

# UPPI LLC

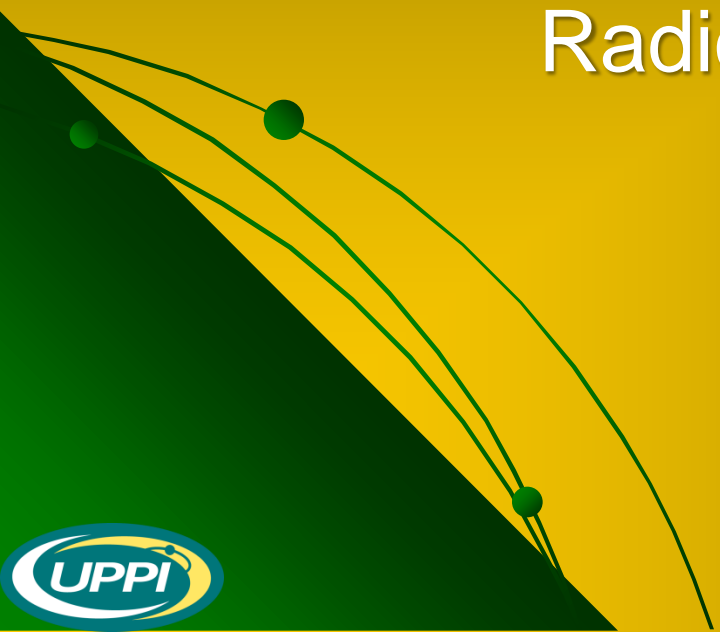
## 2015 Molybdenum 99 (Mo 99) Topical Meeting

Boston, MA.  
September, 2015

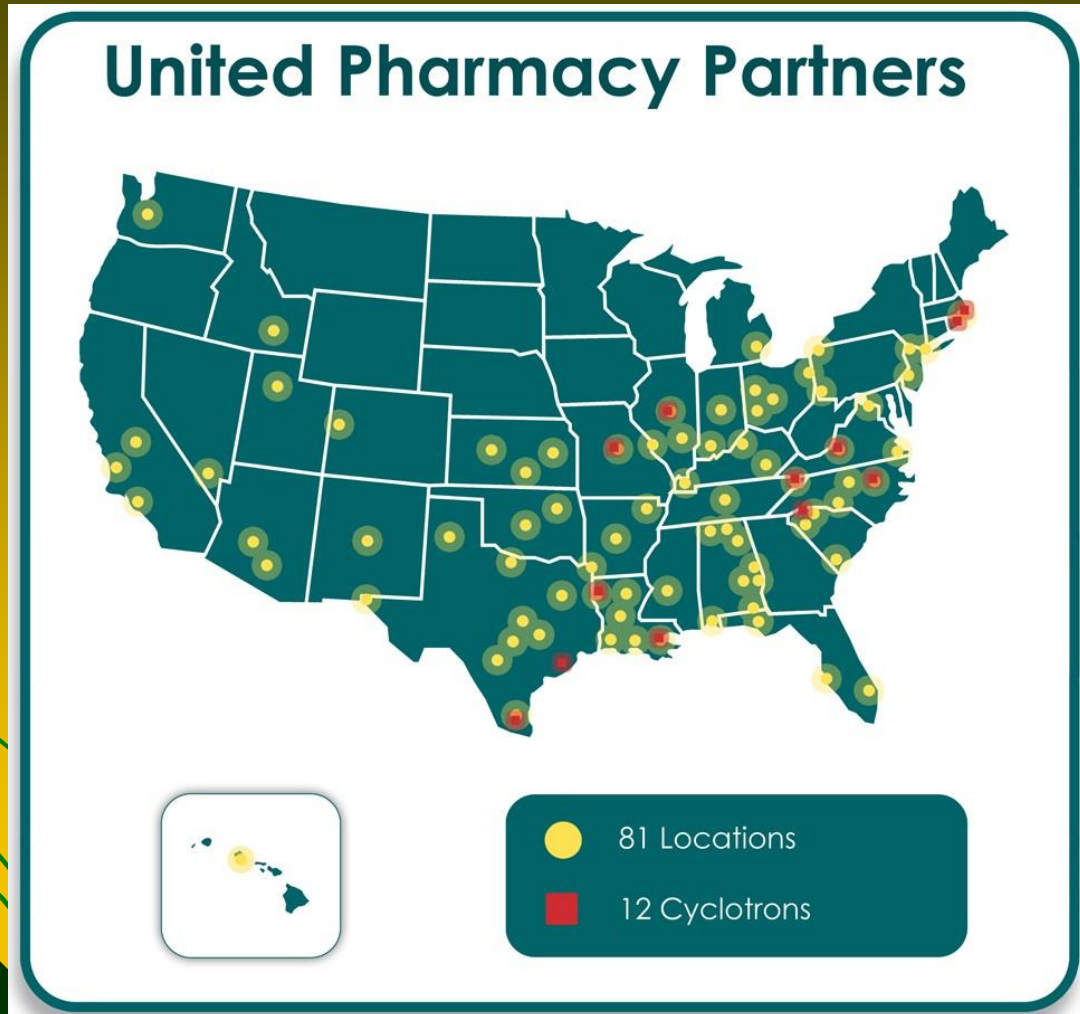


# UPPI LEU Walk

The Difficulty Intersecting Strategies Pose in  
the Transition to non-HEU Medical  
Radiopharmaceuticals



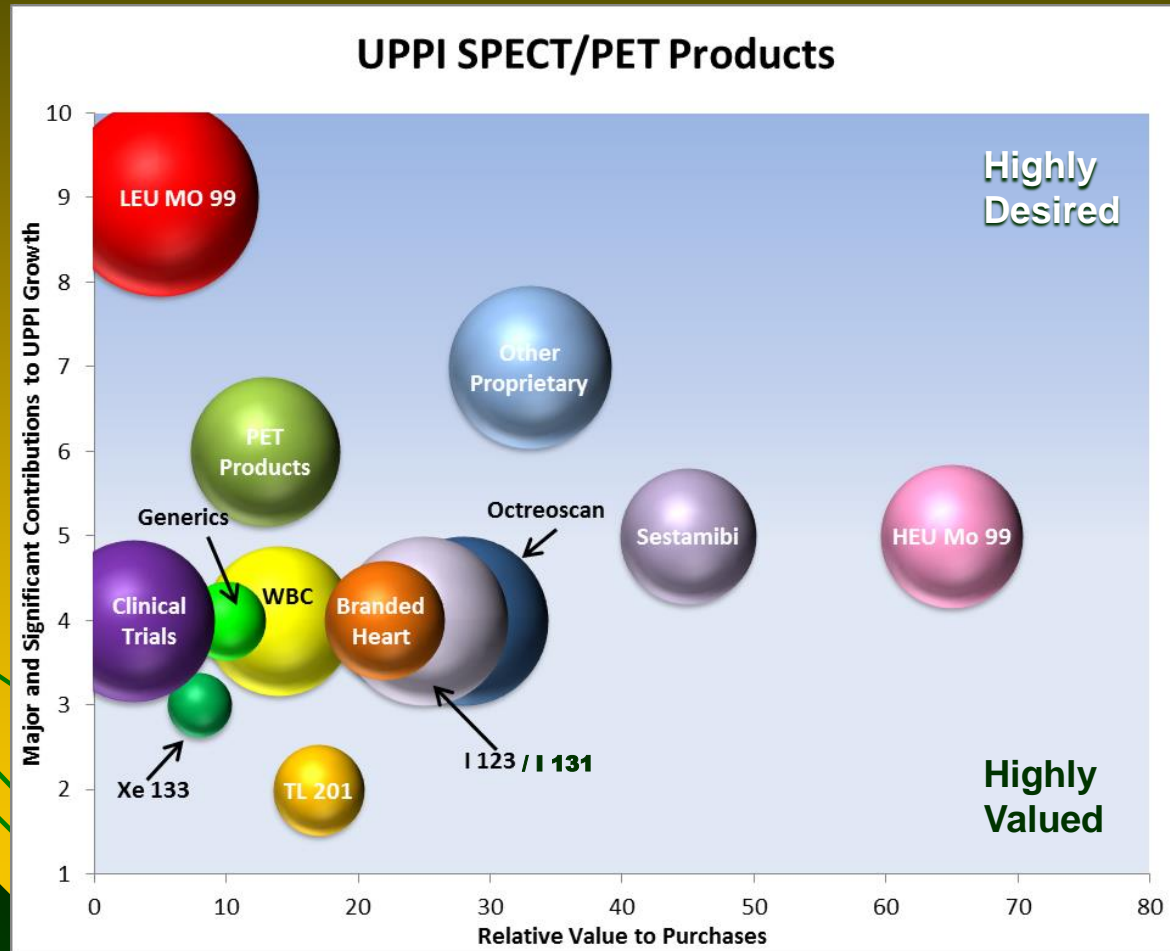
# UPPI Locations



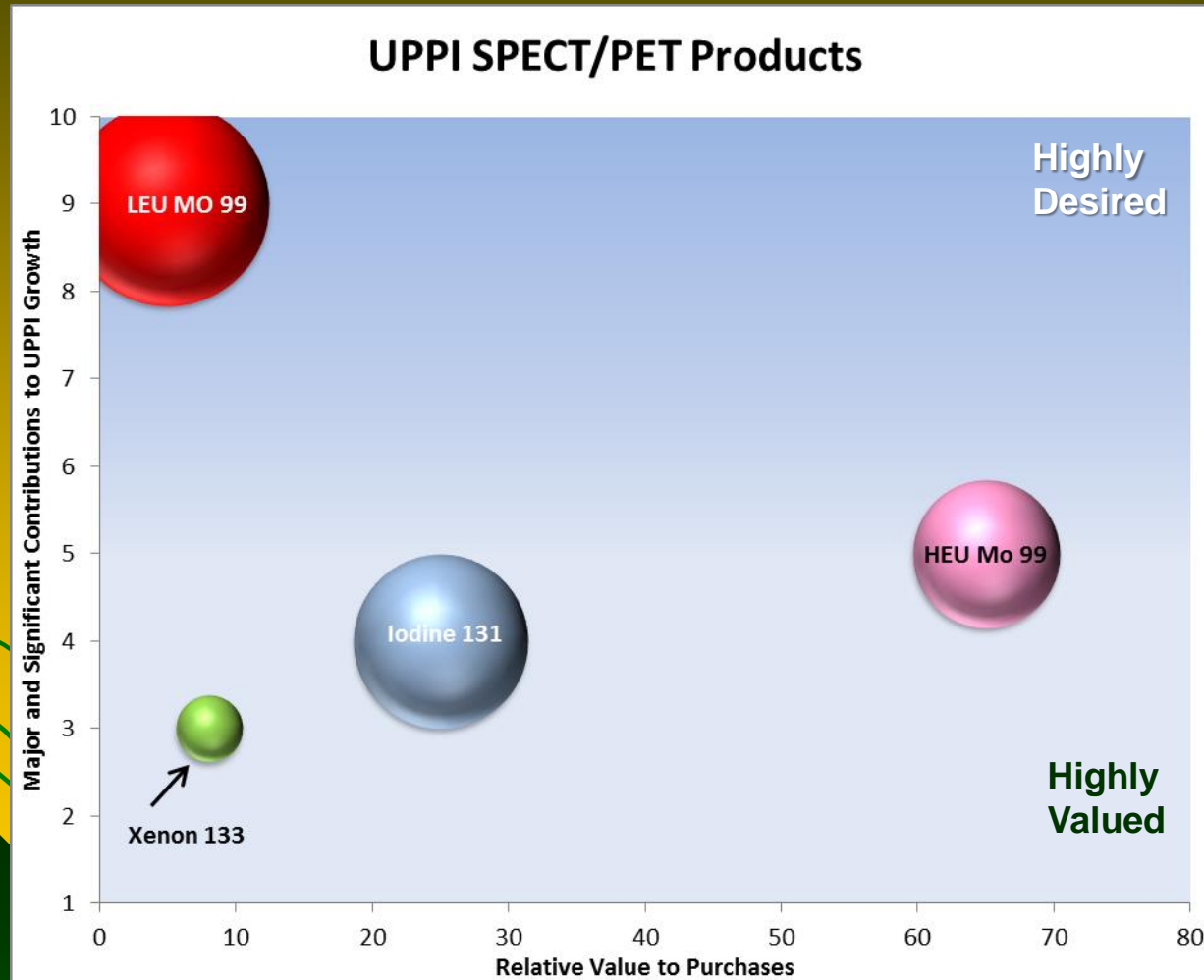
# UPPI LEU Walk Sites July 2013 through August 2015



# Value Factors UPPI Portfolio

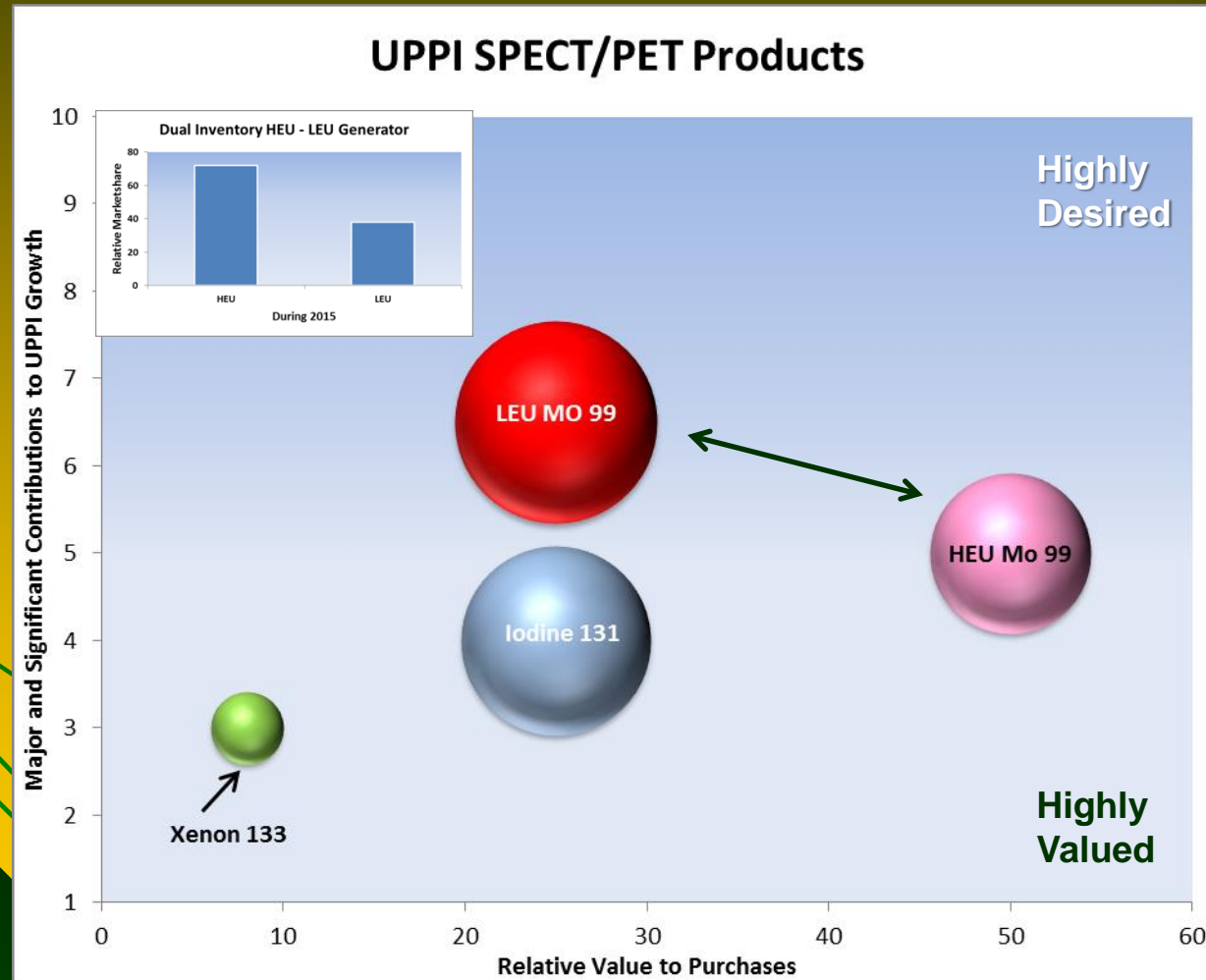


# UPPI Reactor Produced Portfolio 2013



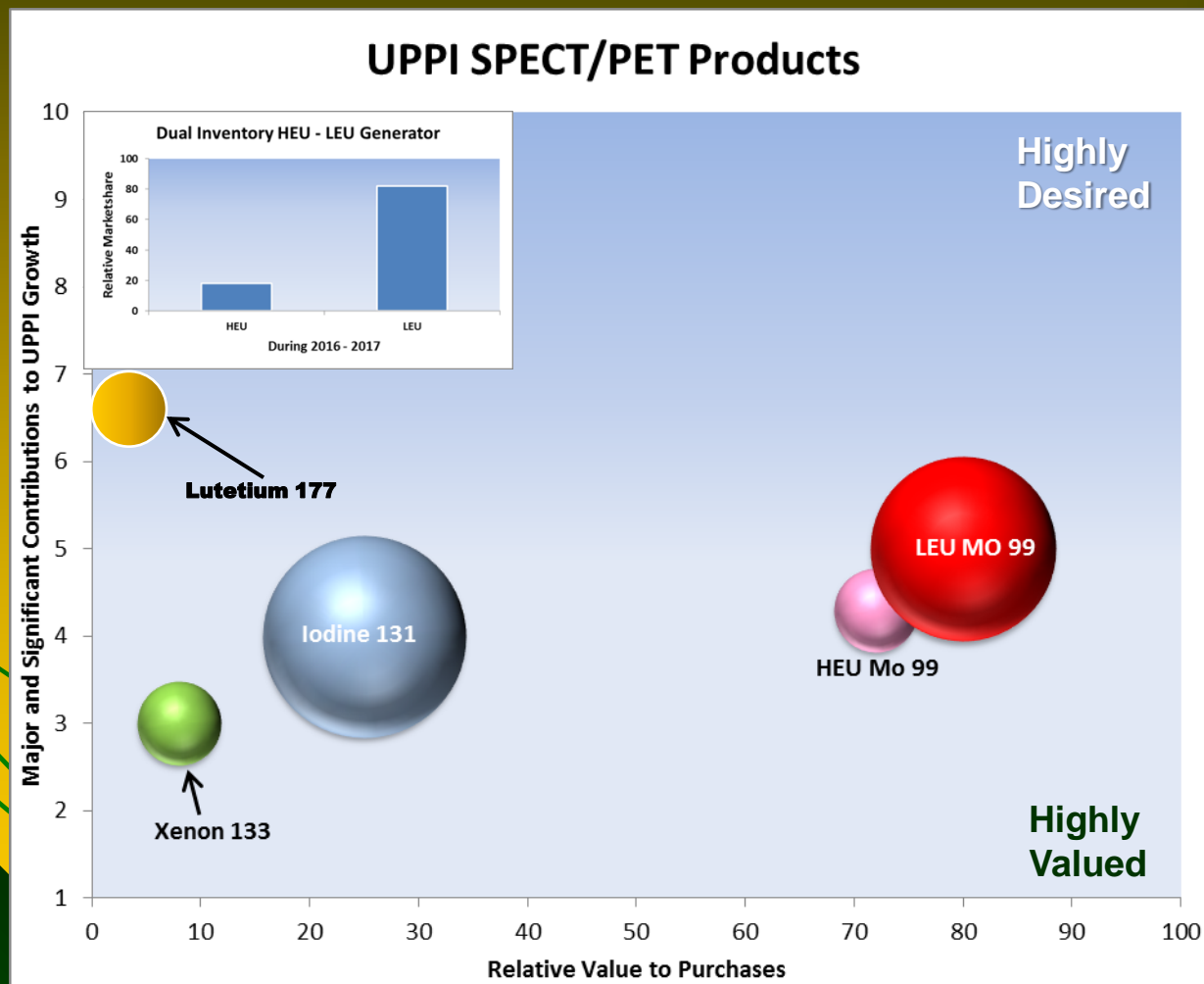
2015 Molybdenum-99 (Mo 99)  
Topical Meeting

# UPPI Reactor Produced Portfolio 2015



2015 Molybdenum-99 (Mo 99)  
Topical Meeting

# UPPI Reactor Produced Portfolio 2016 -2017





# UPPI LEU Walk Strategy

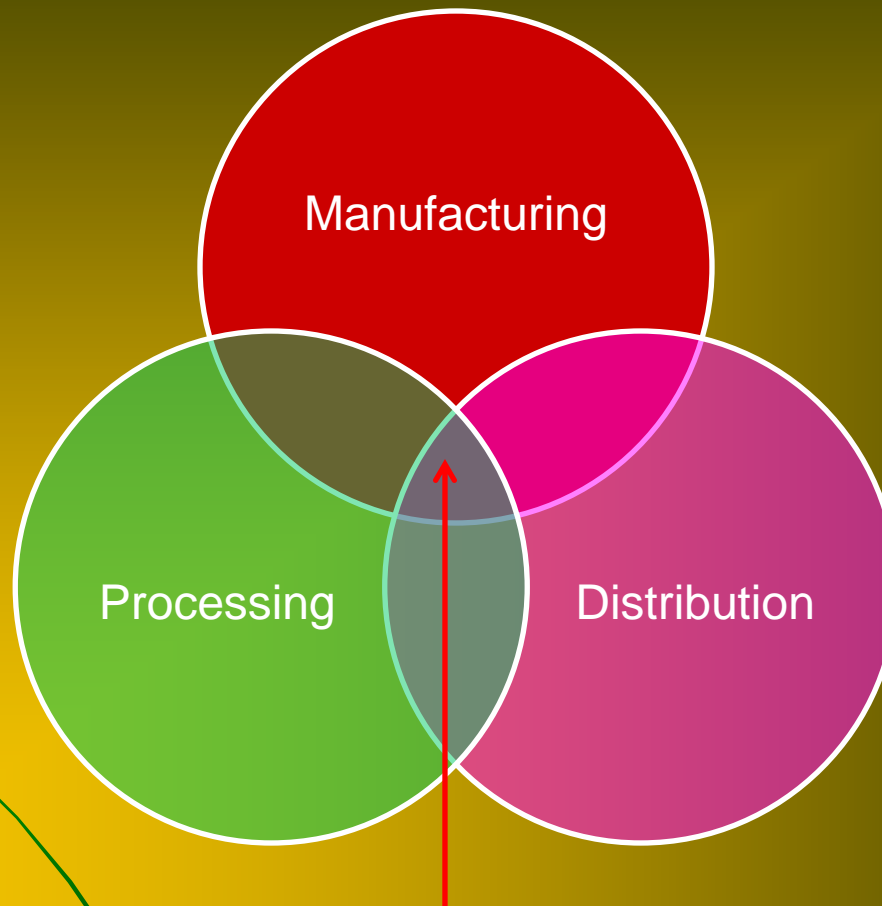
UPPI *actionable* to deliver non-HEU medical isotopes.

Convert non-HEU pharmacies with stepwise growth in the molecular imaging space.

Account with the CMS non-HEU Qcode for use of 95% LEU Tc 99m doses –not *uncertified blended*.

Understand issues of intersecting strategies and create solutions.

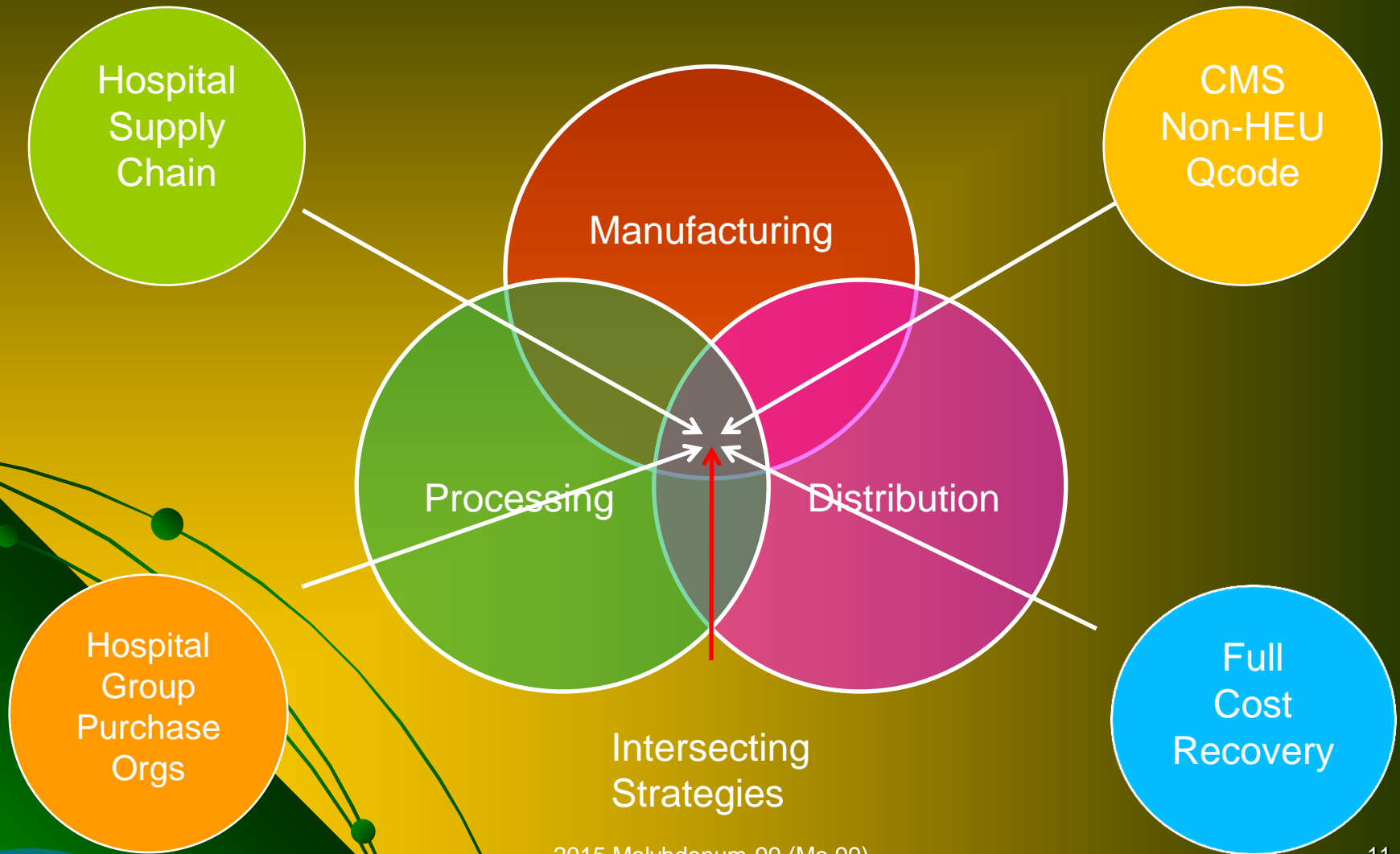
# The Basic Model to Deliver non-HEU 99 Mo



Intersecting Strategies

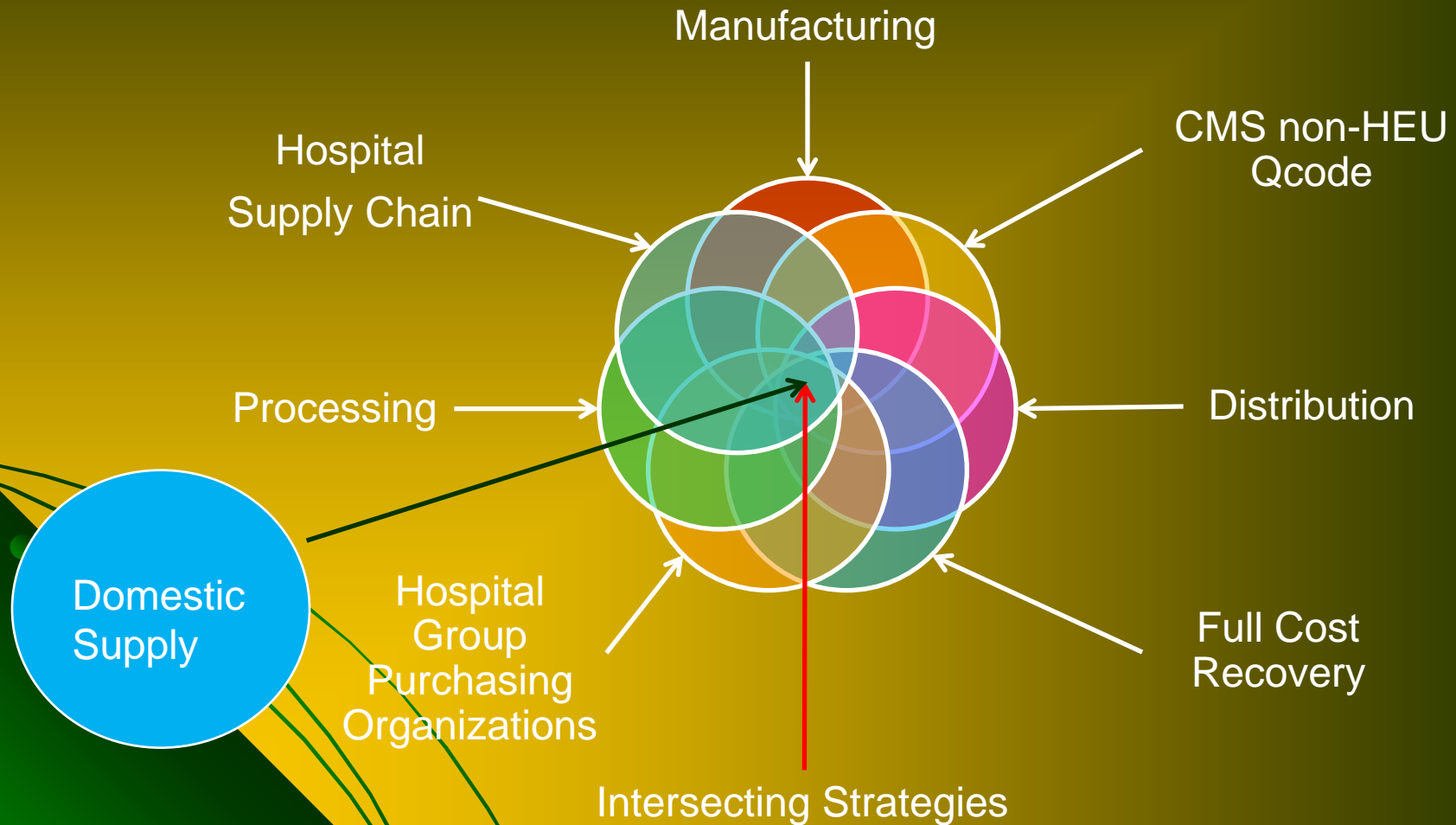
2015 Molybdenum-99 (Mo 99)  
Topical Meeting

# Intersecting Strategies

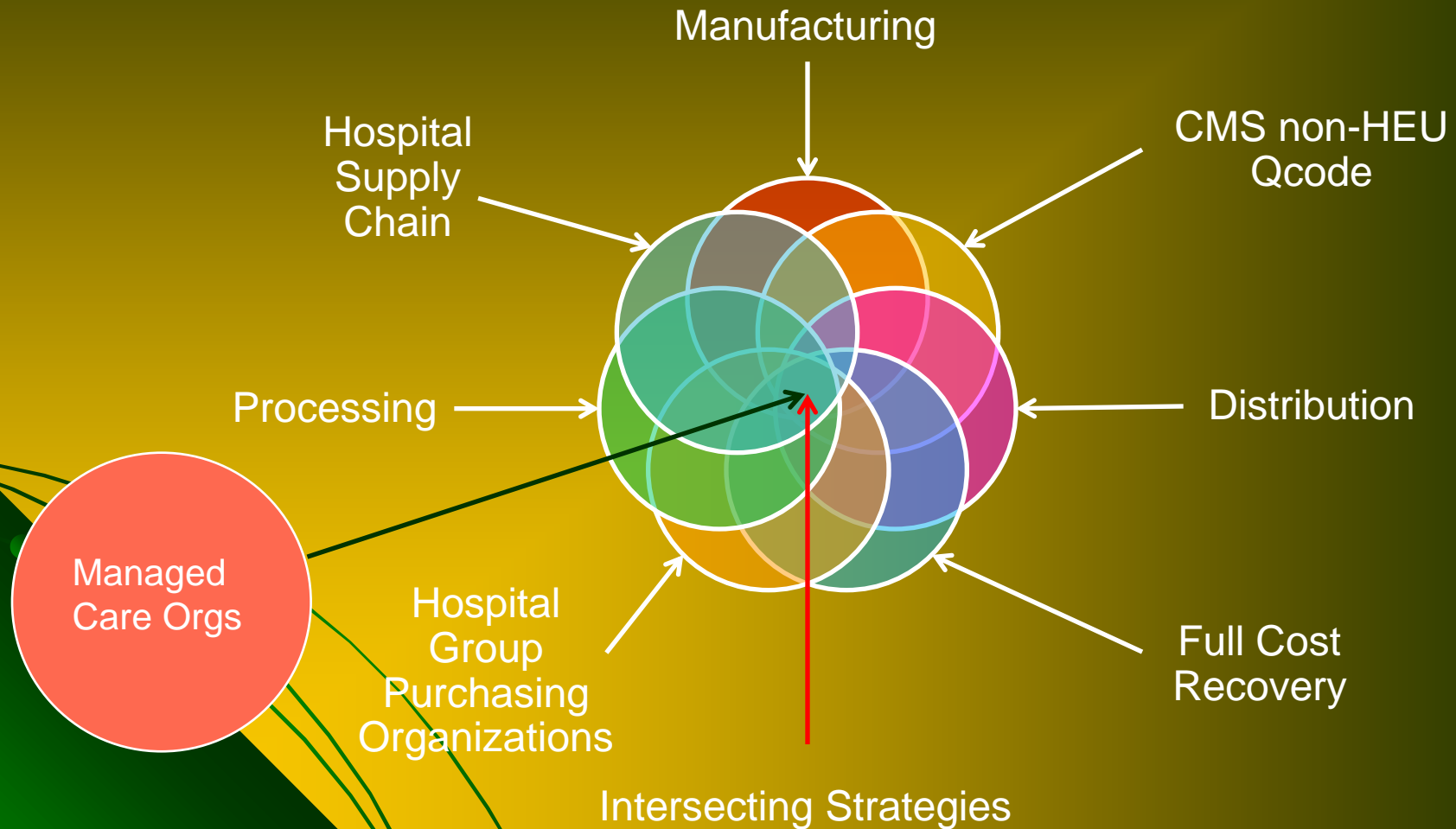


2015 Molybdenum-99 (Mo 99)  
Topical Meeting

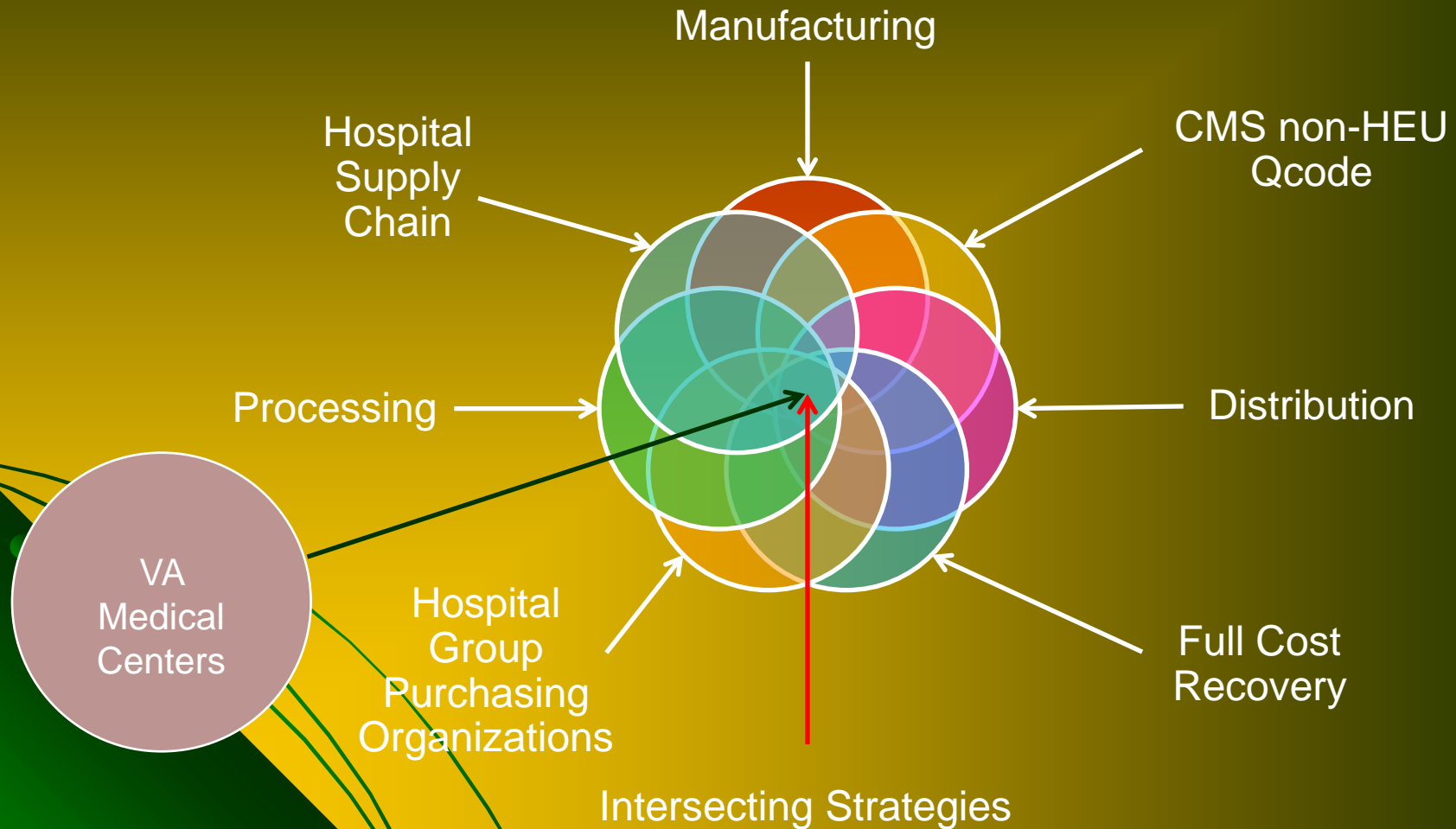
# Parallel Strategies for the Same Goal



# Creating New Stakeholders



# Momentum Loss



# Hospital Group Purchasing Organization

## Five largest GPOs

- Novation
- Premier
- MedAssets
- HealthTrust
- Amerinet

**Obstacle:  
Engagement at  
senior  
management levels**

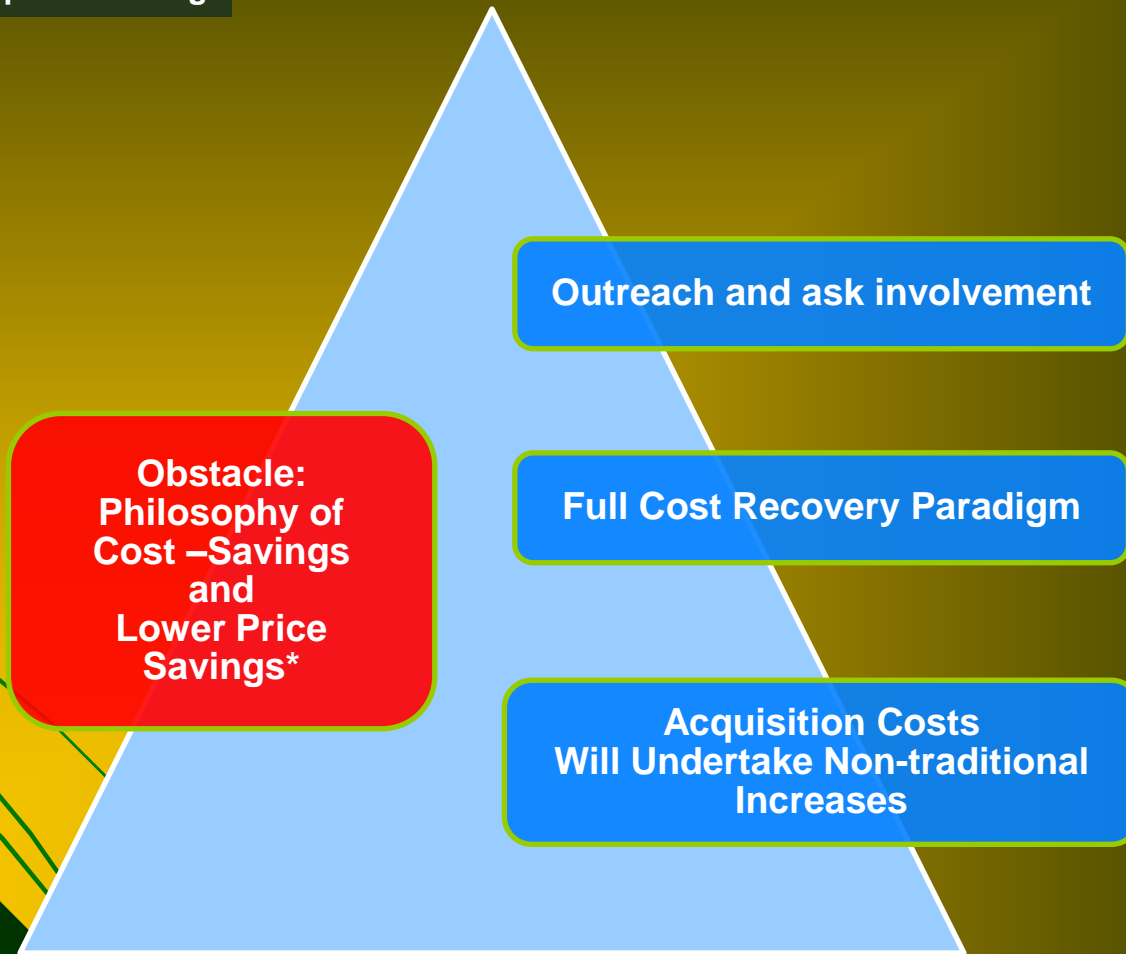
**Outreach and ask  
involvement**

**Targeting**

**Communication on Full Cost  
Recovery Paradigm**

# Hospital Supply Chain

**\*2014 Wharton Survey of  
Hospital Supply Chain Executives  
Perspective on Group Purchasing**





# Managed Care Organizations

70MM lives in HMOs  
90MM lives in PPOs  
Nat'l Conf. of State Legislatures Data

**Obstacle:  
Lack of  
Knowledge  
Transition to  
Non-HEU**

Outreach and ask involvement

Communication on the Value to  
be Part of the Solution

Non-HEU Policy for  
all covered lives

# Veteran Administration

**Momentum Loss in the Transition  
to non-HEU Medical Isotopes 2015**

**Obstacle:  
Lack of Understanding  
the Role in the  
Transition to  
Non-HEU Medical  
Isotopes**

**Lack of Requesting non-HEU  
99m Tc Products on the  
Solicitation**

**Roll-Over Option Years without  
Solicitation for non-HEU**

**Accepting 'Blended' LEU –greater  
than 5% non-HEU**

# UPPI LEU Walk

Work with hospital GPOs management teams for LEU market penetration

Communicate Full Cost Recovery tsunami to hospital supply chain executives

LEU Policy Project with MCO

Interact on VA solicitations to regain non-HEU momentum



**KEEP  
CALM WITH LEU  
AND  
CARRY  
ON**

# UPPI LEU Walk

Thank You

