



## Message from the President



**Robert Taketomo**  
**Pharm.D., MBA**  
**President & CEO**

### January 2008

2007 was the year that proved Ventegra's novel ideology has met with acceptance by both payors and the pharmaceutical industry. As we continue to gain national momentum and the benefits of our approach become clear, we are continuously creating new advocates for our model.

Here are summary highlights and strategic business initiatives from 2007 that serve as the cornerstone for growth and continued success in 2008.

#### Recapping 2007

- Ventegra signed contracts with 20 new payors representing approximately 2.1 million lives.
- Ventegra signed more than 20 pharmaceutical discount agreements with 16 national pharmaceutical companies to add to our growing portfolio. This includes expansion into a new contracting segment: Medicare Advantage health plans.
- Ventegra, built on the promise of timely rebates, is pleased to report that 70 percent of our second quarter rebates were paid out in less than 90 days.
- The Ventegra Pharmacy Network, introduced mid-2007, has gained attention in the marketplace, and is positioned for a pilot implementation in 2008. The Ventegra Pharmacy Network program is a retail pharmacy network supporting an acquisition-cost based distribution model that provides excellent value to our clients.

#### Looking ahead in 2008

- Ventegra took great strides to prepare for 2008. Last year, we continued to refine our infrastructure and processes to ensure that we deliver our products, programs, and services with absolute transparency and integrity. These include the implementation of a monthly rebate disbursement cycle, refinement in our data scrubbing filters, working with our payors during

implementation to streamline their claims management processes, and providing a clearer channel for communication between payors and pharmaceutical industry.

- Ventegra has tremendous momentum going into 2008, including exciting expansion into new market segments that include Medicare Advantage, Managed Medicaid, and commercial health programs.
- Ventegra's Clinical Program continues to develop innovative solutions that support our business model. We are developing a clinical program that will allow our clients to understand the rationale used in the Clinical Advisory process for formulary management. Our commitment to transparency will allow clinical, financial, and all other relevant information to be incorporated into this process for our clients.

We appreciate your continued interest and support, and look forward to demonstrating our value in 2008 and beyond. I welcome your feedback. You may contact me directly at [bob@ventegra.net](mailto:bob@ventegra.net), or call me at (858) 551-8111, ext. 109.

Best wishes for a prosperous New Year!

Bob

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