

From: Schimsa, Rebecca
To: Soura, Christian <ChristianSoura@gov.sc.gov>
Date: 8/23/2013 12:00:39 PM
Subject: FW: PCLS Follow-up

From: Joe Wiegel [<mailto:Joe.Wiegel@PCLS.com>]
Sent: Friday, August 23, 2013 11:29 AM
To: Walls, Courtney
Cc: Alan Campbell <Alan.Campbell@PCLS.com>; Paul Schmidt <Paul.Schmidt@PCLS.com>; Phil McHugh <Phil.McHugh@PCLS.com>; Marcus Sowinski <Marcus.Sowinski@PCLS.com>
Subject: PCLS Follow-up

Courtney, I'm writing to share a funny story. The Governor's team is aware of our petition for a little help in gaining access to some of the larger insurance payers in SC. We received a contract with Blue Cross Blue Shield of South Carolina today, which is very good news. The funny part of the story is the way we gained access: we included the video of Governor Haley touring our lab in our communications with BCBS. That did the trick. Please give her our thanks for helping.

On a bit more serious note: we are looking for a demonstration partner in our drug abuse monitoring program for pregnant women and wondered if we might get a meeting with the head of South Carolina Medicare. We would like to pilot a project with one of the states and figured that SC might be receptive. The goal of the project is to implement a drug monitoring and counseling program to reduce the incidence rate of neonatal abstinence syndrome and thereby save states money in treatment costs. We have anecdotal evidence that a monitoring program in combination with education and counseling can significantly reduce the impact of prescription drug abuse during pregnancy, but we are looking for a partner to conduct a larger scale study.

An introduction from the Governor's Office might be helpful.

Best regards,

Joe Wiegel
PRESIDENT

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