

Dear Pharmaceutical Manufacturer:

On September 29, 2010, the Florida Medicaid Pharmacy & Therapeutics (P&T) Committee will review the products on the attached document <FLM_Classes_For_Review_09_2010.pdf>. In preparation for this review, Provider Synergies is, on behalf of Florida Medicaid, requesting supplemental rebate offers for these products.

The preferred contract price/discount for Florida Medicaid is Guaranteed Net Unit Price (GNUP) based on Wholesale Acquisition Cost (WAC). GNUP is calculated as:

GNUP = WAC Price per Unit - Federal Unit Rebate Amount - Supplemental Rebate Amount.

The GNUP represents the value that will determine your supplemental rebate amount each quarter, along with the WAC price and Federal URA in effect for that quarter, throughout the term (1 year) of the contract. It is also the value that will appear on your contract as the contract price.

All supplemental rebate offers must be submitted via the Provider Synergies Secure FTP site (www.secureftp.providersynergies.com/pssecure.html) using the Offer Form available for download at:

<http://www.providersynergies.com/services/medicaid/default.asp?content=Florida>

Only those offers submitted to Provider Synergies through our Secure FTP site and using **this** Offer Form will be presented to the state for review and consideration

Please save the Offer Form file to your local PC and follow the instructions for the completion and submission of the form. All best and final supplemental rebate offers must be submitted to the Provider Synergies Secure FTP site by:

2:00 p.m. EST on July 23, 2010

The following information is provided to assist you in completing and submitting your Offer Form, in addition to the instructions included on the Offer Form itself:

- Please direct questions regarding how to complete the Offer Form to Troy Phelps (TWPhelps@magellanhealth.com) or telephone 513-794-5274.
- Please direct questions regarding the Secure FTP site to Mike Phelps (MDPhelps@magellanhealth.com) or telephone 513-794-5287. Requests for user names and passwords may also be submitted via e-mail to Mike Phelps. User names and passwords will not be provided over the telephone.
- Do not change the column heading names, add or delete columns or rows, or modify any formats on the Offer Form. Doing so may render your Offer Form information unrecognizable by our systems.
- Prior to submitting, please re-name the Offer Form file as FLM [Your Company] Offer Form.xls. Using any other naming convention or saving the file as a type other than .xls may render your Offer Form information unrecognizable by our systems. Please limit your company's name to 15 characters, abbreviating or truncating if necessary.
- A confirmation of receipt will be sent to the e-mail address designated on the Preparer Information tab of each Offer Form when the file is downloaded from the Secure FTP site to our internal servers (*not* when the file is uploaded). Allow at least 4 hours from the time of submission to the FTP site for the generation of the confirmation of receipt.
- Please do not submit changes to manufacturer contact information with your Offer Form submissions. Such changes should be made using the Contact Information Form available at

<http://www.providersynergies.com/services/medicaid/default.asp?content=ManufacturerContactForm>

Clinical data pertinent to the drugs being reviewed may be submitted to Provider Synergies in electronic format only. Information should be sent to Chris Andrews, PharmD via e-mail (CJAndrews@magellanhealth.com) or CD-ROM (address to Chris Andrews, PharmD, 10101 Alliance Rd, Ste. 201, Cincinnati, OH 45242).

Supplemental rebates for those products selected for the Preferred Drug List will begin to accrue October 1, 2010. The term of the contract is 1 year.

Thank you for your consideration,

Troy Phelps