

Rank to Progress 1 to 3	State	Hospital or Channel Partner	Sales Process Notes	Next Step Approx Due Date	Next Step Assigned To
3	Oklahoma	Carnegie Tri-County Municipal Hospital	10/9 - Left vm with Richard Muller.	4/30/2018	Bill
2	Oklahoma	Elkview General Hospital	8/2 - Spoke with Grads. Not dead. Awaiting response from retail pharmacist	12/15/2017	Adam/Caleb
2	Oklahoma	Lindsay Municipal Hospital	12/19 - Bill left vm with Jeff	4/30/2018	Bill
3	Oklahoma	Physicians Hospital in Anadarko	5/8 - Spoke with Richard Muller. Good convo. Has a pharmacist on staff now, wants to visit with her, schedule conf call. 6/5 - Sent email to Richard. 8/2 - Left vm and sent email to Richard. 10/9 - Left vm with Richard	4/30/2018	Bill
2	Kansas	Republic County Hospital	9/7 - Met David-Paul at KHA 9/24 - ACI/Republic conf call 12/13 - Caleb checking with Adam about next step, if any	11/30/2017	Adam/Caleb
3	Kansas	Southwest Medical Center	12/19 - Bill left vm with Amber and sent her email	4/30/2018	Bill
3	Kansas	Stevens County Hospital	8/2 - Grads have been in contact with SCH owned retail pharmacy/pharmacist. Will be in touch again soon.	8/31/2017	Adam/Caleb
3	Oklahoma	Stroud Regional Medical Center	5/8 - Spoke with Richard Muller. Good convo. Has a pharmacist on staff now, wants to visit with her, schedule conf call. 6/5 - Sent email to Richard. 8/2 - Left vm and sent email to Richard. 10/9 - Left vm with Richard	4/30/2018	Bill

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Website	City	340BID
http://carnegiehospital.org	Carnegie, OK	
www.evghospital.org	Hobart, OK	N/A
http://anadarkohospital.com/	Anadarko, OK	
http://www.rphospita.org/	Belleville, KS	CAH171361-00
www.swmedcenter.com	Liberal, KS	N/A
www.stevenscountyhospital.com	Hugoton, KS	CAH171335-00
http://stroudhospital.com/about-us/leadership/	Stroud, OK	

Entity Name	Start Date	Type
		CAH
		SCH
		CAH
		DSH
		CAH
		CAH

Rank to Progress	State	Hospital	Latest Action/Next Action	Next Step Approx Due Date	Next Step Assigned To
3	Kansas	Allen County Regional Hospital	Registered for but did not attend 10/13 webinar.	12/1/2016	Bill
4	Missouri	Bates County Memorial Hospital	See inserted Comments	3/28/2104	Bill
4	Oklahoma	Beaver County Memorial Hospital	See inserted Comments	7/1/2013	Caleb
3	Oklahoma	Beaver County Hospital	Moved to STALE 1/4/17. No opportunity here.	1/13/2017	Bill/Adam
4	Missouri	Christian Hospital	See inserted Comments	9/26/2014	Brad
4	Kansas	Clara Barton Hospital	See inserted Comments	12/6/2013	Bill
4	Oklahoma	Cleveland Area Hospital	See inserted Comments	3/7/2014	Bill
3	Kansas	Comanche County Hospital	Registered for 10/13 webinar, but didn't attend.	1/13/2017	Bill
2	Oklahoma	Craig General Hospital	3/29 per Adam - they went bankrupt. Part of larger health system. Adam put a word in.	4/15/2017	Adam/Caleb
3	Oklahoma	Duncan Regional Hospital	Registered for but did not attend 10/13 webinar.	1/13/2017	Bill/Caleb
4	Nebraska	Dundy County Hospital	See inserted Comments	12/6/2013	Bill
4	Kansas	Gove County Medical Center	See inserted Comments	9/1/2013	Bill
4	Oklahoma	Grady Memorial Hospital	Attended 10/13 webinar and show renewed interest in program. Moved back to SP list from STALE.	1/13/2017	Bill/Caleb

4	Kansas	Great Plains Health Alliance	See inserted Comments	6/27/2014	Bill
3	Oklahoma	Great Plains Regional Medical Center	Caleb followed up w/Corey and Monica to let them know that we had reviewed the info and didn't feel this was a stront opportunity.	5/27/2016	Adam
4	Oklahoma	Great Plains Regional Medical Center	See Inserted Comments	2/1/2013	Josh
3	Kansas	Hamilton County Hospital	See inserted Comments	9/26/2014	Bill
4	Oklahoma	Helton Rural Health Clinic	See inserted Comments	9/1/2013	Bill
4	Nebraska	Henderson Health Care Services	See inserted Comments	9/1/2013	Bill
4	Kansas	Holton Community Hospital	See inserted Comments	1/30/2015	Bill
4	Oklahoma	Integriss	See Inserted Comments	2/1/2013	Adam
4	Oklahoma	Integriss	See Inserted Comments	2/1/2013	Adam
4	Oklahoma	Integriss Grove Hospital	See Inserted Comments	4/3/2013	Bill
4	Oklahoma	Integriss Health	See inserted Comments	12/6/2013	Bill
4	Oklahoma	Integriss Health	See inserted Comments	1/10/2014	Bill
4	Oklahoma	Integriss Health Baptist Medical Center	See Inserted Comments	2/1/2013	Adam
2	Oklahoma	Integriss Miami Hospital	Moved to STALE 1/4/17. Already participating in 340B program.	1/13/2017	Bill/Adam
4	Nebraska	Franklin County Memorial Hospital	See inserted Comments	9/15/2015	Bill
4	Oklahoma	Jackson County Memorial Hospital	See inserted Comments	3/28/2014	Bill
3	Oklahoma	Jackson County Memorial Hospital	Attended 10/13 webinar. SCH Registered and appear to be participating in 340b. Perhaps they need compliance assistance.	1/13/2017	Bill/Caleb
4	Nebraska	Jefferson Community Health Center	See inserted Comments	9/1/2013	Bill
3	Oklahoma	Jefferson County Hospital	See inserted Comments	5/15/2015	Bill

3	Kansas	Labette Health	Bill exchanged emails with Brian Wms/CEO. They require no further fup. Moving to STALE 3/1/2016.	3/4/2016	Bill
4	Kansas	Labette Health	See inserted Comments	12/17/2013	Bill
4	Kansas	Lane County Hospital	See inserted Comments	9/26/2014	Bill
3	Oklahoma	Mangum Community Hospital (aka Quartz Mountain Health)	See inserted Comments	11/25/2015	Adam
4	Oklahoma	Mary Hurley Hospital	See inserted Comments	5/1/2013	Bill
2	Oklahoma	Mercy Hospital - Ada	Grads met with them mid-March. "50/50 shot..Provider Panel requested...need to help them make case to Mercy"	7/15/2017	Adam/Caleb
4	Oklahoma	McCurtain Memorial Hospital	See Inserted Comments	2/1/2013	Adam
4	Kansas	Medicine Lodge Memorial Hospital	See inserted Comments	2/14/2014	Bill
4	Oklahoma	Memorial Hospital & Physician Group	Adam sent email to Dana Strawn to ask about MHPG. See notes in comments.	4/8/2016	Adam
4	Oklahoma	Memorial Hospital & Physician Group	See inserted Comments	12/6/2013	Bill
4	Oklahoma	Mercy Hospital Ardmore	See inserted Comments	2/20/2015	Adam
4	Oklahoma	Mercy Hospital Healdton	See inserted Comments	5/1/2015	Adam
4	Oklahoma	Mercy Hopsital Watonga	See Inserted Comments	2/1/2013	Josh
4	Kansas	Minneola District Hospital	See inserted Comments	6/27/2014	Bill
4	Kansas	Mitchell County Hospital	See inserted Comments	12/15/2015	Bill
4	Oklahoma	Muskogee Nation Dept of Health	See inserted Comments	2/14/2014	Bill
2	Kansas	Neosho Memorial Regional Medical Center	Bill sent email to Wendy B. 12/14.	1/15/2016	Bill

4	Oklahoma	Newman Memorial Hospital	See Inserted Comments	2/1/2013	Bill
4	Oklahoma	Newman Memorial Hospital	See inserted Comments	1/10/2014	Bill
2	Oklahoma	Northeastern Health System	3/29 per Adam - Northeastern informed them that they are passing. Will implement on their own.	4/15/2017	Adam
4	Kansas	Norton County Hospital	See inserted Comments	5/12/2014	Bill
4	Nebraska	Oakland Mercy Hospital	See inserted Comments	1/10/2014	Bill
4	Oklahoma	Okmulgee Memorial Hospital	See Inserted Comments	6/1/2013	Adam
4	Kansas	Osborne County Memorial Hospital	See inserted Comments	4/17/2014	Bill
4	Oklahoma	OSU Medical Center	See Inserted Comments	7/1/2013	Adam
4	Nebraska	Pender Community Hospital	See inserted Comments	12/6/2013	Bill
4	Oklahoma	Perry Memorial Hospital	See inserted Comments	4/25/2014	Bill
4	Kansas	Republic County Hospital	See inserted Comments	10/7/2013	Bill
3	Kansas	Salina Regional Health Center	See inserted Comments	7/17/2015	Bill
3	Oklahoma	Sayre Memorial Hospital	See inserted Comments	6/17/2016	Bill
4	Oklahoma	Seiling Community Hospital	See inserted Comments	2/14/2014	Bill
3	Oklahoma	Sequoyah Memorial Hospital	See inserted Comments	6/17/2016	Adam
4	Oklahoma	Share Medical Center	See inserted Comments	1/16/2015	Adam
4	Kansas	Smith County Memorial Hospital	See inserted Comments	3/28/2014	Bill

4	Missouri	St. Francis Hospital & Health Services	See inserted Comments	4/25/2014	Bill
4	Oklahoma & Kansas	St John Health System Included in project: 1. St John Sapulpa Associated with Jane Phillips Medical Center: 2. Jane Phillips Nowata Health Center 3. Pawhuska Hospital Inc. 4. Sedan City Hospital (Kansas)	See inserted Comments	5/2/2014	Adam or Bill
4	Missouri	St. Joseph Medical Center	See inserted Comments	5/12/2014	Bill
3	Oklahoma	St. Mary's Regional Medical Center	See inserted Comments	10/31/2014	Bill
4	Missouri	Sullivan County Memorial Hospital	See inserted Comments	9/27/2013	Bill
4	Kansas	Sumner County Hospital Dist. 1	See inserted Comments	2/14/2014	Bill
4	Oklahoma	Wagoner Community Hospital	See Inserted Comments	11/17/2014	Bill
N/A	Oklahoma	Work & Lentz Attys at Law	See Inserted Comments	9/1/2013	Bill

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sfuller@worksandlantz.com	Shannon was referred to ACI/Adam by Rick Snyder @ OHA www.workslantz.com		

		CAH	

CAH37132200	Beaver County Memorial Hospital	7/1/2011	

DSH

Grady Memorial Hospital	7/1/2012	DSH
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Farmers Union Hospital Assn. dba Great Plains Regional Medical Center	4/1/2014	
		DSH

		CAH	

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Rural Health Resources of Jackson County		CAH	
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		CAH	
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	10/1/2012	CAH	

Lane County Hospital	10/1/2013	CAH	
		CAH	
		DSH	
Terminated		DSH	
Mercy Memorial Health Center		DSH	
		CAH	
		CAH	
		CAH	

		DSH	
CAH171348-00	7/1/2012	CAH	
		CAH	
		SCH	
		SCH	
		DSH	
		DSH	

SSM Regional Health Services owning and operating St. Francis Hospital & Health Services	10/1/2013	SCH
St. John Sapulpa Jane Phillips Nowata Health Center Pawhuska Hospital, Inc. Sedan City Hospital	1/1/2014 1/1/2014 10/1/2011	CAH CAH CAH
		DSH

Wagoner Hospital Authority dba Wagoner Community Hospital	7/1/2013	DSH	OPA shows 2 pharmacies registered w/start date of 10/1/14

[illegible]

Estimated AJG or MCG 1st Year Revenue	Estimated Fee to OHA	Net AJG or MCG 1st Year Revenue	City	State	Contact(s)	Phone
\$4,500	\$1,500	\$3,000	Cordell	Oklahoma	Landon Hise/CEO	580/832-3339
			Duncan	Oklahoma		
			Emporia	Kansas	Holly French, CFO Danica Case, Controller	620-343-6800 x 2610
\$4,500	\$0	\$4,500	Osmond	Nebraska	Lon Knievel, CEO	402-748-3393
\$7,200	\$0		Cheyenne	Oklahoma	Cindy Duncan, CEO	580-497-3336
\$7,500	\$0	\$7,500	Kansas City	Missouri	Lynnette Morris, Benefits Mgr Dave Barber, Pres/CEO	816/627.2172 816/599.5550

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cduncan@rmmh.net	http://www.rmmhonline.com/		
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Hospital or Channel Partner	ACI Agreement Signed	ACI 1st Year Fee (% of Hospital Revenue)	ACI 2+ Year Fee	ACI First Invoice	Gallagher or MCG SFDC Expected Revenue Date	Estimated Hospital Annual Revenue	Estimated ACI 1st Year Revenue
Arbuckle Memorial Hospital	10/14/15	10.00%	10.00%	11/1/2015	3/1/2017	\$428,679	\$42,868
Citizens Medical Center	05/17/13	10.00%	2.50%	10/1/2015	11/1/2015	\$360,000	\$36,000
Comanche County Memorial Hospital	09/30/13	10.00%	2.50%	11/1/2015	1/1/2016	\$1,778,965	\$177,897
Eastern Oklahoma Medical Center	05/31/13	10.00%	?	9/7/2017		?	
Edwards County Hospital and Kinsley Drug Co	04/01/13	10.00%	2.50%	6/1/2014	7/1/2014	\$90,000	\$9,000
Fairview Regional Medical Center	06/17/13	10.00%	2.50%	3/3/2017	4/1/2017		
Franklin Hospital	10/15/14	10.00%	10.00%	10/1/2015	11/1/2015	\$353,430	\$35,343
Hamilton Memorial Hospital Dist	01/09/14	10.00%	2.50%	10/10/2016	11/1/2016	\$600,000	\$60,000
Iroquois Memorial Hospital	06/19/14	10.00%	5.00%	7/1/2015	5/1/2016	\$700,000	\$70,000
Jefferson County Hospital							
Kiowa District Hospital	5/22/2015	10.00%	10.00%	10/1/2015	11/1/2015	\$213,536	\$21,354
Memorial Hospital - Carthage	09/08/14	10.00%	5.00%	2/1/2016	3/1/2016	\$600,000	60,000
Okeene Municipal Hospital	03/18/13	10.00%	2.50%	2/1/2014	3/1/2014	\$83,333	\$8,333

Pike County Memorial Hospital	08/23/13	10.00%	2.50%	1/1/2015	3/1/2015	\$740,256	\$74,026
Pratt Regional Medical Center	06/24/15	10.00%	10.00%	6/10/2016	8/1/2016	\$900,000	\$90,000
Stilwell Memorial Hospital	1/15/2015	10.00%	10.00%	2/3/2016	3/1/2016	\$600,000	\$60,000
						\$7,019,520	\$701,952

Estimated Gallagher or MCG 1st Year Revenue	Estimated Fee to OHA	Estimated Net Gallagher or MCG 1st Year Revenue	Estimated Net Gallagher or MCG 2+ Year Revenue	City	State
\$12,860	\$4,286	\$8,574	\$2,144	Sulphur	OK
\$10,800	\$0	\$10,800	\$2,700	Colby	Kansas
\$53,369	\$17,788	\$35,581	\$8,895	Lawton	Oklahoma
\$3,360				Poteau	Oklahoma
\$2,700	\$0	\$2,700	\$675	Kinsley	Kansas
\$10,603	\$0	\$10,603	\$10,603	Benton	Illinois
\$18,000	\$0	\$18,000		McLeansboro	Illinois
\$21,000	0	\$21,000	\$10,500	Watseka	Illinois
\$6,406	\$0	\$6,406	\$6,406	Kiowa	Kansas
\$18,000	\$0	\$18,000	\$9,000	Carthage	Illinois
\$2,500	\$833	\$1,667	\$417	Okeene	Oklahoma

\$22,208	\$0	\$22,208	\$5,552	Louisiana	Missouri
\$27,000	\$0	\$27,000	\$27,000	Pratt	Kansas
\$18,000	\$5,999	\$12,001	\$12,001	Stilwell	Oklahoma
\$213,946	\$24,621	\$185,965	\$93,748		

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Mike Carter, CEO Nancy Frier - CFO & Interim CEO	918-635-3319 Mike
Brad Eustace - Local Drug Store Owner Robert Krickbaum - CEO Rick Nader - CFO	(620) 659-2136 Brad/Local Pharmacy (620) 659-3621 Hospital

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