



## Message From the President



Recently, the United States government has decided to implement a crucial drug benefit program included in Medicare Part B that will benefit millions of our elderly citizens. Initiating a program of this stature will create a tremendous burden on our economy as well as our health system as a hole. It is predicted that the initial plans for this drug benefit program will be designed and funded by government health officials with little input from private companies. Once implemented, this drug coverage program is expected to exceed the limits of our governmental officials, thus creating a niche in the market place for competing Pharmacy Benefit Managers and their private market strategies. Careful marketing decisions and

critical formulary designs based on strict economic savings will yield companies a chance to bid for coverage of our elderly. This is a large population to provide coverage for and could ultimately lead to the prosperity or demise of many PBM's.

With a population of this magnitude it is essential that organizations evaluate and assess every aspect associated with formulary design as well as co-payment structure. These daunting tasks lie ahead of many of the countries leading PBM's: Caremark, PCS, and Express Scripts. Many students are unaware of the roles that pharmacist play in making most of these decisions. Many students lack the exposure to managed care necessary to understand what strengths and ideas we have to offer. The University of Illinois at Chicago, AMCP student chapter offers an annual Pharmacy and Therapeutic competition that attempts to offer some insight to the ideas and workings behind these decisions. This competition allows students to fully evaluate a real world case, create a program based on their findings, and to present their findings to leaders of the managed care field. Though this competition may not be for everyone, I strongly believe that the experience and knowledge individuals will take away from the competition is more representative of real world applications and surpasses any classroom exercise.

This year's case is the first of its kind with the use of an actual drug used to treat osteoporosis. Osteoporosis is currently a heated topic in managed care and clearly can be applied to Medicare coverage of the elderly. Our elderly population is consistently growing larger requiring greater focus on their problems and issues. Acquire real world experience through participating in our competition while appreciating the large task ahead of many of the countries largest PBM's

Ryan Sekula

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# AMCP SPEAKERS HIT HOME

Student participation at the weekly organizational meetings has been very promising up to this point in the academic year. AMCP executive officers are pleased to gain insight on their classmates' growing interests in managed care. Every week new faces are seen in the room and those who are former members remain steadfast attendees. What is the main attraction?? Perhaps for some it is the occasional free lunch, but for most it is the dynamic guest speakers who have been revealing their success strategies with style.

The line up of speakers from last semester was nicely begun by a couple of managed care's leading ladies, Alyssa Duvel and resident Mindy Qui from Walgreens Health Initiatives. Keeping the interest strong was one of UIC's very own, Jennifer Scott who spoke about her career as a medical science liaison for GlaxoSmithKline. Pallav Raval from Pfizer hit home when he enlightened the chapter on the four keys of success and Conny Perry along with her resident from Aon Consulting was awe-inspiring as always. Marjan Massoudi with UIC alumnus and now resident, Lydia Shenouda, represented Caremark with poise and enthusiasm while sharing their experiences as pharmacists working with outcomes research. At the last meeting of the semester, Jeremy Margolis and Mike Allen from WHI gave the chapter a closer look into the statistics and experimental design of clinical research trials. One right after another these talented and inspiring individuals volunteered their afternoon to spend with UIC pharmacy students of AMCP. They have all made an amazing contribution to the organization.

AMCP will dive into spring semester with strong focus on the P&T competition. In the first few weeks guest lecturers will provide helpful tips, advice, and information that may provide guidance for those who are competing as well as for those who are not. As the semester moves on, the guest lecturers will be asked to cover a variety of subject materials that will be interesting to the students. (Please feel free to give suggestions of what you would like more information about). Plans for an AMCP fieldtrip is also in the working.

On a final note, as much as this organization thrives on the dedication of faculty, alumni relations, professional contacts, and friends to serve as mentors, lectures, and networking opportunities, AMCP needs student participation to function at its best. Keep up the great work and strong interest.

Thanks for all of your dedication

Maggie Dennewitz



Jeremy Margolis and Mike Allen from WHI alongside Ryan Sekula



Marybeth Bettarelli from Caremark

# M&A'S MAY HEAT UP FOR PHARMA INDUSTRY

## BY JACK SALMON

As the Newsletter goes to print, the business press is abuzz with details of the hostile bid by Sanofi Synthelabo for the French-German firm of Aventis. What's likely to happen, and will this create a third ranking industry giant to challenge Pfizer (\$41.6 billion in sales) and Glaxo-Smith Kline (\$27.9 billion)?

Following Pfizer's takeover of Pharmacia last year, observers had predicted a merger mania among the drug giants. Previous amalgamations had led to size increases for Pfizer (with the purchase of Warner Lambert) and Pharmacia's earlier absorption of Upjohn, but the worldwide drug industry generally saw no big deals for a period. Perhaps the players were anticipating the U.S. Medicare drug benefit passage, fighting the Canadian re-importation glamour, and seeing generic use expand with multiple patent terminations. Locally, Abbott made a few significant acquisitions (the latest was I-STAT Corporation), however, most pharma firms have merely continued lately with a rash of alliances, partnerships and co-marketing deals.

The bid of \$57.2 billion by Sanofi Synthelabo was just rebuked by the Aventis board, rejecting the emergence of a "French champion" for the pharmaceutical industry. While the French finance minister has swung his support for the deal, the German side of Aventis assesses the prospects of the joint firm's strategic position in the U.S., European Union, and worldwide markets differently. Remember Aventis originally combined Hoechst and Rhone-Poulenc Rohr after the takeover of U.S.-based Marion Merrill Dow.

Blockbusters by Sanofi are Ambien (sleep aid), Plavix (blood thinner), Eloxatin (cancer), and Aprovel (hypertension). Aventis' billion dollar drugs are Allegra (allergy), Lovenox (anti-coagulation), Taxotere (cancer), and Tritace/Delix (hypertension); so one can see some synergies in their scientific research and development. Combined sales of what would become the third place firm among world pharmaceuticals would be an estimated \$20.4 billion.

How this episode turns out is hard to predict other than several pharma firms are either going to be on the prowl for acquisitions--or become targets of takeovers themselves. Beyond issues of complementary combined pipelines and product lines of merging firms, and anticipated savings in operations (meaning job losses), are the management ambitions, capital holdings, and political factors to consider. Positioning for the world markets become more crucial as we move toward the end of this decade; the lucrative U.S. market may not always be so lush as health costs climb beyond the \$1.6 trillion Americans spend. For sure, Novartis has increased its stake in Roche to 33% as a Swiss powerhouse, GSK remains the British stalwart, and a few U.S. firms assume similar nationalistic tendencies to possibly affect future dynamics. Bristol Meyers Squibb, Schering-Plough, and even Merck have been recently spoken of as mergers candidates. Observers point to good reasons for a trend of forthcoming mergers: a squeeze on profit margins from pressures to hold down prices to heading off competition from rising Asian firms (Japan, India and China), particularly surrounding generics. Cash rich companies are poised to gobble someone so how will the trend play out?.

Will Aventis seek out another partner? Or will a spurned Sanofi seek another suitor? Stay tuned to the business press unfolding this story. Will, as some observers are forecasting, other pharma firms jump into a merger mania to recast the top ten in size and rank? Think about how such M&A's may impact the managed care sector, and PBMs in specific. My cynical concern is that there may be fewer hospitality suites at future national AMCP meetings, oh my!



"Hey, where's the red wine to go with my beef?"

# MEET THE BOARD



Megan Drinnan  
Treasurer

**Favorite moment of AMCP:** Enjoying the libations in the hospitality suites in DC last fall and being greeted by many of the movers and shakers in AMCP, like Darlene and Kevin, among others...This was tough, b/c I have another fun moment: "borrowing" construction equipment with Ryan Gehrke in Salt Lake City.

**What I've done for AMCP:** As a P-1, my team went to nationals for P & T. As treasurer, I play with the money. But, in the past, I served as Director of Special Projects and helped organize the trip to Washington, DC and brought in speakers like Sandi Chechri.

**What AMCP has done for me:** AMCP has introduced me to another side of pharmacy, as well as the professionals practicing in these alternative areas. More than anything else, my experiences with AMCP will provide a jumping board to my future career choices and residency selections.

**Favorite movie** is Goonies: Its great! I love Chunk, the goofy inventor kid and his boobie traps, the underwater caves and the cheesy, hopefulness of the movie.

**Favorite hangout:** I love Chicago BLUES on Halsted--its a great blues club/bar!

**Future plans:** I would like to complete a residency. I would then like to practice clinically for a few years before moving on to pursuing a position in drug information or as a clinical education consultant. Ultimately, I would like my future path to allow for teaching of pharmacy students in some capacity.

**Why would I like to emulate Jack:** There are too many to count... the gift of conversation--that allows for 3-hour classes sans water breaks...the glamorous life of the academic(that was a joke), and not forgetting what its like to be a student



Hui Li  
Secretary

**Favorite AMCP moment:** My first AMCP convention in Washington DC  
**What AMCP has done for me**-shown me what else is out there other then retail?

**Favorite movie:** Memento because I love how twisted the thinking was in the end of the movie.

**Favorite hang out in chi town** -the museum of contemporary art because it is free and it provides you with a little culture one exhibit at a time.

**When I graduate I plan** to work for about 6 months just enough to pay for loans and save enough to go on a long trip. Then I plan to go on a 6 month backpacking trip around the world to experience the world cultures before I get tied down with a job. To work on a fruit farm in New Zealand, Surf Bells Beach, see the island of Phi Phi, and to ski the Chilean mountains.

**Why do I want to be like Jack after I graduate:** because everyone likes to be around Santa Clause?



John Strezewski  
Director of Communications

**Favorite AMCP moment:** I'd have to say that my favorite time was in Washington D.C. We had a lot of people there and it was the first time I worked on my "networking skills". I talked to a man and a woman extensively on separate occasions and when they found out I was the same guy, they wanted to adopt me.

**What has AMCP done for you:** AMCP has given me the exposure to a new realm of possibilities and opportunities that I would not of had otherwise. Being a member of AMCP at UIC really establishes yourself as a respected individual.

**Favorite movie:** Rocky IV has always been my favorite growing up. The music is very motivating and good for the extra energy when you need to study for a test at 6 am.

**Favorite Chicago hangout:** Wrigley field by far. I have even been known to go by myself from time to time. I just love them cubbies!!!

**What you want to do when you graduate:** I'd love to stay around Chicago, so if I get a residency here, I'll be sure to take it. Otherwise, I'll have to see what opportunities are out there and work from there.

**Why you want to be just like Dr. Salmon:** He's a man who knows



Elizabeth Sergeant  
Director of Special Projects

**Favorite AMCP moment:** Besides all of the funny things that have happened in AMCP, my favorite moment includes the free dessert buffets at AMCP meetings. I love desserts and sweets. In Montreal, I barely ate any dinner in anticipation of the desserts. Norman and I had to have tried each and every dessert on the various buffets and everything was just delicious. We kept saying, "Oh, try this one, oh no this one is even better." We just kept laughing and trying more dessert. I can't wait to see the desserts in San Francisco.

**What has AMCP done for you:** Through AMCP, I have met lots of interesting individuals and have traveled to Montreal and Minneapolis. I have also been able to learn about various different opportunities that are available to pharmacists.

**Favorite movie:** My favorite movie is either the "Medicine Man" with Sean Connery or "You've Got Mail"

**Favorite Chytown hang out:** I rarely go to a place more than once, but I love to go and sit in the Crystal Gardens at Navy Pier.

**What you want to do when you graduate:** I am not sure yet, but I want to complete a residency, because of the extra amount of information you learn in just that one year.

**Why you want to be just like Dr. Salmon:** So, I can always have hilarious emails to read and send to everyone.

# AMCP ANNUAL MEETING AND SHOWCASE: SAN FRANCISCO STYLE BY MEGAN DRINNAN

Where will you be on March 31<sup>st</sup>? Many AMCP members will be in San Francisco, CA attending the Annual Meeting and Showcase. If you have not experienced an AMCP meeting, now is the time to do so! The meeting kicks off Wednesday evening with an opening reception (surely followed by the infamous hospitality suites) at 5:00 pm and continues through noon on Saturday, April 3<sup>rd</sup>. One highlight of the meeting will be watching University of Illinois' P&T Team compete nationally, winning first place, of course... Traditionally, students have the option of attending educational sessions covering topics ranging from Personal Savings Accounts to disease state management within PBM's. Additional programming for students include CV development, managed care residency information, networking opportunities, and more. Finally, you will interact with the individuals who established the foundation of AMCP and have continued to build it over the last 16 years. If you are not convinced yet, ask other members about evening entertainment in local pubs and company-sponsored hospitality suites... See you in sunny San Francisco!



Top: Members of AMCP student chapter outside of the Cathedral of Notre Dame in Montreal, Canada.

Right: Ryan, John, Raj, and Ahnet enjoy themselves at a Mardi Gras themed Complementary sweet.



# P&T COMMITTEE COMPETITION: A P-1's PERSPECTIVE

## By David Baker

Rather than first discussing my perceptions of the competition as a P-1, there is something that needs to be said. Instead of first preaching on how much I learned from participating, there is something that should be mentioned. I'd like an opportunity to explain the feeling I felt once it was finished, once we completed the presentation.

Now it wasn't a feeling of relief or a feeling that a weight was lifted off my shoulder, but instead it was a feeling of a huge sense of accomplishment. Do not make any mistake about it, last year's case was difficult, as this year's case will undoubtedly be and will require a huge commitment. A lot of time went into preparation and there was a large learning process that was involved, but by the time it came to present in front of the panel of judges we felt as if we were professionals in regards to the case. We had covered every inch of the case and made ourselves aware of every case caveat, of every supplemental research article and had thought through every direction the case could have been interpreted. The judges, whom had experience participating in such committee's, and often had competed in the competition while they were at school, expected nothing but the highest caliber presentation, and we were able to give them that. They treated us as professionals, and I think we felt just that. As a P-1, I felt there wasn't a better learning experience on what to expect from a professional career in managed care pharmacy as this competition.

Now I did learn a large amount of information which I would have to wait several years to learn from the curriculum. And I was able to get the presentation and the group project experience which I would otherwise have not received through my classes, but as a potential participant, you could have heard this from any of the past participants. I however think that it is important to know if you belong in a profession, and to know if you have what it takes to work in a profession, and participating in this competition was a great way for me to figure that out.



Members of AMCP enjoy the provided food and beverage after a busy day of networking.

# EDITOR'S COMMENTARY

## BY JOHN STREZEWSKI

This is an exciting time of year for a lot of people. P & T is the obvious attention draw right now when you think of AMCP. Teams are very relaxed given the competition is a month away. But believe me, the intensity surmounts to unbelievable proportions that last week. It's a great feeling of stress, but a great feeling of accomplishment when it is over. Even if you do not win, you still learn a lot about working in managed care and about yourself. If you win, you will find yourself enjoying a life of semi-luxury in the beautiful city of San Francisco. But with that comes the luxury of representing UIC AMCP student chapter in the national competition. Competing in the competition will also open up many doors for you at the convention. You'll be able to talk about what you learn and apply it to real life situations. You will be able to ask intelligent questions to representatives from different drug firms, and you will be able to understand most of the answers they give to in return. The P & T competition is also a real opportunity to see the world of the managed care is for you. You will be doing a lot of number crunching, but keep in mind that the results have a purpose. The case utilizes a real drug this time and you will be making real assessments. It is an exciting time and an evolving time in managed care as companies and the services they begin to offer are expanding every day.

Sincerely,

John Strezewski



The University of Illinois Student Chapter of the Academy of Managed Care Pharmacy in an effort to maintain the quality of its student programming is accepting donations. All proceeds will be used to fund fieldtrips, speakers, the Pharmacy and Therapeutics competition, and newsletters. Donors will be recognized in the upcoming newsletter.

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