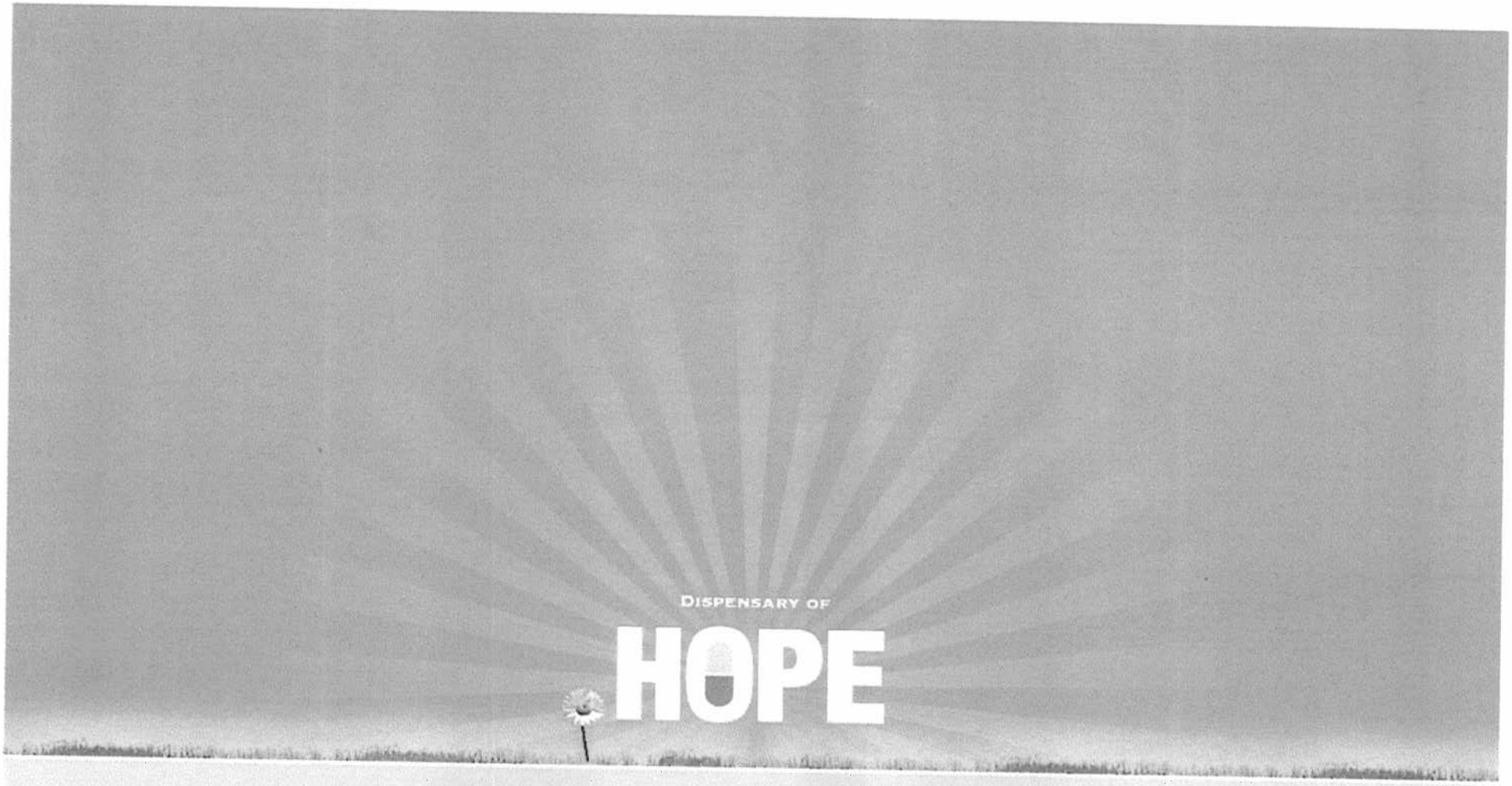
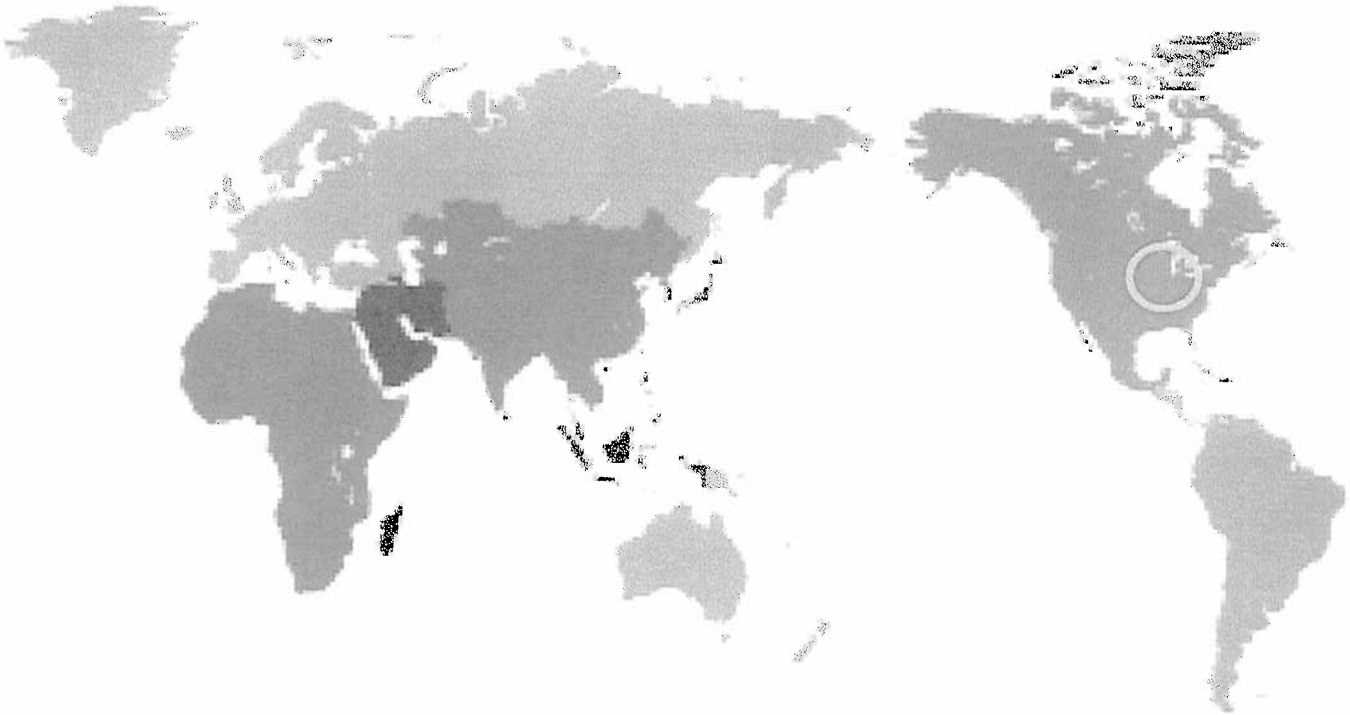


Network Orientation

Introducing...

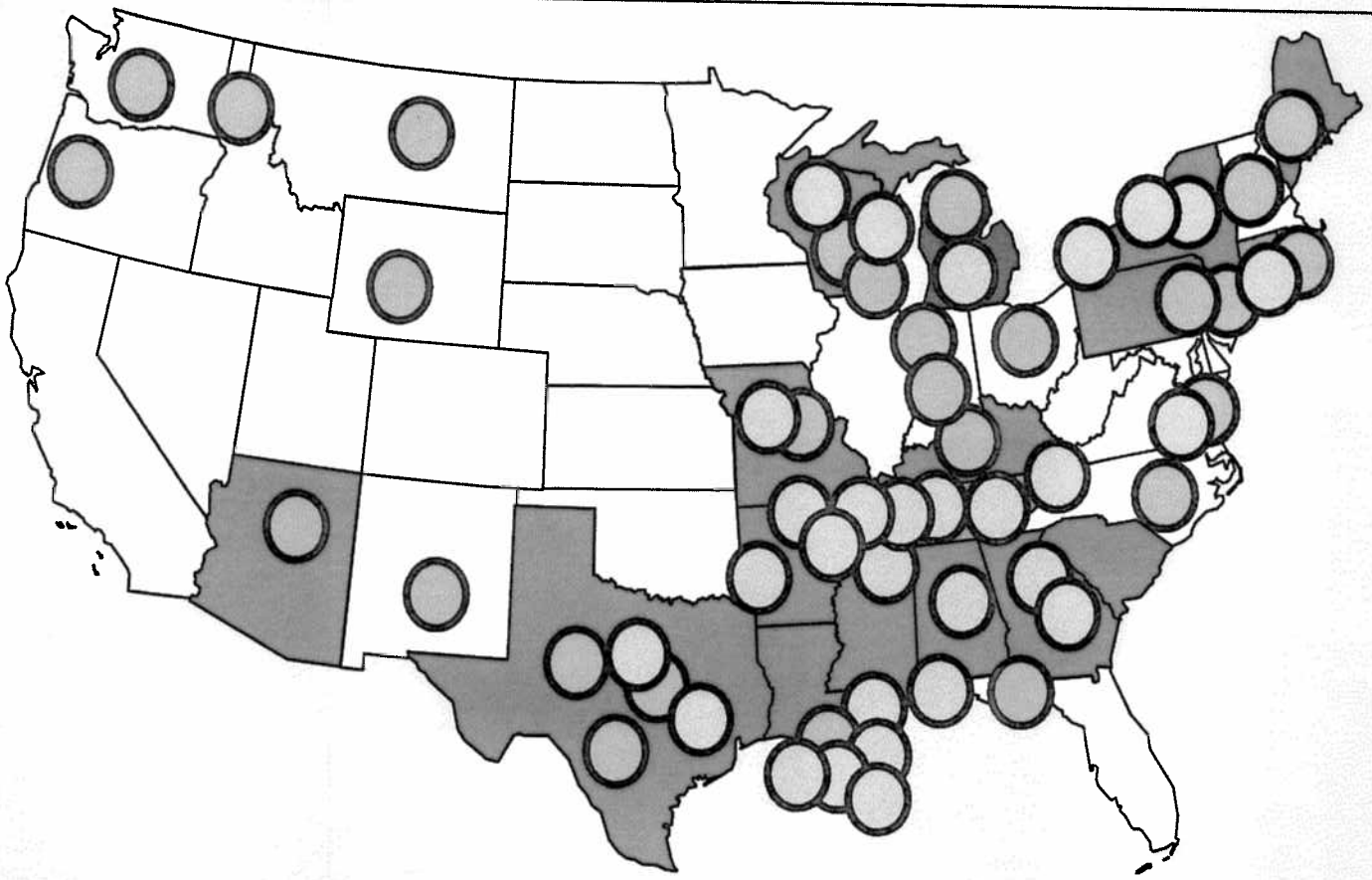
The Instant Access + Continued Access Programs

Our Mission & Vision…



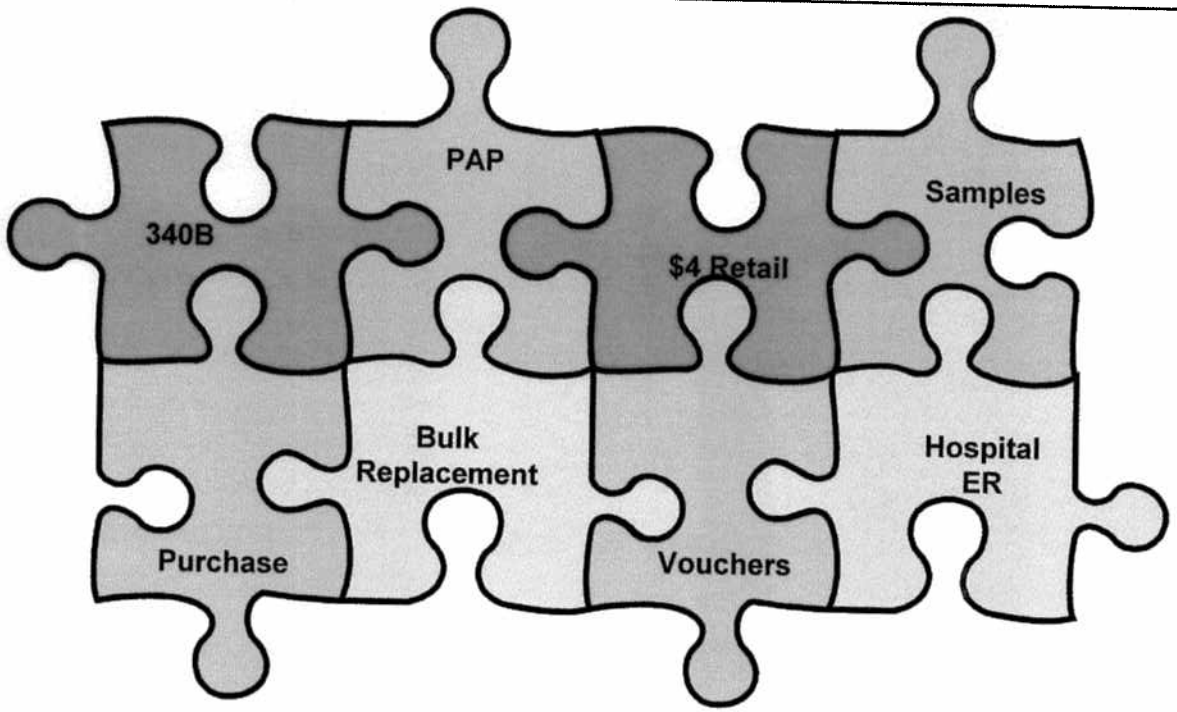
The Dispensary of Hope is a not-for-profit **social venture** that provides sustainable access to medications for underinsured populations.

Our Growing National Network…



13 States, 59 Communities

The Need for Streamlined, Sustainable Solutions…



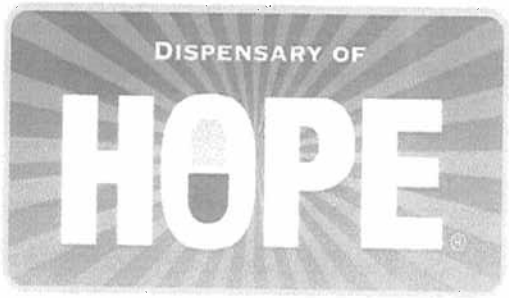
46% Uninsured Can't Afford Scripts & Go Without

Source: Biennial Health Insurance Survey Commonwealth Fund, 2007

Hospitals Incur Over $31 Billion In Costs

Source: Families USA, The News and Observer

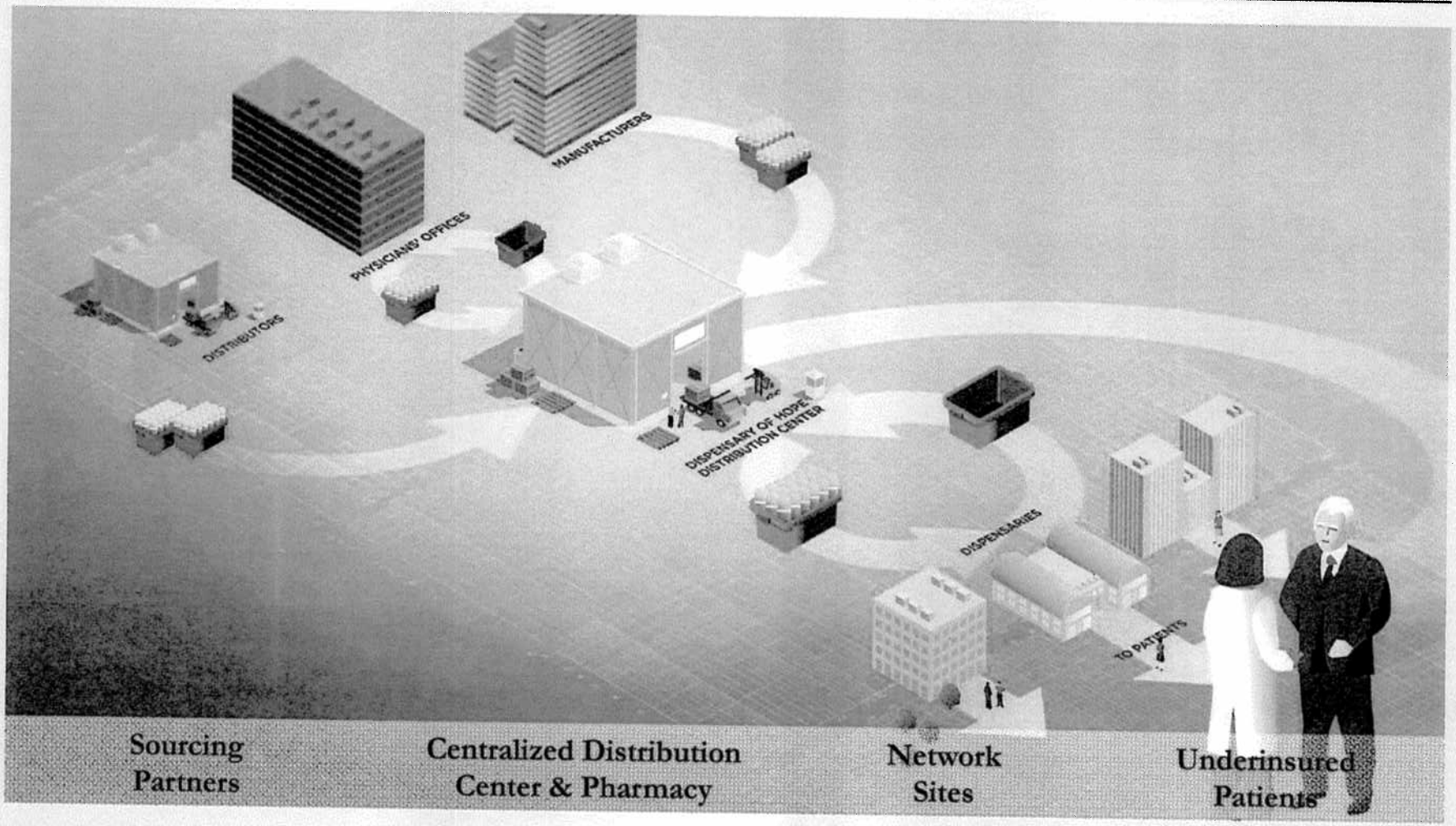
Over $7 Billion Medicine Surplus/Wasted



National Health Care Crisis

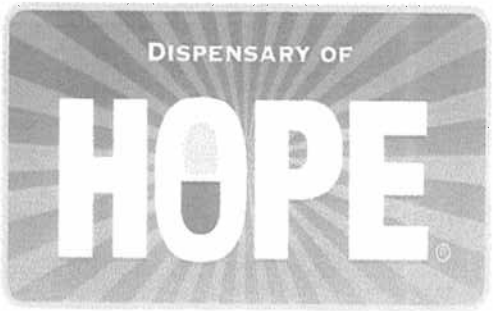
- Nearly 47 million Americans are uninsured with 16 million struggling to manage serious chronic diseases
- Over 105 million Americans have incomes less than 200% FPL
- Nearly 60% cannot afford the medicine prescribed
- In fact not having the needed medication due to the lack of insurance is the **3rd** leading cause of death for Americans between 55-64 years of age

Our Model…


MANUFACTURERS
PHYSICIANS' OFFICES
DISTRIBUTORS
DISPENSARY OF HOPE DISTRIBUTION CENTER
DISPENSARIES
TO PATIENTS
Sourcing Partners
Centralized Distribution Center & Pharmacy
Network Sites
Underinsured Patients

DISPENSARY OF HOPE®

- **DISPENSARY of HOPE medication holding bins**



DOH Current

- February 2010 – 1,500 health care providers contributing in 23 states
- Eligibility – 200% FPL
- Providing 125,000 medication prescriptions annually
- Cost to providers to participate – 10 minutes a month to prepare the bin

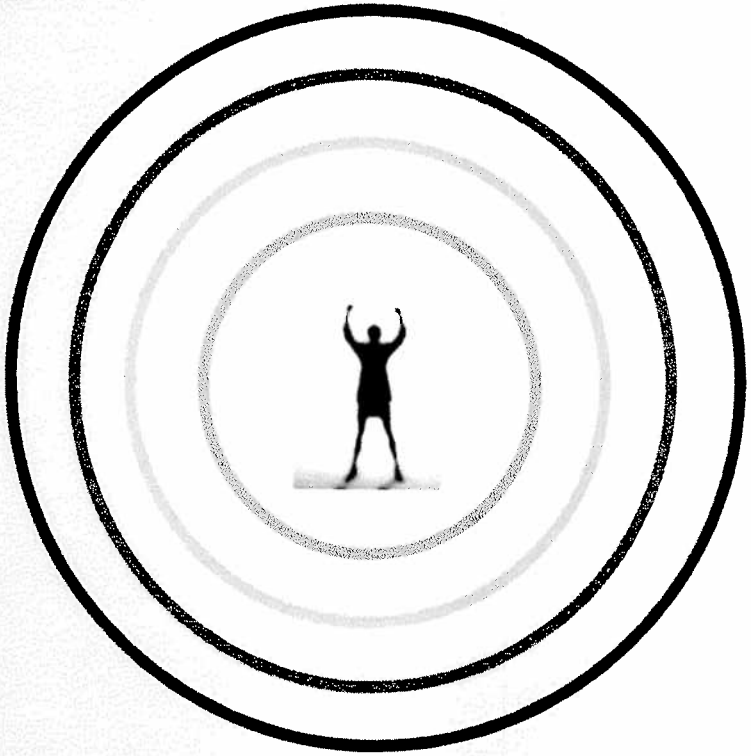
Our Core Programs…

Diagnosis

Acute/Short Term	Chronic/Long Term
First Fill	Refills
(Instant Access)	(Continued Access)

Day 1 | Day 30 | Day 60 | Day 90 | On-going

Our Sustainability Model: Network Funding…

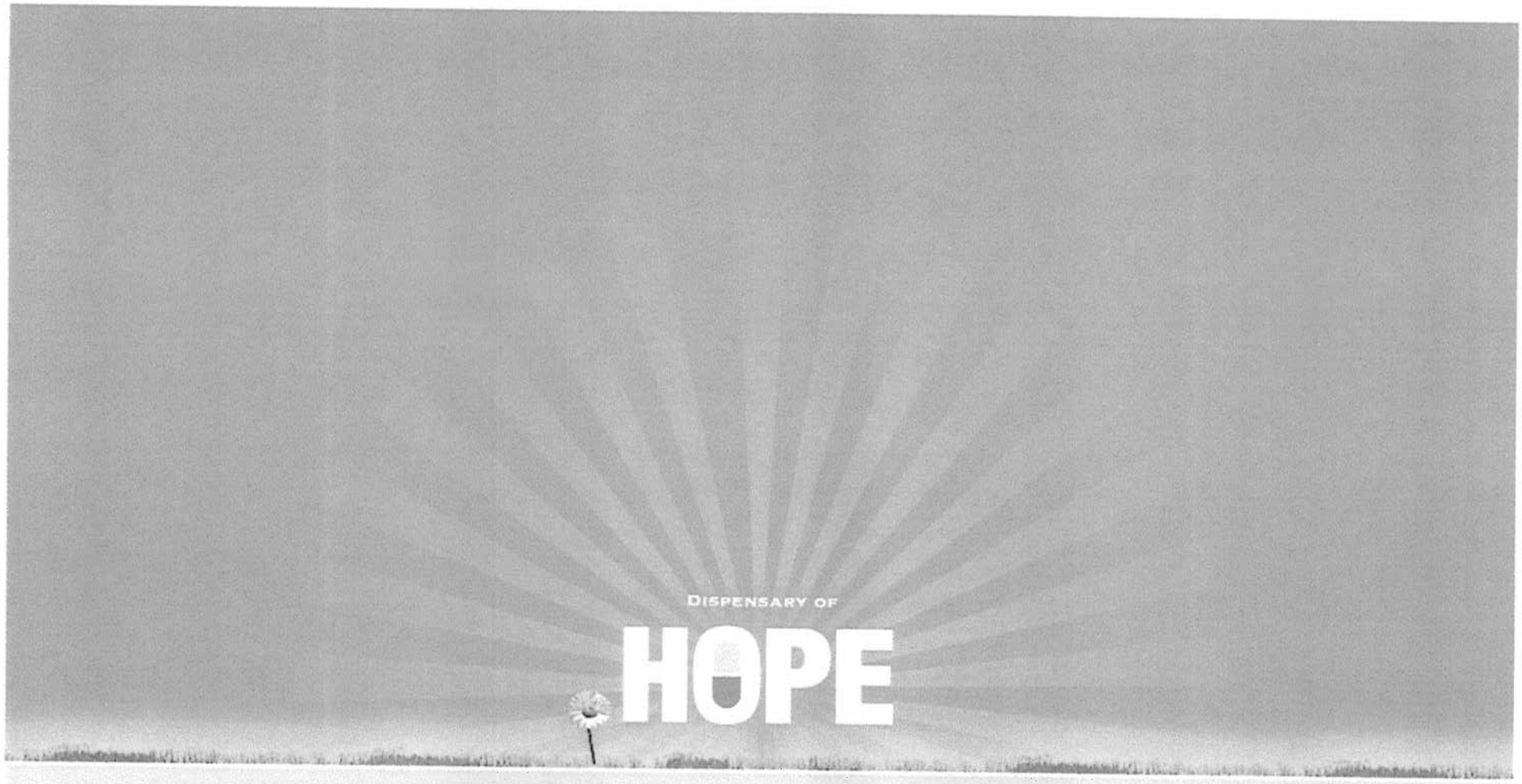


High ROI for Foundations, Funders

Bad Debt Savings For Hospitals

Cost Savings For Sites

Affordable Access For Patients



Instant Access Program

for short-term Rx Access

Instant Access Program – *for* Short-term Meds…

- **Licensed "clearinghouse" for donated meds**
  - Inventory of 1700 Sample/Single Dose meds
- Secure On-Line Bulk Ordering, Tracking, Reporting
- Network of sites licensed to Dispense Medication

Network Site Funding Options

Pay Fixed $625 Monthly Subscription
for up to $250,000 Meds

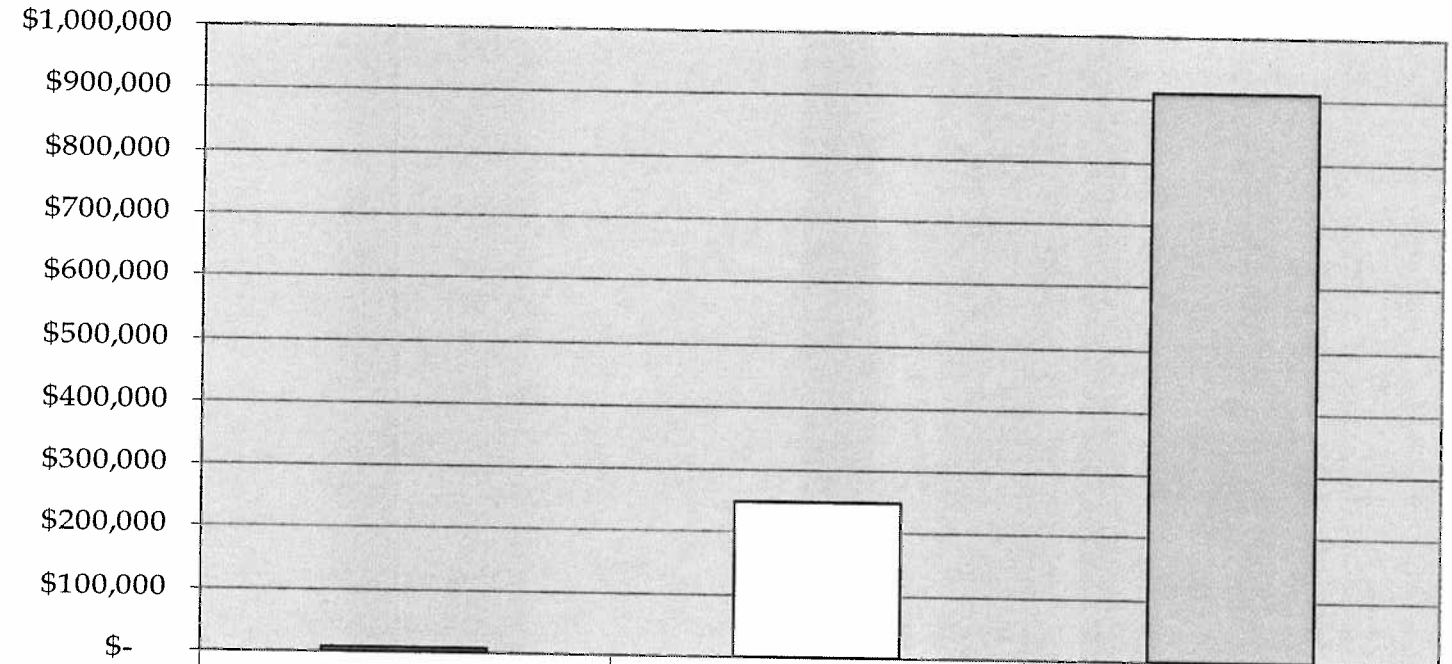
or

Pay 10% Handling Fee
for medications ordered

A Good Fit for Instant Access Program…

Patients	Pharmacy Sites ("Open")	Clinic Sites ("Closed")
Uninsured	Charitable Pharmacy	Community Clinics
Income <200% FPL	Hospital Pharmacy	Free Clinics
Underinsured	Health Dep Pharmacy	Faith-based Clinics
		FQHC's
		Health Departments
		Hospital Clinics

Value of Subscription Model and Return on Investment…



	Investment in Hope Account	Value of Medicines Provided	Inpatient Bad Debt Savings
Dollar Value	$7,500	$250,000	$912,500

[1]Lichtenberg, F. *Health Affairs*, Vol. 26, No. 3 (May/June 2007); pp.887and Lichtenberg, F. *The American Economic Review*, Vol. 86, No 2. (May 1996); pp. 348-388

1700 Medications Available for Instant Access…

DISPENSARY OF HOPE

Formulary

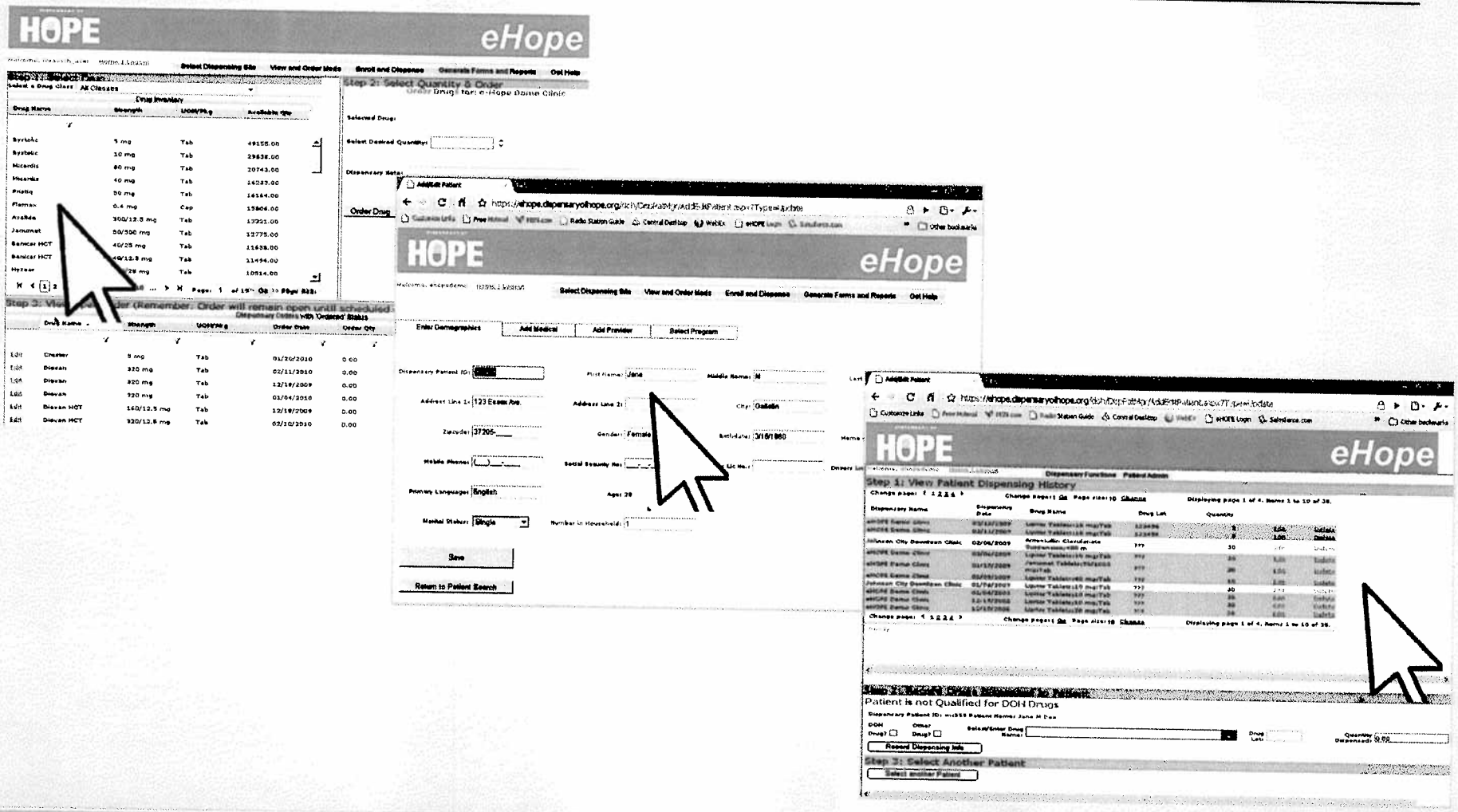
DoH High Supply/Demand: What Sites Order Most

Drug Class	Drug Subclass	Drug Name	Generic
Allergy/Cold/Ent	Bronchodilator	Albuterol Sulfate Inhalation Solution	aspirin/dipyridamide
Allergy/Cold/Ent	Corticosteroids, Inhaled	Alvesco	ciclesonide
Allergy/Cold/Ent	Corticosteroids, Inhaled	Asmanex Twisthaler Inhalation Powder	
Allergy/Cold/Ent	Antihistamine	Clarinex	
Allergy/Cold/Ent	Nasal Spray, Corticosteroid	Nasacort AQ Nasal Spray	
Allergy/Cold/Ent	Nasal Sprays, Corticosteroid	Omnaris Nasal Spray	
Allergy/Cold/Ent	Other Asthma	Singular	
Analgesics	Muscle Relaxants	Amrix Capsules	cyclobenzaprine ER
Analgesics	NSAIDS	Arthrotec	diclofenac/misoprostol
Analgesics	NSAIDS	Celebrex	
Analgesics	Fibromyalgia	Savella	
Analgesics	Analgesics, Local; NSAIDs	Voltaren Gel	catafiam
Antimicrobials	HIV 1, NRTIs	Retrovir	
Cardiovascular	ARBs	Atacand	candesartan
Cardiovascular	ARB/Thiazide Combos	Ayalide	[illegible]
Cardiovascular	ARBs	Avapro	
Cardiovascular	A2RB	Azor	amlodipine/olmesartan
Cardiovascular	A2RB	Benicar	
Cardiovascular	ARB/Thiazide Combos	Benicar HCT	
Cardiovascular	Beta Blockers	Bystolic	nebivolol
Cardiovascular	CCB, Dihydropyridines, Chol Lowering	Caduet	amlodipine besylate/ atorvastatin calcium
Cardiovascular	Beta Blockers	Coreg	carediol
Cardiovascular	A2RB	Cozaar	
Cardiovascular	Anti-Cholesterol	Crestor	rosuvastatin
Cardiovascular	Anti-Cholesterol	Diovan	
Cardiovascular	Anti-Cholesterol	Diovan HCT	
Cardiovascular	CCB, Dihydropyridines, Chol Lowering	Exforge	
Cardiovascular	Diuretics 2, Thiazides, A2RB	Hyzaar	
Cardiovascular	Anti-Cholesterol	Lipitor	
Cardiovascular	Dyslipidemia; Other	Lovaza	
Cardiovascular	A2RB	Micardis	
Cardiovascular	ARB/Thiazide Combos	Micardis HCT	
Cardiovascular	Cholesterol Lowering	Niaspan ER	niacin
Cardiovascular	Other Antihypertensives	Texturna	atiskinen
Cardiovascular	Dyslipidemia; Fibrates	Triglyx	
Cardiovascular	Cholesterol Lowering	Vytorin	ezetimide/simvastatin
Cardiovascular	Dyslipidemia; Bile Acid Binding Resins	Welchol	
Cardiovascular	Dyslipidemia; Other	Zetia	
Dermatologic	Corticosteroids, Topical IV: Medium Potency, Corticosteroids, Topical II: High Potency	Elocon	mometasone
Dermatologic	Corticosteroids, Topical III: High Medium Potency, Corticosteroids, Topical V: Medium/Low Potency, Antifungals, Topical	Lotrisone Cream	
Dermatologic	Other Dermatologic	Protopic Ointment	
Endocrine/Metabolism	Osteoporosis; HRT 5: Estrogen/Progestin Combos	Activella	estradiol/norethindrone acetate
Endocrine/Metabolism	Osteoporosis, Calcium Disorders	Actonel	sedronate

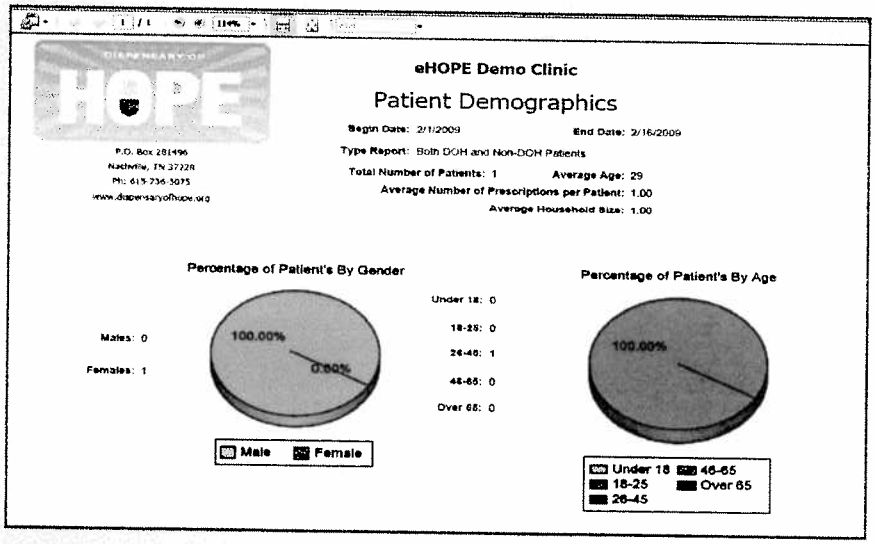
1700 Drugs
20 Classes

All Classes
Allergy/ Cold/ ENT
Analgesics
Anesthesia
Antimicrobials
Asthma/Pulmonary
Cardiovascular Drugs
Dental/Oral Care
Dermatologic
Emergency
Endocrine/Metabolism
Gastrointestinal
Genitourinary
Hematology/Oncology
Hepatitis C
Hormone Replacement
Immunologics
Neurologic
Nutrition/Electrolytes
Obstetrics/Gynecology
Ophthalmic
Other
Psychiatrics
Rheumatologicals

Placing Weekly Order & Dispensing Meds…



Reports & Storytelling: On-line & Monthly Hope Account…



eHOPE Demo Clinic

Patient Demographics

P.O. Box 281496
Nashville, TN 37228
Ph: 615-736-3075
www.dispensaryofhope.org

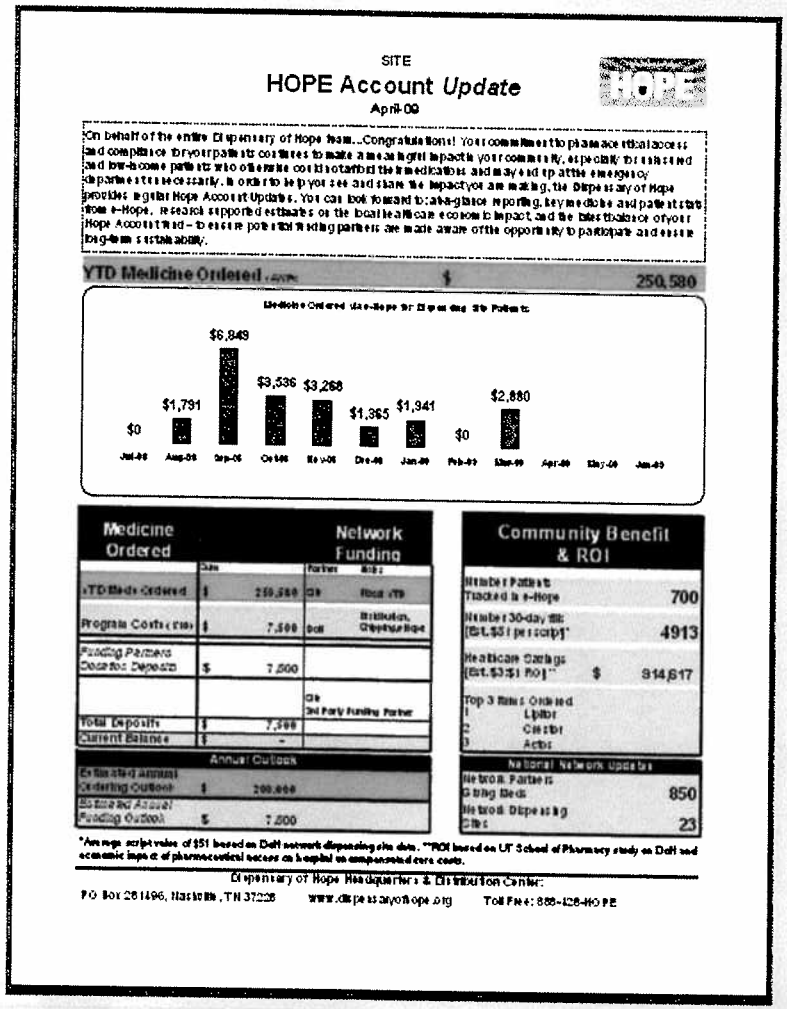
Begin Date: 2/1/2009 End Date: 2/16/2009
Type Report: Both DOH and Non-DOH Patients
Total Number of Patients: 1 Average Age: 29
Average Number of Prescriptions per Patient: 1.00
Average Household Size: 1.00

Percentage of Patient's By Gender

Males: 0
Females: 1

Under 18: 0
18-25: 0
26-45: 1
46-65: 0
Over 65: 0

Percentage of Patient's By Age



SITE

HOPE Account *Update*

April-09

On behalf of the entire Dispensary of Hope team…Congratulations! Your commitment to pharmaceutical access and compliance for your patients continues to make a meaningful impact in your community, especially for uninsured and low-income patients who otherwise could not afford the medications and may end up at the emergency department unnecessarily. In order to help you see and share the impact you are making, the Dispensary of Hope provides regular Hope Account Updates. You can look forward to: at-a-glance reporting, key medicine and patient stats from e-Hope. Research supported estimates on the local healthcare economic impact, and the latest balance of your Hope Account fund – to ensure potential funding partners are made aware of the opportunity to participate and ensure long-term sustainability.

YTD Medicine Ordered $ 250,580

Medicine Ordered	Date	Network Funding	Partner	Date
YTD Meds Ordered	$ 250,580			
Program Contribution	$ 7,500			
Funding Partners Donation Deposits	$ 7,500			
			Other 3rd Party Funding Partner	
Total Deposits	$ 7,500			
Current Balance	$ -			

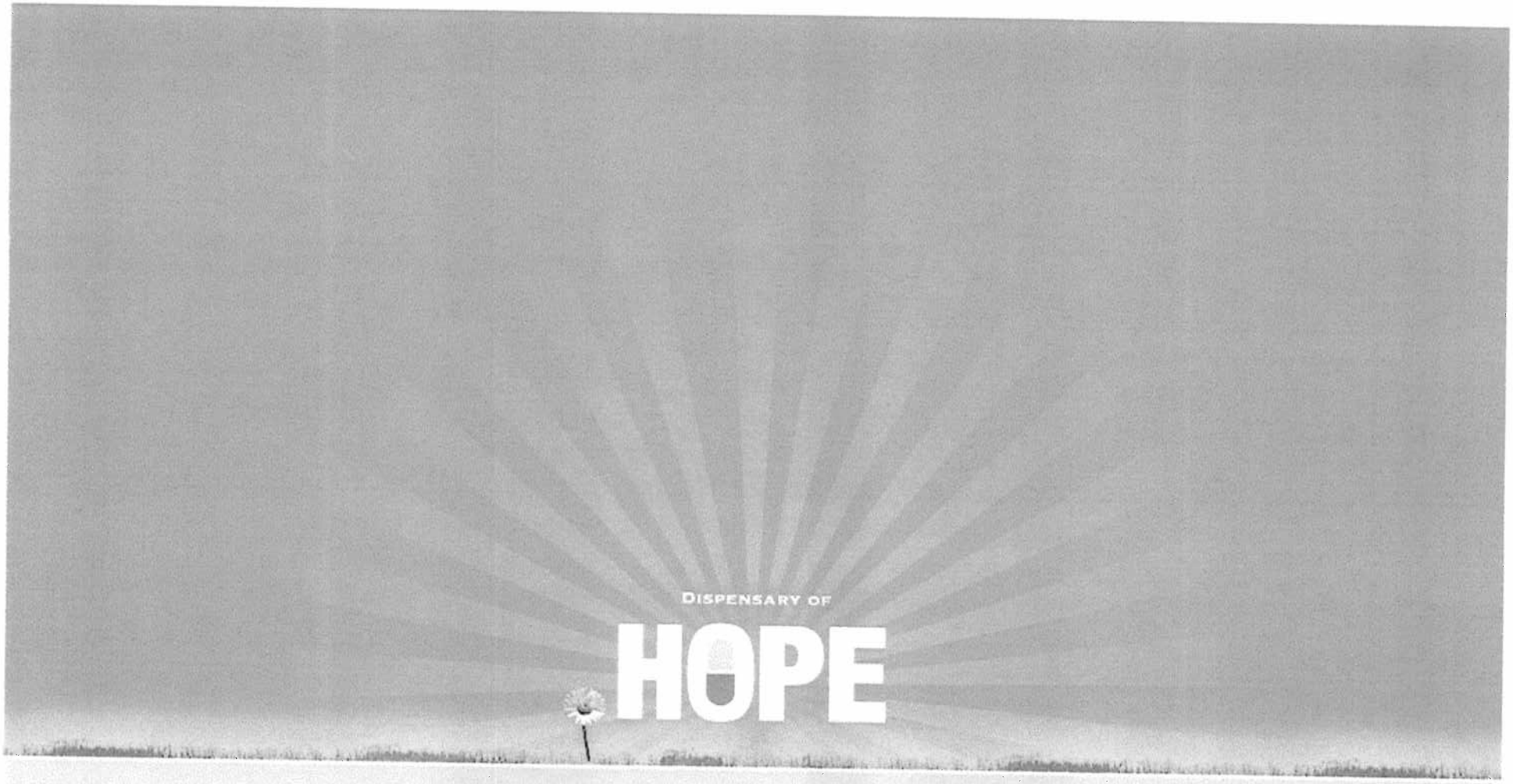
Annual Outlook	
Estimated Annual Ordering Outlook	$ 200,000
Estimated Annual Funding Outlook	$ 7,500

Community Benefit & ROI	
Number Patients Tracked in e-Hope	700
Number 30-day fills (Est.$51 per script)*	4913
Healthcare Savings (Est.$3$1 ROI)**	$ 314,617
Top 3 Rxs Ordered	
1 Lipitor	
2 Cardizem	
3 Actos	

National Network Updates	
Network Partners Giving Meds	850
Network Dispensing Sites	23

*Average script value of $51 based on DoH network dispensing site data. **ROI based on UT School of Pharmacy study on DoH and economic impact of pharmaceutical access on hospital uncompensated care costs.

Dispensary of Hope Headquarters & Distribution Center:
P.O. Box 281496, Nashville, TN 37228 www.dispensaryofhope.org Toll Free: 888-428-HOPE

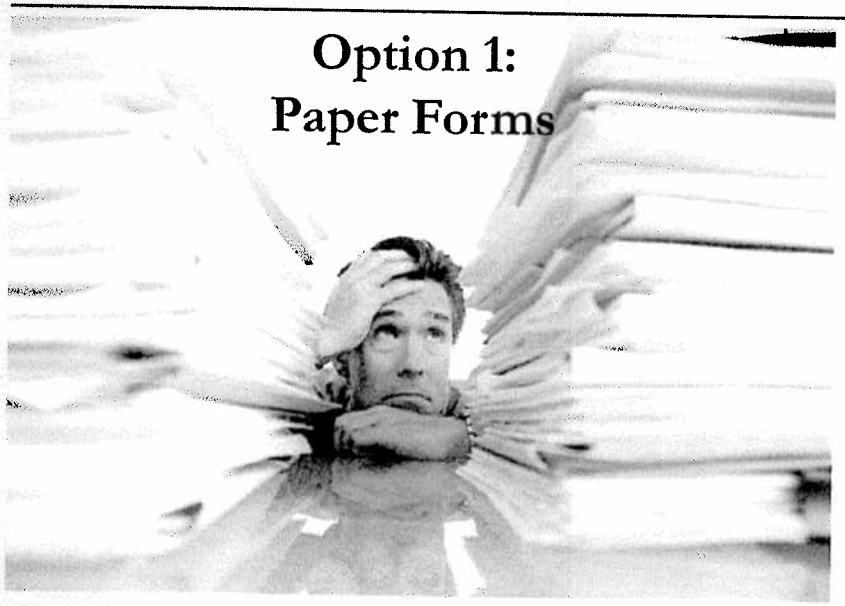


Continued Access Program

for long-term Rx Access

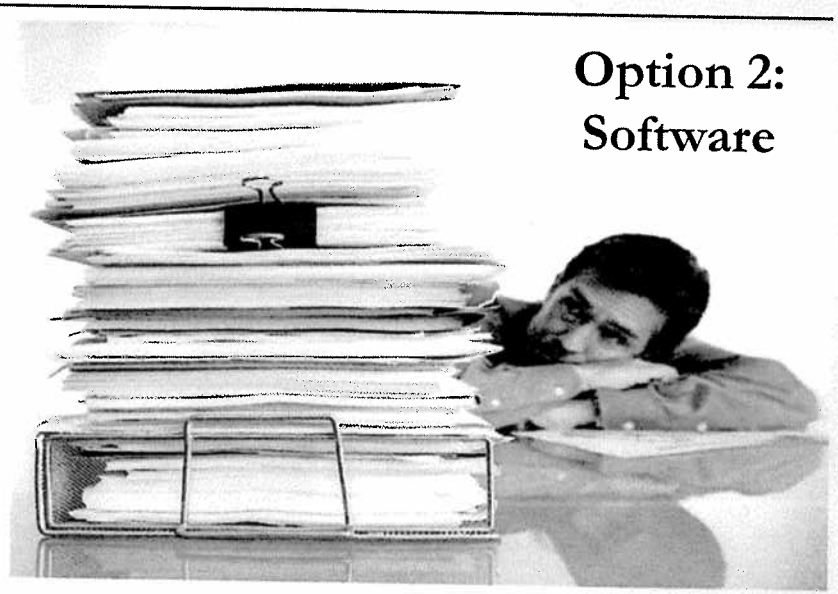
Challenges with Traditional Methods of PAP…

Option 1:
Paper Forms



5 enrollment forms
5x postage
Most man-hours
(90 minutes)

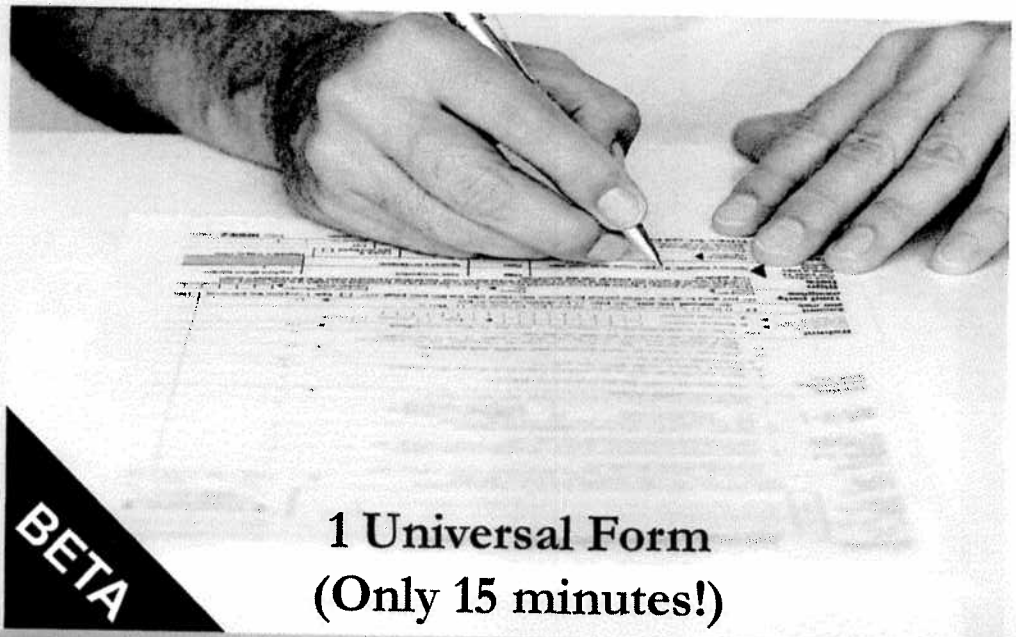
Option 2:
Software



1 enrollment forms
5x postage
Less man-hours
(45 minutes)

New: Continued Access Program – *for* long-term Meds…

- **Access to PAP Programs without all the folrms and delays**
  - Simple Universal Enrollment Form
  - Access to 3000 Medications for $30 per Year
  - Solution for Patients, Clinics, Hospitals



Per-Patient Annual Subscription:

$30 Patient Fee

$15 Discounted Site Fee
(for organizations who enroll via eHope and ensure "complete" enrollment packet)

A Good Fit for Continued Access Program…

Patients

- Uninsured
- Income <200% FPL
- Underinsured
- In-donut hole
- Income <350%

Pharmacy Advocates

Clinic Advocates

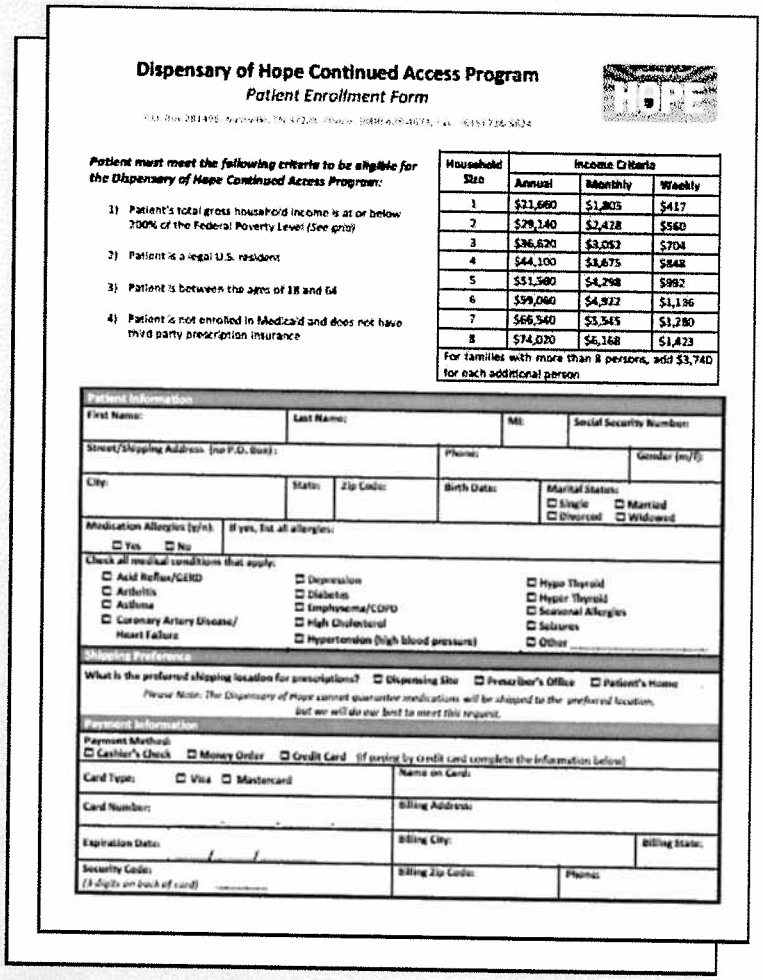
Hospitals Advocates

Private Docs Advocates

Project Access Advocates

Community Advocates

Enrollment: Mail complete enrollment packet…



Dispensary of Hope Continued Access Program

Patient Enrollment Form

Patient must meet the following criteria to be eligible for the Dispensary of Hope Continued Access Program:

1) Patient's total gross household income is at or below 200% of the Federal Poverty Level *(See grid)*
2) Patient is a legal U.S. resident
3) Patient is between the ages of 18 and 64
4) Patient is not enrolled in Medicaid and does not have third party prescription insurance

Household Size	Income Criteria		
	Annual	Monthly	Weekly
1	$21,660	$1,805	$417
2	$29,140	$2,428	$560
3	$36,620	$3,052	$704
4	$44,100	$3,675	$848
5	$51,580	$4,298	$992
6	$59,060	$4,922	$1,136
7	$66,540	$5,545	$1,280
8	$74,020	$6,168	$1,423

For families with more than 8 persons, add $3,740 for each additional person

Patient Information

First Name: | Last Name: | MI: | Social Security Number:

Street/Shipping Address (no P.O. Box): | Phone: | Gender (m/f):

City: | State: | Zip Code: | Birth Date: | Marital Status: ☐ Single ☐ Married ☐ Divorced ☐ Widowed

Medication Allergies (y/n): ☐ Yes ☐ No | If yes, list all allergies:

Check all medical conditions that apply:

☐ Acid Reflux/GERD ☐ Arthritis ☐ Asthma ☐ Coronary Artery Disease/ Heart Failure ☐ Depression ☐ Diabetes ☐ Emphysema/COPD ☐ High Cholesterol ☐ Hypertension (high blood pressure) ☐ Hypo Thyroid ☐ Hyper Thyroid ☐ Seasonal Allergies ☐ Seizures ☐ Other

Shipping Preference

What is the preferred shipping location for prescriptions? ☐ Dispensing Site ☐ Prescriber's Office ☐ Patient's Home

Please Note: The Dispensary of Hope cannot guarantee medications will be shipped to the preferred location, but we will do our best to meet this request.

Payment Information

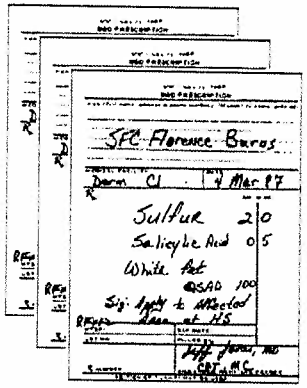
Payment Method: ☐ Cashier's Check ☐ Money Order ☐ Credit Card (If paying by credit card complete the information below)

Card Type: ☐ Visa ☐ Mastercard | Name on Card:

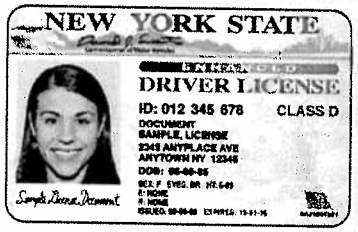
Card Number: | Billing Address:

Expiration Date: / / | Billing City: | Billing State:

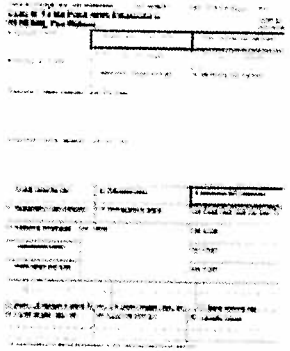
Security Code: (3 digits on back of card) | Billing Zip Code: | Phone:



+SCRIPTS



+ID



+INCOME

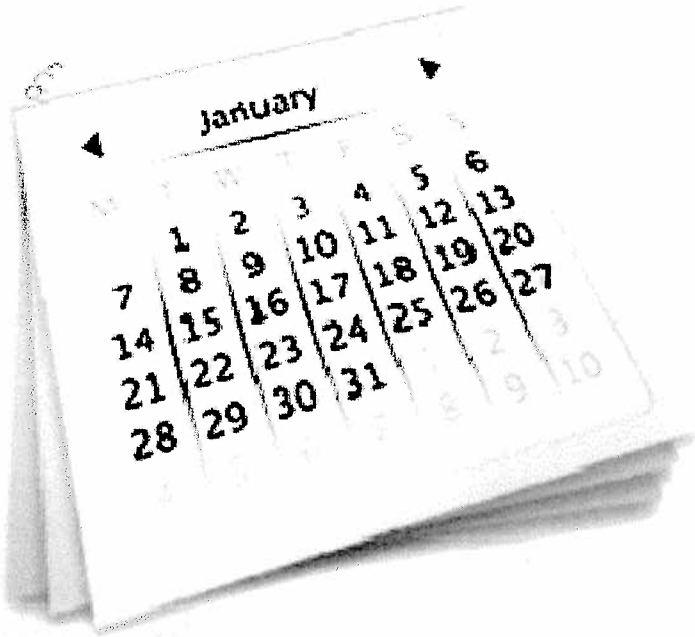
+PAYMENT

Fulfillment: Delivery to Patient or Clinic…

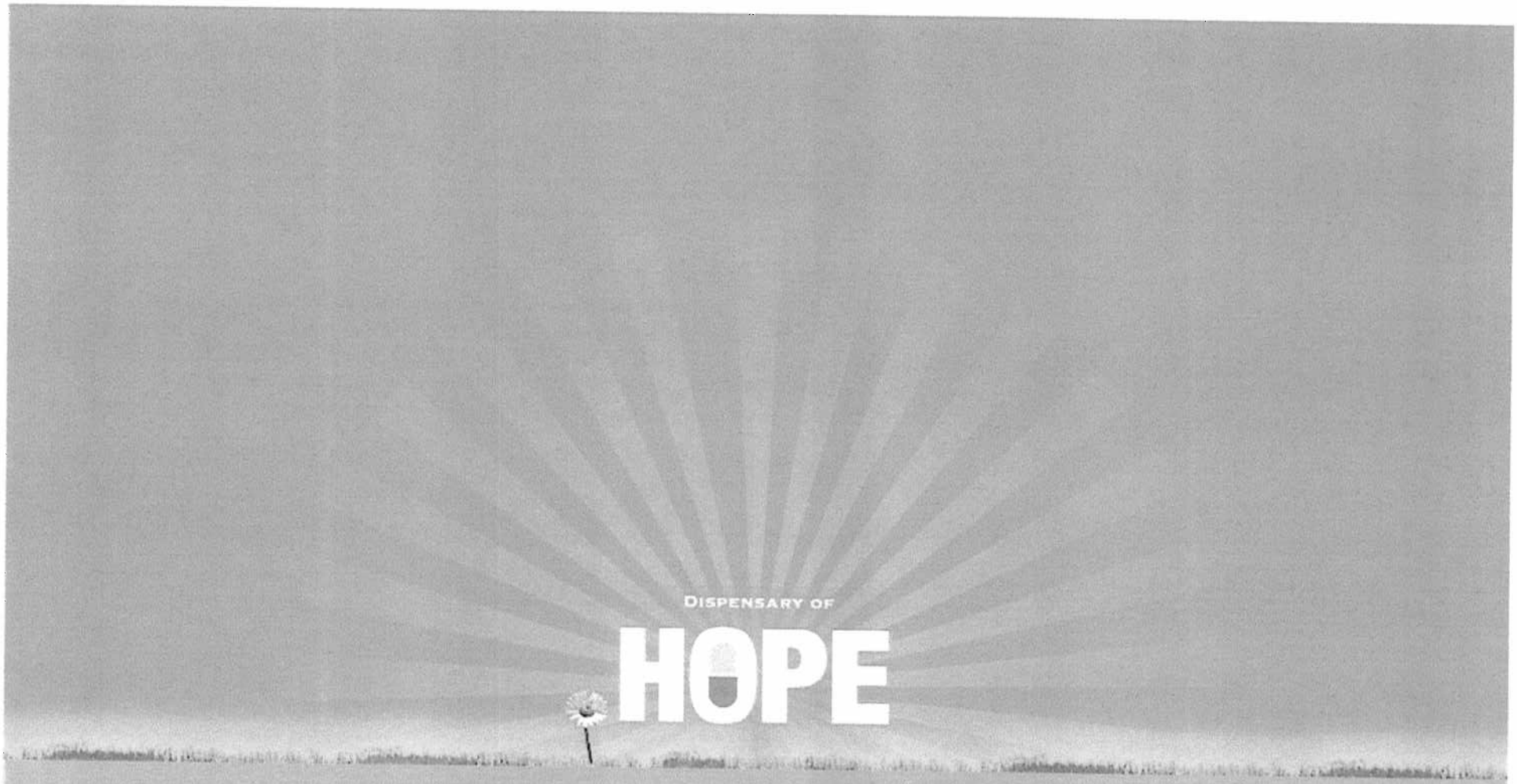
Welcome Packet

- Letter
- Enrollment Card
- How to get refills
- How to Add med
- How to DC
- How to re-Enroll
- Resources for External Fill Follow up
- Our contact info – as their primary advocate/resource

Year-Round, DoH Case Management…



1. **Enrollment**
2. Verification
3. Fulfillment
4. Additional Scripts
5. Refills
6. Discontinued Scripts
7. Re-enrollment



Instant Access Program

for short-term Rx Access

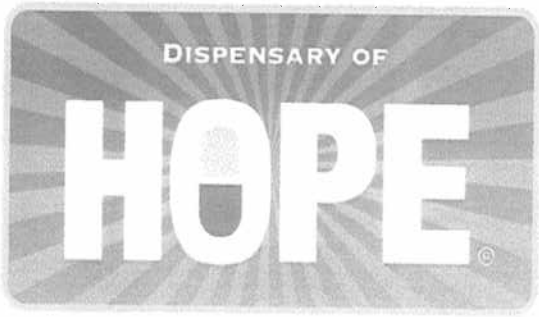
Continued Access Program

for long-term Rx Access

Benefits of Joining the Network…

- Two complimentary programs
- Up to $250,000 medicine from Instant Access Program per year
- No-Cost Shipping for all orders/return shipping/expired meds
- eHope technology – medicine tracking/reporting
- Opportunity to add Continued Access Program for PAP
- On-Demand and Hope Account Monthly Reports

- Monthly Educational Webinars
- Turnkey option for Local Aggregation of Surplus Medicines
- Compliance guidance for FDA, Board of Pharmacy regulations
- Press release templates/ Assistance with local story telling
- Fund-raising Assistance/Grant Writing
- Annual Network Conference (March 2010 in Nashville, TN)



DOH Four Year Strategic Plan

- 2010 Expand Access - Wholesale Distributors in 25 States
- 2011 Medical Management & Reconciliation - Distributors in 50 States
  - Embedded in eHope & serviced
  - By pharmacist
- 2012 Telepharmacy - Licensed Central fill pharmacy to all 50 states
  - 90 / day fill received in two days
- 2013 Reverse Distribution - Central Store Creation for emerging economics
  (1% of all meds are returned)

For Instant Access & Continued Access: Joining the Network Is Easy…

1. Attend Community **Orientation**
2. Submit 2 Page **Application**
3. Complete **Implementation**

Email: dan.simpson@dispensaryofhope.org
Visit: www.dispensaryofhope.org