharmacies
- A Shot at Success: Challenges of Providing a Pharmacy-Based Immunization Clinic from the Provider’s Perspective
- The U.S. Pharmaceutical Market: Trends, Issues, and Outlook
- Technology and 340B Requirements: The Forecast for 2015
- Appointment-Based Medication Services: A Platform to Address Star Ratings and Other Quality Measurements
- How Workflow and Redesign Can Maximize Pharmacy Efficiency
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Conference Locations

Meeting Room
King Charles Ballroom

President’s Reception
North Terrace

Friday Lunch
South Terrace

Friday Reception
South Terrace

Saturday Continental Breakfast
South Terrace
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Upcoming Conferences

2015 Midyear Conference
June 25-27
The Breakers
Palm Beach, Florida

2016 Annual Conference
January 21-23
The Sanctuary
Kiawah Island, South Carolina

2016 Midyear Conference
June 16-18
The Seelbach Hilton
Louisville, Kentucky

2017 Annual Conference
January 19-21
The Ritz-Carlton
Amelia Island, Florida
THURSDAY, JANUARY 22

11:30 – 1:00  Registration

1:00 – 1:30  Pharmacy Provider Status: An Update
Anne Burns, R.Ph., Vice President, Professional Affairs, American Pharmacists Association

Many initiatives are currently underway at the federal and state levels to attain provider status for pharmacists. As part of this effort, a coalition of national organizations is pursuing recognition of pharmacists’ patient care services through Medicare Part B. Anne will provide the latest update on pharmacy’s pursuit of provider status.

1:30 – 2:00  The Birth Dearth and Demographic Dip: Why LTC Markets Are Shrinking and How Technology Can Help
Irving Stackpole, M.Ed., RRT, President, Stackpole & Associates

Occupancies and utilization of aged-care services continue to decline nationally. In age-qualified services, the reason for shrinking markets is the precipitous decline in live births in the United States from 1925 to 1940, which is now resulting in a decline in the aged cohorts. Forget the media hype about the baby boomers; the average age on admission to skilled care and assisted living is over 85. These are today’s consumers, and there are millions fewer of them than the prior cohort, the “G.I. generation.” There is a proven role for technology to help providers survive, and even thrive, in a declining market. Irving will provide a four-step tactical approach that providers can take to protect market share, increase efficiency, innovate, and differentiate, as well as discuss the role technology plays in each step.

2:00 – 2:30  Break
Sponsored by RelayHealth

2:30 – 3:00  The Evolving Needs for Quality Measurement Systems in Community Pharmacy
David Nau, Ph.D., R.Ph., FAPhA, President, Pharmacy Quality Solutions

This session will identify the growing importance of the Medicare Star Ratings and other programs for measuring the quality of medication use. These programs have driven changes in the way that health plans and pharmacy benefit managers (PBMs) are evaluated, and are now starting to affect the structure of pharmacy networks and the payment models for community pharmacy. David will describe the ways in which PBMs are creating incentives for improved quality within pharmacy networks, and how pharmacies will need to create efficient mechanisms to provide quality-related feedback to pharmacy staff.

3:00 – 3:30  Connecting the Community Pharmacy to the Medical Neighborhood: The Next Big Thing
Troy Trygstad, Pharm.D., M.B.A., Ph.D., Vice President, Pharmacy Programs, Community Care of North Carolina

As the medical home model matures and begins its next iteration toward the medical neighborhood, Troy will explain why it’s essential that pharmacies are connected to community-wide care pathways and data streams to finally solidify their role as an active participant on the care team.

3:30 – 4:00  Break
Sponsored by RelayHealth

4:00 – 4:30  Health Information Exchanges: What’s Working, What’s Not, and What Pharmacies Can Expect
Brad Kile, Ph.D., President, Dumbarton Group

Health information exchanges (HIEs) present an important challenges to pharmacies that want to ensure they are connected into the healthcare data flow. Brad will examine the lessons learned from HIEs so far, their viability, and what to expect for 2015 and beyond. You will learn which components of HIEs have worked and which ones have not. Special emphasis will be placed on how pharmacies are navigating the challenges and opportunities presented by HIEs.

4:30 – 5:00  Generic Pharmaceutical Market Dynamics: The Impact on Patients, Pharmacists, Payers, and Prescribers
Don Dietz, Vice President, Pharmacy Healthcare Solutions

Recent changes in the generic pharmaceutical marketplace have impacted all stakeholders. This presentation will review marketplace dynamics, including product supply and shortages, number of generic suppliers, pricing variability, and stakeholder strategies. You will gain insight into and understand the impact of the changing generic landscape on supply (generic manufacturers), product selection (prescribers), pricing and profitability (pharmacy), health plan (benefit design) and pharmacy benefit manager (PBM) cost (MAC pricing), and patient co-payments.

5:00 – 5:30  Open for Business Meetings

5:30 – 7:00  President’s Reception
Sponsored by IMS Health
FRIDAY, JANUARY 23

8:00 – 9:00  Continental Breakfast
9:00 – 9:15  Annual Report on ASAP Activities
9:15 – 9:30  Gold Sponsor Podium Time
9:30 – 10:00 Connecting with Patients: Remote Monitoring and Communication

Robby Miller, CEO, TelePharm
Robby will discuss how remote and mobile technologies can help community pharmacy provide more patient-centered care and improve patients’ health and wellness.

10:00 – 10:30 A Survey of Immunization Reporting to Immunization Information Systems (IIS) by Major U.S. Pharmacies

Alison Chi, M.P.H., Program Director, American Immunization Registry Association
Alison will provide a summary of the methods, successes, and challenges of pharmacy immunization information systems interfaces. She will also include a high-level overview of the legal and policy landscape regarding requirements for pharmacy reporting to IIS.

10:30 – 11:00 Break

Sponsored by Good Neighbor Pharmacy

11:00 – 11:30 A Shot at Success: Challenges of Providing A Pharmacy-Based Immunization Clinic from the Provider’s Perspective

Justin Wilson, Pharm.D., Owner, Valu-Med Pharmacy, Midwest City, Okla., and Tim Davis, Pharm.D., Owner, Beaver Health Mart Pharmacy, Beaver Falls, Pa.
Justin and Tim will highlight the opportunities of providing routine immunizations and travel-related vaccines in a community pharmacy-based clinic and discuss the challenges in regard to workflow, documentation, and patient record sharing.

11:30 – 12:00 The U.S. Pharmaceutical Market: What’s In, What’s Out, and What’s Ahead?

Doug Long, M.B.A., Vice President, Industry Relations, IMS Health
Doug will give an overview of the current state of the U.S. pharmaceutical market, focusing on demographics, sales, markets, and more. Find out which industry segments — brands, generics, and specialty — are growing and which are declining, and how evolving trends may impact pharmacy.

12:00 – 1:30 Lunch
1:30 – 2:00 Technology and 340B Requirements: The Forecast for 2015

Madeline Wallack, Ph.D., M.S., Founding Director, Rx|X Consulting
Compliance with the 340B program requirements is a top concern of many participating hospitals, clinics, and health departments, as well as the pharmacies that serve them. Madeline will go over the top 340B requirements and how automation is being used to comply with federal and state-specific rules.

2:00 – 2:30 Appointment-Based Medication Services: A Platform to Address Star Ratings and Other Quality Measurements

Sean Power, Chief Technical Officer, Prescribe Wellness
Sean will discuss the rapid adoption of appointment-based medication (ABM) programs for benefits beyond just medication adherence. Leading independent pharmacies are using ABM to identify other opportunities to increase revenue and improve patient care. These include expanding immunizations, MTM, and other clinical services. Sean will explore the need for technology vendors to create new integrations to allow for new sources of referrals, tips, alerts, and other needed interventions. He will also discuss the growing demand from group purchasing organizations (GPOs) and pharmacy services administration organizations (PSAOs) for enterprise reporting on quality metrics across their networks.

2:30 – 3:00 Break

Sponsored by Good Neighbor Pharmacy

3:00 – 3:30 Coming Attractions Have Arrived: How Workflow and Redesign Can Maximize Pharmacy Efficiency

Don Grove, R.Ph., Owner, J & D Pharmacy, Warsaw, Mo.
Hear the imagination pioneer of workflow and redesign maximization Don Grove explain how one pharmacist can routinely verify 350 to 700 prescriptions with a maximum of 1,000+ in a 10-hour shift. Since this pharmacist is doing the work of two to three pharmacists with no loss of accuracy, the owner can concentrate on patients, niches, or quality of life. Albert Einstein said “imagination is the preview of coming attractions.” Don will describe how he has used urgency color-coded workflow and a redesign method to develop five one-of-a-kind workstations and carousels that maximize output and decrease stress for all employees.

3:30 – 6:00 Open for Business Meetings
6:00 – 7:00 Reception

Sponsored by CoverMyMeds

SATURDAY, JANUARY 24

8:30 – 9:30 Concluding Continental Breakfast
Thursday’s Speakers

Anne Burns, R.Ph., is vice president of professional affairs at the American Pharmacists Association (APhA), where she is responsible for strategic initiatives focused on advancing pharmacists’ patient care services in new care delivery models, as well as accreditation, credentialing, and quality. Anne also works on APhA’s medication therapy management and health information technology programs. She joined APhA in 1997 and has served as the associate director of education, director of practice development and research, group director of practice development and research, and senior vice president of professional affairs. Prior to joining APhA, Anne was clinical assistant professor and manager of the professional practice laboratory at The Ohio State University College of Pharmacy. Her background includes practice in the community and ambulatory care pharmacy settings. She is a graduate of The Ohio State University College of Pharmacy.

Irving Stackpole, M.Ed., RRT, is president of Stackpole & Associates, which conducts consulting assignments that include customer satisfaction measurement and reporting, customer service training, market research, sales skill training, sales management, and business development planning and execution. Irving began his career as a respiratory therapist for New England Baptist and Massachusetts General hospitals. He quickly moved to the senior executive level, where he gained experience as the CEO of home health for a regional system and then as the director of marketing for a national network of subacute facilities, winning two national awards for marketing campaigns. Irving has served as president of the American Respiratory Therapy Foundation, where he helped to write national respiratory therapist licensing guidelines. Branching out into other areas, Irving developed NCME, the largest national network of medical educational videotapes, and he founded Amcare Medical Services, which became the largest home healthcare company in New England. He is a graduate of Stonehill College in North Easton, Mass.

David Nau, Ph.D., R.Ph., FAPhA, is president of Pharmacy Quality Solutions, a joint venture of the Pharmacy Quality Alliance (PQA) and CECity. Previously, he served as senior director at PQA, and has also held tenured faculty appointments at the University of Michigan and the University of Kentucky, in addition to serving as manager of research strategies for Humana Pharmacy Solutions. David’s work has focused on the improvement of medication use within the healthcare system, and he is one of the few pharmacists to hold the designation of certified professional in healthcare quality (CPHQ). He has authored over 50 peer-reviewed articles and is co-editor of the book Quality & Safety in Pharmacy Practice. David has been recognized by several organizations for his leadership in the field of quality improvement for pharmacy services.

Troy Trygstad, Pharm.D., M.B.A., Ph.D., is vice president of pharmacy programs for Community Care of North Carolina. Under his direction, the CCNC Network Pharmacist Program has grown to include more than 80 pharmacists, who are involved in a number of diverse activities ranging from patient-level medication reconciliation to practice-level health information technology adoption to network-level management of pharmacy benefits. He co-created the PHARMACeHOME platform, which captures a community-level drug use narrative with drug therapy problem-finding utilities. He also co-created the careTRIAGE logistics engine, which organizes interventions and interventionists based on predictive models, taking into account available resources within a given ecosystem. Both are currently used by more than 40 distinct licensures, settings, and roles across multiple geographies and with more than 4,000 distinct users. Troy received his Pharm.D. and M.B.A. degrees from Drake University and a Ph.D. in pharmaceutical outcomes and policy from the University of North Carolina. He still practices in a community pharmacy setting on nights and weekends.

Brad Kile, Ph.D., is president of the Dumbarton Group, where he provides services to nonprofit and corporate entities to assist them in navigating healthcare legislative and regulatory policy changes. He is active at both the federal and state levels as an advocate in the areas of long-term care and government-funded prescription medication benefits. Brad has extensive knowledge of state-level policies and the implications of federal policies on the development and delivery of state-based healthcare. Brad received his Ph.D. in healthcare policy from Florida State University. He earned a B.A. from James Madison University and an M.A. from American University in Washington, D.C.
Don Dietz, R.Ph., is vice president of Pharmacy Health-care Solutions, Inc., which provides business strategy and management consulting services to pharmaceutical manufacturers, managed-care organizations, retail pharmacy chains, software developers, and law firms. His professional experience includes independent and chain pharmacy operations, pharmacy network contracting, manufacturer rebate contracting, mail-service pharmacy, PBM operations, prescription claims processing, pharmacy auditing, customer service, pharmacy intervention programs, account management, training, and expert witness for cases involving retail and managed-care pharmacy. Don is an adjunct faculty member at the Duquesne University Mylan School of Pharmacy, and is on the alumni board of governors for LaRoche College. He also serves as a pharmacy preceptor for sixth-year Duquesne University pharmacy students. Don received a B.S. in pharmacy from Duquesne University and an M.S. in human resource management from LaRoche College.

Alison Chi, M.P.H., serves as program director for the American Immunization Registry Association, where she has worked since 2011. Alison began her work with the immunization information systems community in 1997 as a provider outreach specialist for the Citywide Immunization Registry (CIR) at the New York City Department of Health and Mental Hygiene (NYC DOHMH). Most recently, she served as director of electronic health record-immunization information system (EHR-IIS) interoperability for the CIR. Alison is a co-author on several publications related to meaningful use and EHR-IIS interoperability, including: “Meaningful Use Stage 2 Public Health Agency Readiness: Guidance and Recommendations, Stage 2 MU PH Reporting Requirements Task Force, April 2013;” “Meaningful Use and Public Health: An Immunization Information System Case Study” in the Journal of Healthcare Information Management; and “Case Study on Meaningful Use and Public Health: Immunization Information Systems in New York City,” which was presented at the 2011 Public Health Informatics Conference.

Justin Wilson, Pharm.D., co-owns Valu-Med Pharmacy in Midwest City, Okla.; BestYet Pharmacy in Harrah, Okla.; and Valu-Med Pharmacy in Ft. Gibson, Okla. Justin is also adjunct clinical professor at The University of Oklahoma College Of Pharmacy. Since starting at Valu-Med, Justin has expanded services in the areas of diabetes management, bio-identical hormone replacement therapy, travel health immunizations, medication therapy management services, refill synchronization, and skin care. Justin is a member of the Oklahoma State Board of Pharmacy and a past president of the Oklahoma Pharmacists Association. He is a 15-year member of the National Community Pharmacists Association (NCPA). He currently chairs NCPA’s steering committee for pharmacy payment plans, is the past chair of the patient care program development committee, and is a past member of the committees on management and innovation and technology. Justin received his Pharm.D. from the The University of Oklahoma College of Pharmacy and has completed a community care pharmacy practice residency through the University of Iowa at Osterhaus Pharmacy in Maquoketa, Iowa.

Tim Davis, Pharm.D., is the owner of Beaver Health Mart Pharmacy in Beaver Falls, Pa., and president and COO of PANTHERx Specialty Pharmacy. He has been building and expanding patient-focused pharmacy practices for over a decade, with experience ranging from the design and construction of clean rooms, to compounding laboratories, community pharmacies, pharmacy management software, and adherence technology. He has held numerous national positions including chairman of the McKesson National Independent Advisory Board, chairman of the National Community Pharmacists Association Committee for Technology and Innovation, chairman of
Tim Davis, Pharm.D. (continued)

the University of Pittsburgh School of Pharmacy alumni association and member of the Health Mart marketing advisory board. Tim has served on the eHIT Collaborative Workgroup, helping to design the roadmap for inclusion of pharmacy practice in the nation’s electronic health strategy, as well as on the White House Prescription Drug Monitoring Program & Health IT Integration Initiative to implement a national design for tracking and sharing of controlled-substance prescription drug data. Tim received his B.S. in neuroscience and his Pharm.D. from the University of Pittsburgh School of Pharmacy.

Doug Long is vice president of industry relations at IMS Health, which offers services to the pharmaceutical industry in over 101 countries around the globe. Doug has been with IMS Health since 1989. His fundamental task is to help secure data for all existing and new databases supported by IMS Health; manage supplier, manufacturer, and association relationships; and develop information for data partners. As a direct consequence of his involvement in these areas, Doug has considerable experience with, and a unique perspective on, the changing U.S. and global healthcare marketplace and pharmaceutical distribution. Most recently, Doug received the distinguished NACDS Harold W. Pratt Award, which recognizes individuals whose activities have contributed to the promotion, recognition, and improvement of the practice of pharmacy within the chain drug industry. Doug was also honored with the HDMA Nexus Summit Award for lifetime achievement in 2004, the prestigious IMS Summit Award in 2003, and the IMS CEO Team Award in 2013. Before joining IMS Health, Doug held positions at Nielsen Market Research for 16 years in various sales and marketing capacities. Doug holds an M.B.A. in management from Fairleigh Dickinson University in New Jersey.

Madeline Wallack, Ph.D., M.S., is the founding director of Rx|X Consulting. She has been engaged in the analysis of public policy and economics of the pharmaceutical marketplace for over 15 years. Before founding Rx|X Consulting, Madeline was a senior level manager with the U.S. Office of Inspector General (OIG), where she received intensive training and firsthand experience with regulatory and compliance reviews. While at OIG, she specialized in the review of federal discount programs and led five evaluations focused on 340B and Medicaid. She assisted in the creation of OIG’s 2002 “Compliance Program Guidance for Pharmaceutical Manufacturers.” In 2008, Madeline testified before the Joint Economic Committee in Washington, D.C., at the invitation of Senator Amy Klobuchar (D-MN) on the topic of extraordinary drug price increases. She has also supported 340B-related litigation through data analysis and document review and serving as an expert witness. Madeline was also previously with the University of Minnesota’s PRIME Institute (Pharmaceutical Research in Management and Economics) in the College of Pharmacy and has worked as senior policy director for Wellpartner, a contract pharmacy vendor to 340B eligible entities. She received a B.A. from Saint Mary’s College in Notre Dame, Ind., and an M.S. and Ph.D. in social and administrative pharmacy from the University of Minnesota College of Pharmacy.

Sean Power is chief technology officer at PrescribeWellness, where he leads all technology and software development efforts to create cloud-based services to support community pharmacies everywhere. Sean has an impressive track record of creating successful healthcare technologies, including the founding and sale of his previous venture.

Don Grove, R.Ph., is owner of J & D Pharmacy in Warsaw, Mo. He is also an entrepreneur, writer, and public speaker. He has built and owned multiple pharmacies, and is currently developing his latest passion, workflow, with the goal of helping independents survive by increasing their speed, accuracy, and employee satisfaction. He believes this will be one of his more valuable contributions to his profession. His next projects are telemedicine, inexpensive micro cottages, promoting his patented hyaluronic acid powder supplement, and a GPS accident avoidance system for motorcycles. Don received a B.A. from William Jewell College in Liberty, Mo., and a B.S. from the University of Missouri-Kansas City School of Pharmacy.
Attendee List

ACAG Consulting
Boca Raton, FL
Annette Gabel
Principal
annettegabel@bellsouth.net

Advanced Pharmacy
Houston, TX
Jim Moncrief*
Chairman
jmoncrief@advancedpharmacy.com

American Immunization Registry Association
Washington, D.C.
Alison Chi, M.P.H.
Program Director
achi@immregistries.org

American Pharmacists Association
Washington, D.C.
Anne Burns, R.Ph.
VP, Professional Affairs
aburns@aphanet.org

American Pharmacy Alliance
Lexington, KY
John Hobson
Director, Business Development
jhobson@ameripharm.com
Karl Steele
President
ksteele@ameripharm.com
*Board Member

American Society for Automation in Pharmacy
Blue Bell, PA
Bill Lockwood
Executive Director
wal@computertalk.com
Will Lockwood
Assistant Executive Director
will@computertalk.com

American Society of Consultant Pharmacists
Alexandria, VA
Frank Grosso
Executive Director & CEO
fgross@ascp.com

AmerisourceBergen
Henrico, VA
Bob Jones
Director, Pharmacy Systems Solutions
bjones@amerisourcebergen.com

AmerisourceBergen
Orange, CA
Steve Kennedy
Manager, Good Neighbor Pharmacy InSite
skennedy@amerisourcebergen.com

Ateb
Raleigh, NC
Mike Groh
Sr. Technical Advisor
mjgroh@ateb.com

Mike McManus
VP, New Channel Development
mike.mcmanus@ateb.com
Steve Roberts
Sales Executive
steve.roberts@ateb.com
Frank Sheppard
President & CEO
frank.sheppard@ateb.com
Debbie Sheppard
VP, Sales & Marketing
debbie.sheppard@ateb.com

Avery Weigh-Tronix
Livonia, MI
David Lang
Business Manager, Pharmacy Products
dlang@awtxglobal.com

Best Computer Systems
Bloomingdale, IL
Hemal Desai
VP
hemal.desai@bestrx.com

CarePoint
Charleston, SC
Sarah Salton, R.Ph.
Product Manager
sarahs@carolina.rr.com

Carolinas HealthCare System
Charlotte, NC
Frank McCree, R.Ph.
Director
frank.mccree@carolinashc.org
Attendee List

Carolinas HealthCare System
Charlotte, NC
Diane McCree
Spouse

Community Care of North Carolina
Raleigh, NC
Troy Trygstad, Pharm.D., M.B.A., Ph.D.
VP, Pharmacy Programs
troy@t2email.com

Computer-Rx
Oklahoma City, OK
Roger Warkentine
President
rogerw@computer-rx.net

Costco Wholesale
Issaquah, WA
Patty Bauer
AVP
pbauer@costco.com
Dan Sarrels
Director
dsarrells@costco.com

CoverMyMeds
Columbus, OH
Ron Fine, R.Ph.
VP, National Pharmacy Alliances
rfine@covermymeds.com

Diamond Pharmacy Services
Indiana, PA
Matt Catanzaro
Director, Correctional Services
mcatanzaro@diamondpharmacy.com

Diamond Pharmacy Services
Indiana, PA
Daniel Doak
Lead Systems Developer
ddoak@diamondpharmacy.com

Diamond Pharmacy Services
Indiana, PA
Joshua Hankinson
Systems Development Supervisor
jhankinson@sapphire-health.com

Diamond Pharmacy Services
Indiana, PA
Aaron Maynard
Sr. Business Systems Analyst
amaynard@diamondpharmacy.com

Diamond Pharmacy Services
Indiana, PA
Matthew Valasek
Director, Pharmacy Operations
mvalasek@diamondpharmacy.com

Diversified Consultants
Birmingham, AL
Bob Mosca
CEO
mydconsult@gmail.com
Bobby Mosca
President
Janie Mosca
Vice President

Dumbarton Group
Tallahassee, FL
Brad Kile, Ph.D.
President
brad@kileconsulting.com

Elsevier/Gold Standard
Tampa, FL
Debbie Simmons, R.Ph.
Director, Drug Product Data
simmons.d@goldstandard.com

Emdeon
Fort Worth, TX
Karen Bowen
Account Manager
kbowen@emdeon.com
Richard Brook
VP, Pharmacy Sales
rbrook@emdeon.com
RJ Padgitt
Director, Channel Partner Sales
rpadgitt@emdeon.com

First DataBank
Indianapolis, IN
Tom Bizzaro, R.Ph.
VP, Health Policy & Industry Relations
tbizzaro@fdbhealth.com

*Board Member
Attendee List

Health Business Systems
Warminster, PA
Diane Fortunato
Sr. Director, Operations
diane.fortunato@hbsrx.com
Nancy O’Neill
System Analyst
nancy.oneill@hbsrx.com

Health Market Science
Hermitage, TN
Jay Randolph
Director, National Accounts — Pharmacy
jrandolph@healthmarketscience.com

Health Market Science
Scottsdale, AZ
Craig Ford
Sr. VP, Sales
cford@healthmarketscience.com

IMS Health
Cincinnati, OH
Ed Feltner
Regional Account Director
efeltner@us.imshealth.com

IMS Health
 Parsippany, NJ
Doug Long, M.B.A.
VP, Industry Relations
dlong@us.imshealth.com

Infowerks Data Services
Las Vegas, NV
Jeff Deitch
President & CIO
jeff@infowerks.com
Casey Smith
Director, Sales & Client Relations
casey@infowerks.com

Integra
Oklahoma City, OK
Jim Higley
Nextra Sales
jim.higley@integragroup.com

Integra
Anacortes, WA
Kevin Welch
Chairman & CEO
kevin.welch@integragroup.com

J & D Pharmacy
Warsaw, MO
Don Grove
Owner
don@jdpharmacy.com

Kalos
Topeka, KS
Rex Bloom
Applications Director
rex@kalos-inc.com
Jim Springer
President
jim@kalos-inc.com

KeyCentrix
Wichita, KS
Elie Khalife
President & COO
ekhalife@keycentrix.com

Lagniappe Pharmacy Services
Fort Worth, TX
Jake Canova
CEO
rburris@rxlps.com
Peter Fianu
CIO
tdunn@rxlps.com
Clarence Lea, R.Ph.*
VP, Marketing & Industry Relations
clea@rxlps.com

Managed Health Care Associates
Vancouver, WA
Brian Cole
Director, Development & Data Services
brian.cole@net-rx.com
Chad Hammerstrom
VP, Healthcare Technology Services
chad.hammerstrom@net-rx.com

Mayo Clinic
Rochester, MN
Brent Ferguson
Supervisor
ferguson.brent@mayo.edu

*Board Member
Attendee List

Mayo Clinic Pharmacy
Wykoff, MN
Tamara Eickhoff
Business Solutions Manager
eickhoff.tamara@mayo.edu

McKesson Pharmacy Systems
Livonia, MI
Tom Mullen
Director, Strategy & Business Development
tom.mullen@mckesson.com

MyMatrixx
Tampa, FL
Phil Walls
Chief Clinical Officer
pwalls@mymatrixx.com

National Association of Boards of Pharmacy
Mount Prospect, IL
Marty Allain
mallain@nabp.net

National Community Pharmacists Association
Alexandria, VA
Carolyn Ha, Pharm.D.
Sr. Director, Professional Affairs & LTC
carolyn.ha@ncpanet.org

National Community Pharmacists Association
Alexandria, VA
Sue Hagler
Associate Director, Education
sue.hagler@ncpanet.org

Lisa Schwartz
Sr. Director, Management Affairs
lisa.schwartz@ncpanet.org

NCPDP
Scottsdale, AZ
John Klimek, R.Ph.
SVP, Standards & IT
jklimek@ncpdp.org

PANTHERx Specialty Pharmacy
New Brighton, PA
Tim Davis, Pharm.D.*
President & COO
tdavis@pantherspecialty.com

Parata Systems
Durham, NC
Gayle Tuttle
Director, Marketing
gttuttle@parata.com

PCCA
Houston, TX
Michelle Biggs
VP, IT & Pharmacy Software
mbiggs@pccarx.com

Troy Connelly
Software Developer
tconnelly@pccarx.com

PDR
St. Louis, MO
Paul Hooper
VP
paul.hooper@pdr.net
Sam Pizzo
VP
sam.pizzo@pdr.net

Pharmaceutical Technologies
Boys Town, NE
Darla DuRee, Pharm.D., R.Ph
VP, Mail Order Pharmacy
dduree@pti-nps.com

Pharmacy Healthcare Solutions
Pittsburgh, PA
Don Dietz, R.Ph., MS
VP
ddietz@phsirx.com
Linda Dietz
Spouse

Pharmacy Quality Solutions
Springfield, VA
David Nau, Ph.D., R.Ph., FAPhA
President
dnau@pharmacyquality.com

Pharmacy Technology Consulting
Brighton, MI
Mark Sancreinte, R.Ph.
Principal
mark@pharmacytechnologyconsulting.com

*Board Member
Attendee List

PrescribeWellness
Aliso Viejo, CA
Sean Power
Chief Technical Officer
spower@prescribewellness.com

QS/1
Spartanburg, SC
Sonny Anderson
VP, Development & Systems
sanderson@qs1.com
Tammy Devine*
President
tammy_devine@qs1.com
Michael Ziegler
Sr. Manager, Marketing & Analyst
mziegler@qs1.com

RelayHealth
Atlanta, GA
Patrick Harris
Sr. Consulting Portfolio Manager
patrick.harris@relayhealth.com
Scott Hughes
Client Executive
scottr.hughes@relayhealth.com
Donna Kinnier
Account Manager, Pharmacy Solutions
donna.kinnier@relayhealth.com

RelayHealth
Greenville, SC
Kathy Mathias
Director, Sales
kathy.mathias@relayhealth.com

Rice’s Pharmacy
Beaver Dam, KY
David Figg
VP & COO
david.figg@ricepharmacy.com

Rite Aid Corporation
Camp Hill, PA
Mike Podgurski, R.Ph.
VP, Pharmacy Services
mpodgurski@riteaid.com

Rx|X Consulting
Minneapolis, MN
Madeline Wallack, Ph.D., M.S.
Founding Director
mwallack@rxxconsulting.com

Rx30 Pharmacy System
Ocoee, FL
Steve Wubker
President & CEO
swubker@rx30.com

RxMaster Pharmacy Systems
Rogers, AR
Larry Brantley
Founder & CEO
larry@rxmaster.com
Rhonda Brantley
Spouse
rhonda@rxmaster.com

ScriptPro
Mission, KS
Bernie Knutsen
Systems Development Project Manager
bknutsen@scriptpro.com
Tracy Thomas
EVP & Director, Field Operations
tracy@scriptpro.com

SoftWriters
Allison Park, PA
Greg Hutchison
Director
ghutchison@softwriters.com
Lisa Miller
Director, Product Development
lmiller@softwriters.com
Tim Tannert, R.Ph.*
VP, Operations
ttannert@softwriters.com
Amy Tannert
Spouse

*RBoard Member
## Attendee List

### Speed Script
- **Location**: Lenexa, KS
- **CTO**: Chuck Welch*
- **Email**: cwelch@speedscript.com

### Stackpole & Associates
- **Location**: Newport, RI
- **President**: Irving Stackpole, M.Ed.
- **Email**: istackpole@stackpoleassociates.com
- **Guest**: Nora Stackpole

### Supplylogix
- **Location**: Westlake, Texas
- **Director, Product Development**: Glen Davis
- **Email**: glen.davis@supplylogix.com
- **VP & GM**: Rick Sage

### Surescripts
- **Location**: Fredericksburg, VA
- **Sr. VP, Professional & Regulatory Affairs**: Ken Whittemore, R.Ph., M.B.A.
- **CTO**: Gerolyn Whittemore

### TECHSYS
- **Location**: Montreal, Quebec Canada
- **Director, Product Marketing & Business Development**: Nancy Pakieser
- **VP & GM, Point-of-Use Solutions**: Richard Philippe

### TeleManager Technologies
- **Location**: Newark, NJ
- **VP & COO**: Paul Kobylevsky

### TelePharm
- **Location**: Iowa City, IA
- **President**: Roby Miller

### TransactRx
- **Location**: Coral Gables, FL
- **CEO**: Jack Guinan

### United Drugs
- **Location**: Phoenix, AZ
- **VP, Information Technology**: Bruce Grant
- **Owner**: Paula DeAnda

### Valu-Med Pharmacy
- **Location**: Midwest City, OK
- **Owner**: Justin Wilson, Pharm.D.

### voiceTech
- **Location**: Sarasota, FL
- **President & CEO**: Tim Garofalo
- **Director, Technical Services**: Duane Smith

### VUCA Health
- **Location**: Lake Mary, FL
- **CTO**: Wuhong Li

### Wolters Kluwer
- **Location**: Woodbury, MN
- **Director, Clinical Sales Support**: Randy Mound

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*Board Member*