

Cornerstone News

National Cornerstone Healthcare Services

Spring 2008



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Peace of mind for your healthcare needs.

Note from the President



Welcome aboard...

Chris Mathews

Accounting for our Success

David S. Espinosa
President, NCHS

As another year begins, it's nice to look backward with a sense of accomplishment and forward with a sense of optimism. That's because after nearly a decade of operation, National Cornerstone continues to grow and flourish. That growth is due largely to our valued employees, which we continue to add as our growth dictates. One of these valued employees is Chris Mathews in the Finance Department.

A native of Loma Linda, Chris unofficially joined us in 2002 as a member of the CPA firm that kept our books in the early and not-so-early days. After four years of utilizing Chris' expertise, we decided to bring our accounting function in house—and Chris was a natural to join NCHS in July 2006.

Since then, Chris has handled our accounting with enthusiasm and purpose, ensuring that our bookkeeping is as thorough and professional as every other aspect of the company.

At National Cornerstone, Chris, who along with her husband, Dick, set up the computer network on the cruise ship Queen Mary, handles the day-to-day general accounting: she pays our bills and produces our financial statements. At the end of the day it is her job to make sure the books balance. If she does her job well—and she does—confidence is instilled in employees right on down the line.

"I give our managers an overview of how the company is performing and where they stand," she said. "I do the nuts and bolts things that free others up to provide optimal service for the patients and families."

News & Updates

"National Cornerstone is a great place to work. Everyone is wonderful from the top on down, and the atmosphere here is very easy going. At NCHS, employees are considered the No. 1 asset and they always come first. I think that's what I appreciate the most."

Chris and Dick are the parents of four grown children and have six grandchildren. They own a 40-foot recreational vehicle and travel as much as possible. We're pleased to welcome Chris to the NCHS family and are looking forward to continuing our long relationship with her. Welcome aboard!

Inspiration Biopharmaceuticals Announces Filing of IND with the FDA

Inspiration Biopharmaceuticals announced that it has filed an Investigational New Drug (IND) application with the US Food and Drug Administration (FDA) to begin clinical trials with IB1001, an **intravenous recombinant Factor IX** product for the on demand and prophylactic treatment of a bleeding disorder associated with hemophilia B.

Clinical Trials

Upon FDA approval of the IND, Inspiration Biopharmaceuticals intends to enter Phase I/II clinical trials to evaluate the pharmacokinetics and safety profile compared with commercially available Factor IX products. Following successful completion of the studies, patients will then enroll in one of two trials: a six month On Demand trial or a Prophylaxis trial to document the safety and efficacy in the prevention of spontaneous bleeding. In addition, the safety and efficacy of peri-surgical prophylactic administration of IB1001 to control bleeding during surgical

Yummy Potato Salad

By Tami Velazquez

Ingredients

- 5 lbs of potatoes peeled and cubed
- 3 hard boiled eggs (optional)
- 1 small can black olives (optional)
- 4 heaping Tbsp Mayonnaise
- 1 tsp Mustard
- 1 small red onion (optional)
- 1 celery spear chopped very small
- 1 sprinkle of Paprika
- 2 Tbsp Sweet or dill relish (optional)

Directions

1. Wash, peel, and chop potatoes. Place in a large pot of cold water. Cook on medium heat until tender. Drain water. Run cold water on them until cool. Drain and set aside.
2. Hard boil eggs. Drain water. Run cold water over them until cool. Peel, chop half in small pieces and slice the rest. Set aside when finished.
3. Cut up onion and celery spear and place in large bowl. Drain olives and add to bowl. Add chopped eggs, potatoes, and relish.
4. Mix in mayonnaise. Add more mayonnaise if mixture is too dry. Mix in mustard. Add sliced eggs to top. Sprinkle lightly with paprika

procedures will be evaluated. The rate of inhibitor formation will be evaluated throughout all phases of investigation.

This investigational drug is a recombinant FIX protein manufactured in a way that increases cell-line productivity and decreases cost of production. "We are excited to be filing an IND for IB1001," said Michael Griffith, Ph.D., President and CEO, Inspiration Biopharmaceuticals. "Our ultimate goal is to leverage low cost manufacturing technology to find the means for non-invasive delivery of Factor IX which we believe may represent the equivalent of a therapeutic cure for patients suffering from this disease."

Ideally, Inspiration hopes to find a non-invasive delivery route and potentially increase potency and provide a longer duration of action.

Vision

"Our vision is that one day all patients with hemophilia, regardless of where they live, will have access to treatment. More affordable treatment is critical to achieving treatment for all," stated Mark Skinner, President, World Federation of Hemophilia.

For more information, please visit the web site www.inspirationbio.com.

Who or What is ATHN?

The American Thrombosis and Hemostasis Network (ATHN) is a non-profit organization founded in July 2006. ATHN is committed to **one national data source** for both the

hemostasis and thrombosis community. They are dedicated to advance and improve the care of individuals affected by bleeding and blood clotting disorders.

ATHN will provide stewardship of a secure national database and adhere to all privacy guidelines. The database may be used to support clinical outcome analysis, research, advocacy and public health reporting.

Their **core values** are:

- Improving clinical outcomes and care
- Facilitating continuity of care
- Fostering collaboration
- Maintaining confidentiality
- Conserving resources through a common infrastructure

Novo Nordisk has provided ATHN with a five-year grant to help establish the organizational leadership and operational infrastructure of the network. In addition, the Centers for Disease Control (CDC) have established a joint effort to develop protection and security for individual patient and treatment center data. The HTC's are planning to incorporate their own records on a nationwide basis; these records are statistically logged without access to any name or privacy violations.

For further information, please visit www.athn.org

A Call for Urgent Action

Storm clouds have begun to settle over the bleeding disorders community, and swift action must be taken if a healthcare calamity is to be averted.

Continued on last page.

Kids Love Rewards

Offer rewards to your child for cooperating with the infusion process.

Keep little surprises wrapped and ready in the infusion supply kit.

National Geographic Kids

Looking for a fun site for children? Here's one for the entire family to enjoy along with the kids. Features different people, animals, and places each month with facts, games, interactive activities and related links. This site promotes learning and challenges the mind. Why not take a few minutes to browse: www.kids.nationalgeographic.com

Snail Mail vs Email

We would like to offer our readers an opportunity to receive this Newsletter by email. This would reduce the amount of paper used, reduce costs, shorten the time and allow you to read the articles at your computer or hand-held device. If this appeals to you, please send an email to: inquiry@nc-hs.com. We will place you on our email list and remove you from our snail mail list.

A Call for Urgent Action continued.

Recently, Blue Cross implemented changes to its coverage of those with bleeding disorders. Under those changes, which initially were rolled out in California and have spread to other regions of the country, serious cuts in care and reimbursement and the elimination of choice have resulted. In essence, many people needing factor may no longer acquire it from their provider of choice but rather from a single-source third-party provider—in this case, Blue Cross' own Wellpoint. Specialty pharmacies with whom most factor recipients have had long, personalized and successful relationships may no longer provide these services.

The implications of this change are staggering. Factor and other supplies may now be provided based upon best pricing; dosing parameters will be determined by Blue Cross in-house experts; and major bleeds may require treatment in a hospital emergency department rather than at home using stored factor. The only other option may be treatment for each bleed at a hemophilia treatment center (HTC), a significant inconvenience for many people—particularly those not living near an HTC. Claims for those who choose not to participate simply will not be paid, leaving hemophilia sufferers solely responsible for monthly claims that can total upwards to \$30,000 or more.

Become an Advocate

At this point, there are several important options. Because the Anthem/Wellpoint/Blue Cross relationship is between that

conglomerate and employers—rather than those who directly receive services—all affected recipients of services are urged to contact their employers. State your case clearly and concisely, give specific examples of your continuing need to receive factor in a timely and service-oriented manner, and emphasize the financial and time hardship that has resulted or is likely to result if this arrangement remains in place; individual examples and short personal histories are always more effective. The message should be clear: without the understanding, efficiency, and fast service provided by specialty pharmacies, the health of the factor recipient may be compromised.

Additionally, **contact your local, state and federal representatives.** Many are surprisingly responsive to their constituents' needs and requests, and the strength derived in numbers is even more persuasive. For assistance, refer to the Hemophilia Federation of America (HFA) at 800 - 230-9797 or www.hemophiliafed.org (then click on Advocacy and Legislative Action Center).

Finally, contact the Committee of Ten Thousand (COTT) at 800 - 488-2688 or www.cott1.org. COTT has a strong advocacy program and a keen awareness of blood safety issues, and may be of considerable assistance.

At this point it is important that all members of the hemophilia community follow a course of action aimed at affecting change at both the local and national levels. **After all, this transformation is proliferating, and if not stopped now may eventually compromise other health conditions.**

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To Receive our Newsletter!

Cornerstone News

Free to patients and their families, health care professionals, hemophilia organizations, and other interested persons.

Please complete this form and mail to:

**National Cornerstone Healthcare Services
24747 Redlands Blvd., Suite B
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Visit our website at www.nc-hs.com to view our online newsletters.

or call us toll free at:
877-616-6247

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