



Safety Net Hospitals for Pharmaceutical Access

April 10, 2009

Subject: HRSA 340B Prime Vendor Solicitation

To Whom It May Concern:

Safety Net Hospitals for Pharmaceutical Access (SNHPA), an organization of over 500 hospitals participating in the 340B program, is writing in connection with the 340B prime vendor program (PVP) solicitation dated March 20, 2009. SNHPA wishes to express its support for Apexus continuing as the Prime Vendor through the upcoming five-year contract period running until September 2014.

SNHPA Support for Apexus

SNHPA has been impressed with Apexus' ability – in just five years – to take a greatly under-utilized resource and grow it into a program which provides significant value to 340B covered entities, including SNHPA's members. Apexus has successfully marshaled its experience, skill, effort, and knowledge to build a PVP program that offers its members better distribution services, 340B subceiling pricing opportunities and other value-added services.

PVP's qualifications become clear when measuring its past performance against the evaluation factors set out in HRSA's solicitation for contract bids. Apexus has successfully marketed the value of both the 340B program and PVP which, in turn, has helped spur the growth of the programs for virtually all categories of covered entities. The value of PVP under Apexus' leadership extends to not only hospitals but also smaller entities that, in the absence of the PVP, would have difficulty negotiating subceiling pricing and obtaining affordable distribution services on their own. We also commend Apexus for its record of negotiating steep discounts on non-340B products, including diabetic supplies, vaccines, outpatient pharmacy automation services and software, and other value-added products and services.

Apexus has also proven to be a valuable partner of SNHPA and the broader 340B provider community in hosting conferences and other 340B-related educational forums. These events have been very successful in ensuring that 340B stakeholders are kept informed of new opportunities for savings and are educated on best practices and 340B compliance matters. SNHPA welcomes the opportunity to continue its relationship with Apexus on these events in the coming years.

Over the last several months, Apexus has reached out to strengthen its collaborative relationships with SNHPA and other groups representing 340B covered entities. We appreciate this effort and look forward to PVP continuing to engage stakeholders on issues of importance to all parties.

SNHPA Letter of Recommendation for Apexus as Prime Vendor
April 10, 2009

In conclusion, SNHPA would like to reiterate its support of Apexus and the prospect of Apexus being awarded the PVP contract over the next five years. We welcome the opportunity to work with both HRSA and Apexus in taking on additional challenges facing our respective constituents. If you have questions, please contact Bill von Oehsen at 202-872-6765 or william.vonoehsen@safetynetrx.org or Ted Slafsky at 202-552-5860 or ted.slafsky@safetynetrx.org.

Thank you for the opportunity to offer our endorsement.

Sincerely,



William H. von Oehsen
President and General Counsel



Ted Slafsky
Executive Director

cc: Chris Hatwig, Apexus