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UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA

RHEUMATOLOGY DIAGNOSTICS
LABORATORY, INC, et al.,

Plaintiffs,

v.

AETNA, INC., et al.,

Defendants.

Case No. 12-cv-05847-JST

**ORDER GRANTING MOTIONS TO
DISMISS**

Re: Dkt. Nos. 44, 45, 46, 47

In this antitrust case, four medical diagnostic testing laboratories bring suit against three health insurers and Quest Diagnostics, Inc. for conspiring to exclude them and other labs from the diagnostic testing market through a series of contracts that make it more difficult or impossible for labs to participate in the insurers' preferred networks. Plaintiffs also bring suit against Quest for attempting to monopolize the market for diagnostic testing services, and against the three insurers for conspiring with Quest to do it.

Defendants have each moved to dismiss Plaintiff's Complaint.

I. FACTS ALLEGED BY THE COMPLAINT

For purposes of resolving each Defendant's Motion to Dismiss, all the "material allegations of the complaint are accepted as true, as well as all reasonable inferences to be drawn from them." Navarro v. Block, 250 F.3d 729, 732 (9th Cir. 2001).

A. Parties and the Relevant Product and Geographic Markets

Plaintiffs Rheumatology Diagnostics Laboratory, Inc. ("RDL"), Pacific Breast Pathology Medical Corp. ("PBP"), Hunter Laboratories, LLC, and Surgical Pathology Associates ("SPA") are all California medical diagnostic laboratories engaged in the "commercial reference laboratory business." Compl., ECF No. 1 ¶¶ 10–13. The Complaint identifies five product and geographic

1 markets in which Plaintiffs are variously engaged.

2 1. The Routine Clinical Laboratory Testing market is the market for routine chemical
3 analysis of bodily fluids ordered by physicians for outpatient diagnosis and analysis. Id. ¶ 26(a).
4 It is a high-volume market where tests are performed by automated equipment. Results are
5 typically reported electronically within 24 hours of the time the physician ordered the test. Id.
6 Physicians prefer to use diagnostic labs located near the site of the specimen to avoid the need for
7 air transport and to ensure timely results. Id. Consequently, the Complaint alleges that the
8 pertinent geographic market for Routine Clinical Laboratory Testing is regional, and for purposes
9 of this action, the “Northern California” region from Fresno, California to the Oregon border. Id.

10 2. The Anatomic Pathology Laboratory Testing market consists of labs that analyze
11 tissue samples in connection with the diagnosis of disease. Id. ¶ 26(b). For the reasons discussed
12 above, the Complaint alleges a regional market, the pertinent one in this action being the Northern
13 California region. Id.

14 3. The Specialty Rheumatologic Laboratory Testing market is the market for
15 specialized diagnostic testing ordered by rheumatologists in diagnosing and treating autoimmune
16 disorders and diseases. Id. ¶ 26(c). Unlike the routine testing markets, specialty diagnosis
17 markets typically operate nationwide. Id.

18 4. The Advanced Lipid Testing market is another specialized testing market in which
19 physicians order tests to diagnose and treat coronary heart disease. Id. ¶ 26(d). Advanced Lipid
20 tests produce more detailed information than routine testing does. Like the Rheumatologic
21 Laboratory Testing Market, the Advanced Lipid Testing market is national. Id.

22 5. The Specialty Breast Pathology Testing market focuses on the specialized analysis
23 of breast biopsy tissue for diagnosis and treatment of breast cancer. Id. ¶ 26(e). Plaintiffs allege
24 that physicians in California typically order breast pathology tests from labs throughout California
25 and therefore allege that the pertinent market for purposes of this action is California. Id.

26 Plaintiffs bring claims against three health insurers — Blue Shield of California Life &
27 Health Insurance Co. (“BSC”), Blue Cross and Blue Shield Association (“BCBSA”), and Aetna,
28 Inc. (“Aetna”) — and one competitor, Quest Diagnostics, Inc. (“Quest”), alleging each Defendant

1 violated state and federal antitrust laws as well as committed the common law torts of
2 intentionally and negligently interfering with prospective economic advantage.

3 **B. The BCBS/Quest Agreement**

4 The first agreement challenged by the Complaint is one that resulted in a change in policy
5 that allegedly affected the Advanced Lipid Testing and Specialty Rheumatologic Laboratory
6 Testing markets, in which Plaintiffs Hunter and RDL are engaged.¹ Id. ¶ 27.

7 Blue Cross and Blue Shield Association (“BCBS”) is a national organization that licenses
8 the Blue Cross and Blue Shield names and marks to insurance plans in the Association, known as
9 “Blue Plans,” including Defendant Blue Shield of California. Id. ¶ 28. The Association’s member
10 plans cover thirty-two percent of Americans. Id. ¶ 71. The Licensing Agreement governs certain
11 aspects of how Blue Plans reimburse physicians and other medical services providers.

12 Since 2004, the Licensing Agreement has permitted each Blue Plan to contract with
13 diagnostic testing labs within or without the Blue Plan’s state or territory. Id. ¶ 28. Historically,
14 labs who tested specimens from BCBS members from other states would submit a claim to the
15 Blue Plan located in the lab’s territory, not the patient’s home Blue Plan. The lab’s local Blue
16 Plan would then work with the patient’s home Blue Plan to adjudicate the claim. Id. ¶ 29. The
17 patient’s cost-sharing amount was calculated as though the lab was in-network, based on the lab’s
18 provider status and the local Blue Plan to which the claim was submitted. Id.

19 The revised Licensing Agreement requires labs to submit claims to the patients’ home Blue
20 Plan. The Agreement prohibits the lab’s local Blue Plan from adjudicating the claim, but permits
21 labs to contract with the Blue Plans of each state so such claims can be adjudicated, regardless of
22 where the lab is located. Id. ¶ 30. To accomplish this, diagnostic testing labs must develop claims
23 submission processes for each Blue Plan in the nation and “cross-reference each patient to the
24 appropriate Blue Plan coverage area, regardless of where the patient’s sample was drawn or the
25 lab is located.” Id. The Complaint alleges that “it is impossible for independent laboratories such
26

27 ¹ Plaintiffs’ Opposition also claims Plaintiff SPA participates in the Advanced Lipid Testing
28 market, but the Complaint does not. Compare Opp., ECF No. 55 p. 5 with Compl., ¶¶ 27–42. The
Court therefore cannot address Plaintiff SPA’s claims.

1 as Plaintiffs to obtain in-network status with each Blue Plan in which a specimen is drawn. As a
2 result, independent laboratories will lose business to the only two in-network laboratories for all
3 Blue Plans, the largest of which is [Defendant] Quest.” Id.

4 The new BCBS Licensing Agreement also changes how claims are paid. Under the new
5 policy, when out-of-network labs submit claims to Blue Plans, the Blue Plan pays patients directly
6 rather than paying the lab that “obtained the assignment of the benefits from the patient.” Id. ¶ 32.
7 Patients are required to forward the payment to the lab, and if they fail to, the labs must initiate a
8 collection process to recover the payment from the patient. Id.

9 The alleged effect of the change in policy is to drive the Blue Plans in every state or
10 territory into nearly exclusive arrangements with Quest, which has a national presence, because
11 specialty labs that are located in other states are unable to negotiate in-network status with all
12 thirty-eight Blue Plans. Id. ¶ 34. Plaintiffs allege that many Blue Plans “simply refuse to add
13 additional labs” as in-network labs, and “a few of the plans have exclusive contracts with Quest.”
14 Id.

15 Plaintiffs allege specialty labs will lose business under the new policy in one of two ways.
16 First, specialty labs will be unable or unwilling to contract with out-of-state Blue Plans because
17 they either will not be considered “in-network,” or because they do not have the resources to set up
18 the claims processing system required to sustain a national presence in the market. Second, a
19 physician will order a specialty diagnostic test, and in so doing, will choose the lab that is cheapest
20 for the patient. Id. ¶ 34–36. Invariably, that lab will be Quest or its major national competitor,
21 and not a regional or independent lab that does not have in-network status. Id.

22 The Complaint alleges that BCBS did not initiate this change in policy on its own. Instead,
23 Quest “acted in concert with” BCBS “to promote this exclusionary change.” Id. ¶ 41. The
24 American Clinical Laboratory Association (ACLA), at the behest of its independent lab members,
25 drafted an opposition to the change in policy, but Quest, the largest contributor to the Association,
26 vetoed the transmittal of the letter of protest. Id. Plaintiffs allege Quest’s veto demonstrates that it
27 “was well aware of the anti-competitive nature of the change in policy and its potentially
28 devastating effect on competitors.” Id. Similarly, the California Clinical Laboratory Association

1 wrote BCBS a letter in April 2012 expressing concern regarding the policy change. BCBS
2 responded by directing the trade association to Jim Barkach “to discuss national partnership
3 Agreements.” Id. ¶ 42. Plaintiff Hunter Labs attempted to contact Mr. Barkach independently and
4 through the CEO of an unidentified company that negotiates insurance contracts for laboratories
5 nationwide. When the CEO reached Mr. Barkach on his cell phone, Mr. Barkach told him that
6 “no laboratories could match the ‘deal’ that [BCBS] had with Quest and hung up.” Id. Based
7 only on these facts, Plaintiffs allege that BCBS and Quest conspired to restrain Plaintiffs and other
8 small labs from negotiating or discussing providing service nationally to BCBS members on an in-
9 network basis. Id.

10 **C. The Aetna/Quest Agreement**

11 Plaintiffs allege that Defendant Aetna, Inc., and Quest entered into an agreement that
12 eliminates or excludes regional labs in each of the five markets alleged in the Complaint from
13 Aetna’s provider network in violation of antitrust law.

14 Aetna is one of the three largest American health plans in terms of number of plan
15 members. Id. ¶ 53. It covers approximately nine percent of Americans. Id. ¶ 71. Plaintiffs allege
16 that Quest and Aetna entered into an agreement that names Quest as a “preferred national
17 provider,” which results in low or no deductibles or co-payments for patients whose specimens are
18 sent to Quest. Id. 52–54. Quest then leveraged its preferred national provider status to pressure
19 Aetna to refuse similar status to regional labs. Id. For example, Plaintiffs PBP, Hunter, and RDL
20 have each been dropped from in-network status or refused in-network status. Id.

21 In October 2011, Quest pushed Aetna for an exclusive nationwide contract in exchange for
22 steep discounts. Aetna refused, but agreed to terminate 400 regional lab contracts across the
23 country, including Plaintiff Hunter Labs, Quest’s “only remaining substantial in-network
24 competitor” in Northern California. Id. ¶ 56.

25 Plaintiffs also allege that Quest bargained for a right of first refusal from Aetna via which
26 Quest controls which labs are allowed in-network status, a right Plaintiffs allege Quest has
27 repeatedly exercised. Id. 57–59.

28 Aetna itself has allegedly pressured physicians and patients not to use Quest’ out-of-

1 network competitors even though the patients’ policies allow for it. Id. ¶ 60.

2 In addition, Plaintiffs allege that Quest and Aetna have created “physician bonus pools” to
3 further induce physicians to refer all of their lab tests to Quest. The bonus pools are funded by
4 Aetna and distributed to physicians after out-of-network testing expenses are deducted from it; the
5 less out-of-network testing the physicians order, the more bonus money they receive. Id. ¶ 62.

6 Just as with BCBS, Plaintiffs allege that the agreement between Aetna and Quest illegally
7 excludes regional labs from the markets identified in the Complaint because, as out-of-network
8 labs, they cannot compete with Quest’s reimbursement rates.

9 **D. The BSC/Quest Agreement**

10 Plaintiffs allege Quest also entered into an agreement with Defendant BSC wherein Quest
11 offered, and BSC accepted, a ten percent discount on lab testing on the condition that it exclude
12 Westcliff, a lab that, at the time, was the largest privately owned lab in California, as well as
13 Plaintiff Hunter Labs from the BSC network. Id. ¶ 65. Shortly after termination, Westcliff went
14 bankrupt and was acquired by LabCorp, the only other national diagnostic testing laboratory. Id.
15 ¶ 66. The Complaint alleges that this agreement substantially impacted competition in the Routine
16 Clinical Laboratory Testing market because BSC is the third largest insurer in California, with
17 approximately three million members. Id. ¶ 65–66.

18 **E. Quest’s Alleged Predatory Pricing Practices**

19 The Complaint alleges that Quest has engaged in conduct aimed at monopolizing all five
20 alleged markets. First, Quest is contracting with physician groups on a “loss leader” capitated
21 basis — a fixed price charged by Quest for all lab tests, per patient, on a monthly basis. Id. ¶ 43.
22 Such rates are commonly offered to Independent Physician Associations (IPAs), which pay a
23 monthly fee for testing services based on how many patients they have, regardless of the rate of
24 utilization of those services. Id. Plaintiffs allege that Quest discounts the capitated rates in order
25 to exclude competition from the lab testing markets, which results in Quest receiving Medicare,
26 Medi-Cal, and other “pull-through” business that is charged on a fee-for-service (FFS) basis. Id.
27 ¶ 44. Quest often loses money on the capitated rates, but makes up the difference because
28 physicians and IPAs agree to refer all their lab testing business, including the lucrative FFS

1 patients, to Quest. Id. Plaintiffs allege this arrangement violates anti-kickback statutes, and that
2 Plaintiffs’ unwillingness to violate those laws leaves them at a competitive disadvantage. Id.
3 ¶ 44–45.

4 Plaintiffs allege that Quest executives pressure Quest’s sales force to induce HMO
5 physicians to refer FFS pull-through business to Quest and have pressured HMOs to tell
6 physicians that the discounted capitation rates are offered in return for referral of FFS work. Id.
7 ¶ 46. If a physician fails to refer enough pull-through FFS business, Quest discontinues the
8 discounted capitation rates. Id. ¶ 48. Plaintiffs allege Quest conceals this practice because it
9 knows the loss-leader pull-through scheme is illegal. Id.

10 In addition, Plaintiffs allege that Quest illegally caps patient obligations and waives co-
11 pays and deductibles, again in exchange for FFS patient referrals. Id. ¶ 67–68.

12 **F. Alleged Effects of Anticompetitive Conduct**

13 Plaintiffs allege that Quest’s agreements with BCBS, BSC, and Aetna, in addition to its
14 independent predatory pricing practices, result in antitrust injury. In particular, Plaintiffs allege
15 that Quest dominates the five markets identified in the Complaint, that the monopolization leads to
16 lower quality medical care and decreased consumer choice, and that Quest excludes competitors
17 from entering the market entirely, even when those competitors offer innovative or specialized
18 products or services that Quest does not offer. Id. ¶¶ 70–74. Plaintiffs allege that Quest’s conduct
19 has allowed it to capture seventy percent of the Northern California physician outpatient market.
20 Id. ¶ 74. Finally, Plaintiffs allege that Quest does not need to achieve a large market share in order
21 to monopolize the diagnostic testing markets identified in the Complaint because a large
22 percentage of physicians cease referring any patients to labs that are out-of-network for ten percent
23 or more of their patients. Id. ¶ 71.

24 **II. LEGAL STANDARDS**

25 On a motion to dismiss, the Court accepts the material facts alleged in the complaint,
26 together with reasonable inferences to be drawn from those facts, as true. Navarro, supra, 250
27 F.3d at 732. However, “the tenet that a court must accept a complaint’s allegations as true is
28 inapplicable to threadbare recitals of a cause of action’s elements, supported by mere conclusory

1 statements.” Ashcroft v. Iqbal, 556 U.S. 662, 678 (2009). To be entitled to the presumption of
 2 truth, a complaint’s allegations “must contain sufficient allegations of underlying facts to give fair
 3 notice and to enable the opposing party to defend itself effectively.” Starr v. Baca, 652 F.3d 1202,
 4 1216 (9th Cir. 2011), *cert. den’d*, ___ U.S. ___, 132 S.Ct. 2101 (2012).

5 In addition, to survive a motion to dismiss, a plaintiff must plead “enough facts to state a
 6 claim to relief that is plausible on its face.” Bell Atlantic Corp. v. Twombly, 550 U.S. 544, 570
 7 (2007). Plausibility does not mean probability, but it requires “more than a sheer possibility that a
 8 defendant has acted unlawfully.” Iqbal, 556 U.S. at 678. “A claim has facial plausibility when the
 9 plaintiff pleads factual content that allows the court to draw the reasonable inference that the
 10 defendant is liable for the misconduct alleged.” Id. In the Ninth Circuit, “[i]f there are two
 11 alternative explanations, one advanced by defendant and the other advanced by plaintiff, both of
 12 which are plausible, plaintiff’s complaint survives a motion to dismiss under Rule 12(b)(6).
 13 Plaintiff’s complaint may be dismissed only when defendant’s plausible alternative explanation is
 14 so convincing that plaintiff’s explanation is implausible.” Starr, 652 F.3d at 1216 (original
 15 emphasis).

16 **III. ANALYSIS**

17 Plaintiffs allege eight causes of action. The third cause of action for violation of
 18 California’s Unfair Practices Act, Bus. & Prof. Code §§ 17043, 17044, is alleged as to Quest
 19 alone. The remainder are alleged as to all Defendants: (1) violation of California’s Cartwright
 20 Act, Bus. & Prof. Code § 16700, et seq., (2) violation of California’s Unfair Competition Law,
 21 Bus. & Prof. Code § 17200, et seq., (4) intentional and (5) negligent interference with prospective
 22 economic advantage, (6) monopolization or attempted monopolization in violation of section two
 23 of the Sherman Act, 15 U.S.C. § 2, (7) bilateral conspiracies to restrain trade and monopolize in
 24 violation of section one of the Sherman Act, 15 U.S.C. § 1, and (8) bilateral conspiracies to
 25 monopolize and attempt to monopolize, in violation of section two of the Sherman Act, Id. § 2.
 26 Because the Cartwright Act was modeled after the Sherman Act, the Court’s analysis addresses
 27 both statutes together pursuant to federal antitrust law. See, e.g., Cnty. of Tuolumne v. Sonora
 28 Comm’y Hosp., 236 F.3d 1148, 1160 (9th Cir. 2001).

1 **A. Agreements in Restraint of Trade**

2 Section one of the Sherman Act prohibits any contract, combination, or conspiracy
3 constituting an “unreasonable restraint” of trade. State Oil Co. v. Khan, 522 U.S. 3, 10 (1997). In
4 order to state a section one claim, antitrust plaintiffs must claim more than parallel conduct and a
5 conclusory allegation of agreement. Allegations of parallel conduct “must be placed in a context
6 that raises a suggestion of a preceding agreement, not merely parallel conduct that could just as
7 well be independent action.” Twombly, supra, 550 U.S. at 570.

8 However, a “co-conspirator need not know of the existence or identity of the other
9 members of the conspiracy or the full extent of the conspiracy.” Beltz Travel Serv. Inc. v. Int’l Air
10 Transp. Ass’n, 620 F.2d 1360, 1366–67 (9th Cir. 1980) (“Participation by each conspirator in
11 every detail in the execution of the conspiracy is unnecessary to establish liability, for each
12 conspirator may be performing different tasks to bring about the desired result.”). Nor should
13 courts indulge antitrust defendants who move to dismiss by “tightly compartmentalizing the
14 various factual components and wiping the slate clean after scrutiny of each.” In re High-Tech
15 Employee Antitrust Litig., 856 F. Supp. 2d 1103, 1118 (N.D. Cal. 2012) (quoting Continental Ore
16 Co. v. Union Carbide & Carbon Corp., 370 U.S. 690, 699 (1962)). “[T]he character and effect of
17 a conspiracy are not to be judged by dismembering it and viewing its separate parts, but only by
18 looking at it as a whole.” Id.

19 The Ninth Circuit’s recent decision in Starr v. Baca is instructive. The Starr court
20 identified two principles for purposes of testing the legal sufficiency of a complaint after
21 Twombly. First, the complaint “must contain sufficient allegations of underlying facts to give fair
22 notice and to enable the opposing party to defend itself effectively. Second, the factual allegations
23 that are taken as true must plausibly suggest an entitlement to relief, such that it is not unfair to
24 require the opposing party to be subjected to the expense of discovery and continued litigation.”
25 Starr, supra, 652 F.3d at 1216. In evaluating plausibility, the Ninth Circuit made clear that the
26 “standard at this stage of the litigation is not that plaintiff’s explanation must be true or even
27 probable.” Id. at 1217. If the plaintiff and defendant each advance a plausible explanation for the
28 factual allegations in the complaint, the plaintiff’s complaint will survive a motion to dismiss. Id.

1 at 1216. Dismissal based on Twombly is merited only if the defendant’s “alternative explanation
2 is so convincing that plaintiff’s explanation is implausible.” Id. (original emphasis).

3 In the antitrust context, bare recitals of the elements of a Sherman Act claim coupled with
4 conclusory allegations of conspiracy are not sufficient to survive a motion to dismiss. The
5 Supreme Court in Twombly held that, to plausibly plead conspiracy, an antitrust plaintiff must
6 allege “parallel behavior that would probably not result from chance, coincidence, independent
7 responses to common stimuli, or mere interdependence unaided by an advance understanding
8 among the parties.” Twombly, 550 U.S. at 556, n.4 (quoting 6 Areeda & Hovenkamp, Antitrust
9 Law § 1425, at 167–185 (2d ed. 2003)).

10 Plaintiffs here allege two types of agreements in violation of section one of the Sherman
11 Act. First, Plaintiffs allege three vertical, bilateral agreements between each of the insurers and
12 Quest. Second, Plaintiffs allege that the insurer Defendants entered into a horizontal conspiracy
13 with one another, in concert and common purpose with Quest — an arrangement known as a hub-
14 and-spoke conspiracy, wherein the vertical agreements position Quest as the hub and the insurers
15 as the spokes.

16 **i. Horizontal Agreement**

17 To be actionable, a hub-and-spoke conspiracy must have a “rim,” which requires some
18 kind of agreement or understanding between and among the spokes that the other spokes would
19 cooperate in the conspiracy. In re Nat’l Ass’n of Music Merchants, Musical Instruments and
20 Equip. Antitrust Litig., 2011 WL 3702453 (S.D.Cal. Aug.22, 2011) (reviewing relevant caselaw).
21 Plaintiffs’ Complaint, however, does not allege that any insurer knew of the others’ contracts with
22 Quest. The only connection between any two insurers is the fact that BCBS licenses the Blue
23 Shield name to BSC, but the Complaint contains nothing more by way of factual allegations to
24 connect the BCBS/Quest agreement and the BSC/Quest agreement. There is no allegation of
25 horizontal agreement or understanding between or among any insurer defendants.

26 Plaintiffs rely on In re High-Tech Employee Antitrust Litig., 856 F. Supp. 2d 1103, 1116
27 (N.D. Cal. 2012), for the proposition that the insurers could conspire in violation of the Sherman
28 Act by virtue of a “joint desire to ‘narrow networks’ by decreasing the number of viable labs

1 doing business.” Opp., ECF No. 55 p. 19. High-Tech is inapposite. There, the plaintiffs alleged
2 “much more than parallel conduct” that gave rise to the inference that the six bilateral agreements
3 at issue formed an overarching conspiracy. The plaintiffs “alleged a ‘larger picture’ of senior
4 executives from closely connected high-tech companies in Northern California
5 contemporaneously negotiating and enforcing six bilateral ‘Do Not Cold Call’ agreements. The
6 fact that all six identical bilateral agreements were reached in secrecy among seven Defendants in
7 a span of two years suggests that these agreements resulted from collusion, and not from
8 coincidence.” Id. at 1120. There are no such allegations here.

9 Plaintiffs’ reliance on Impro Prods., Inc. v. Herrick, 714 F.2d 1267, 1279 (8th Cir. 1983) is
10 also unhelpful. Plaintiffs appear to rely on that court’s recognition that a “rimless wheel”
11 conspiracy could violate the Sherman Act when it satisfies the following test:

(1) that there is an overall-unlawful plan or “common design” in
12 existence; (2) that knowledge that others must be involved is
13 inferable to each member because of his knowledge of the unlawful
14 nature of the subject of the conspiracy but knowledge on the part of
15 each member of the exact scope of the operation or the number of
people involved is not required, and (3) there must be a showing of
each alleged member’s participation.

16 Id. (quoting Elder-Beerman Stores Corp. v. Federated Department Stores, Inc., 459 F.2d 138, 146–
17 147 (6th Cir.1972)). The problem for Plaintiffs here, as it was for the plaintiffs in Impro at
18 summary judgment, is that Plaintiffs do not allege any Defendants communicated with any of the
19 others concerning the alleged conspiracy, or that any of the corporate defendants knew of the other
20 agreements. Id.

21 Plaintiffs have not alleged that there was a “common design” among the three insurer
22 Defendants, nor have they alleged facts giving rise to an inference that the insurers each knew the
23 others were party to the conspiracy. This is not a case where parallel, silent conduct nevertheless
24 constitutes a section one Sherman Act conspiracy; there simply is no allegation of parallel
25 conduct, much less interdependent conduct. Instead, the Complaint clearly alleges three “bilateral
26 agreements,” executed by each insurer and Quest, wholly independent from one another.
27 Consequently, Plaintiffs have failed to state a claim of horizontal conspiracy in violation of the
28 Sherman and Cartwright) Acts upon which relief can be granted.

1 Plaintiffs’ first, seventh, and eighth causes of action for violation of California and federal
2 antitrust law, insofar as they relate to an alleged horizontal conspiracy among the insurers, is
3 hereby DISMISSED with leave to amend.

4 **ii. Vertical Agreement**

5 In contrast, Plaintiffs’ allegations of vertical agreement between Aetna and Quest, and
6 BSC and Quest, are clearly and sufficiently stated, and those Defendants do not contest the
7 allegations for purposes of their motions to dismiss.

8 Where Plaintiffs fall short is their allegation of a vertical agreement between BCBS and
9 Quest. The Complaint alleges, in great detail, the change in BCBS’ Licensing Agreement that
10 Plaintiffs claim unreasonably restrains trade. But to state a section one claim, Plaintiffs must
11 allege that the change in policy resulted from a contract, combination, or conspiracy. To that end,
12 the Complaint alleges that the change in policy was not implemented by BCBS independently, but
13 that instead, BCBS “acted in concert with” Quest “to promote this exclusionary change.” Compl.,
14 ¶ 41. The only factual allegation to support that claim is that Quest vetoed a letter protesting the
15 policy change drafted by members of the American Clinical Laboratory Association. *Id.* Per
16 Plaintiffs, the veto demonstrates that Quest “was well aware of the anti-competitive nature of the
17 change in policy and its potentially devastating effect on competitors.” *Id.* Even if the allegation
18 is true, it does not serve to impute knowledge of or participation in Quest’s conduct to BCBS. If
19 anything, Quest’s alternative explanation — that it acted independently and in its own interests in
20 vetoing the letter — “is so convincing that plaintiff’s explanation is implausible.” *Starr*, 652 F.3d
21 at 1216. The Complaint offers nothing else to suggest that BCBS’ decision to change its
22 Licensing Agreement was anything more than a unilateral one. Absent something more, Plaintiffs
23 have failed to allege a vertical agreement between BCBS and Quest that can form the basis of a
24 section one claim.

25 For the reasons stated above, the Court hereby DISMISSES, with leave to amend,
26 Plaintiffs’ first, seventh, and eighth causes of action for violation of California and federal antitrust
27 law against BCBS and Quest based on their alleged agreement to change BCBS’ Licensing
28 Agreement.

1 **iii. Unreasonable Restraint of Trade**

2 Antitrust plaintiffs may prosecute section one claims under one of two theories of liability.
3 First, the “accepted standard for testing whether a practice restrains trade” is the rule of reason,
4 which endeavors to examine the anticompetitive effects and procompetitive justifications of
5 particular agreements. Leegin Creative Leather Prods., Inc. v. PSKS, Inc., 551 U.S. 877, 885
6 (2007). Second, antitrust plaintiffs can allege that a restraint is so inherently anticompetitive so as
7 to be illegal per se. Khan, 522 U.S. at 10.

8 Plaintiffs’ remaining section one claims allege vertical agreements between buyers and
9 sellers of diagnostic laboratory testing services, in contrast to the archetypal section one claim for
10 horizontal price-fixing. Generally speaking, “a vertical restraint is not illegal per se unless it
11 includes some agreement on price or price levels.” Bus. Electronics Corp. v. Sharp Electronics
12 Corp., 485 U.S. 717, 735–36 (1988). Accordingly, the Court will evaluate Plaintiffs’ surviving
13 section one claims pursuant to the rule of reason. See Continental T.V., Inc. v. GTE Sylvania Inc.,
14 433 U.S. 36, 58–59 (1977) (vertical non-price restraints subject to rule of reason).

15 There are “four classical, subsidiary” questions courts ask in evaluating a restraint of trade
16 under the rule of reason: “(1) What is the specific restraint at issue? (2) What are its likely
17 anticompetitive effects? (3) Are there offsetting procompetitive justifications? (4) Do the parties
18 have sufficient market power to make a difference?” California Dental Ass’n v. F.T.C., 526 U.S.
19 756, 782 (1999) (Breyer, J., concurring in part, dissenting in part).

20 The core of Plaintiffs’ claim concerning the Aetna/Quest and BSC/Quest agreements is
21 that they constitute unreasonable restraints of trade in the form of partial or complete exclusive
22 dealing arrangements. “Exclusive dealing involves an agreement between a vendor and a buyer
23 that prevents the buyer from purchasing a given good from any other vendor.” Allied Orthopedic
24 Appliances Inc. v. Tyco Health Care Grp. LLP, 592 F.3d 991, 996 (9th Cir. 2010). “There are
25 ‘well-recognized economic benefits to exclusive dealing arrangements, including the enhancement
26 of interbrand competition.’” Id. (quoting Omega Envtl., Inc. v. Gilbarco, Inc., 127 F.3d 1157,
27 1162 (9th Cir. 1997)). See also United States v. Colgate & Co., 250 U.S. 300, 307 (1919) (The
28 Sherman Act does not “restrict the long recognized right of trader or manufacturer engaged in an

1 entirely private business, freely to exercise his own independent discretion as to parties with
2 whom he will deal.”). Consequently, to succeed on an exclusive dealing claim under the rule of
3 reason, antitrust plaintiffs must allege, and ultimately prove, that the arrangement’s effect is to
4 “foreclose competition in a substantial share of the line of commerce affected.” Allied
5 Orthopedic, 592 F.3d at 996 (quoting Omega, 127 F.3d at 1162). See also Jefferson Parish
6 Hospital District No. 2 v. Hyde, 466 U.S. 2, 45 (1984) (O’Connor, J. concurring) (“Exclusive
7 dealing is an unreasonable restraint on trade only when a significant fraction of buyers or sellers
8 are frozen out of a market by the exclusive deal.”).

9 To determine whether a foreclosure of competition affects a substantial share of the
10 relevant market, “it is necessary to weigh the probable effect of the contract on the relevant area of
11 effective competition, taking into account the relative strength of the parties, the proportionate
12 volume of commerce involved in relation to the total volume of commerce in the relevant market
13 area, and the probable immediate and future effects which pre-emption of that share of the market
14 might have on effective competition therein.” Tampa Elec. Co. v. Nashville Coal Co., 365 U.S.
15 320, 328–29 (1961). An exclusive dealing claim will not succeed unless the plaintiff alleges, and
16 ultimately proves that “the opportunities for other traders to enter into or remain” in the market is
17 “significantly limited.” Id. at 328.

18 In Barry v. Blue Cross of California, 805 F.2d 866, 871 (9th Cir. 1986), the Ninth Circuit
19 affirmed summary judgment in favor of the insurer where the plaintiffs alleged a vertical
20 conspiracy between the insurer and physicians to exclude physicians who did not become
21 preferred providers. Upon a “[c]lose examination of the vertical agreements” at issue in that case,
22 the court concluded that summary judgment was appropriate because the insurer’s physician
23 agreements did not have impermissible anticompetitive consequences. Id. Indeed, in that case,
24 the court observed that: “a consumer still enjoys complete freedom to seek treatment from a
25 nonparticipating physician; moreover, a Plan physician can refer any or all of his patients to a
26 nonparticipating physician. Ordinary competitive market forces — lower prices — have simply
27 reduced the demand for the nonparticipating physician’s services.” Id. In evaluating the effects of
28 the insurer’s agreements with physicians, the Barry court also identified several pro-competitive

1 benefits: “By demanding lower prices from participating physicians, Blue Cross injects an element
2 of competition into the market for physician services that otherwise might not be present. The
3 Plan also requires that physicians agree to utilization review — oversight by Blue Cross to see that
4 physicians provide the proper kind and level of care. It therefore offers consumers the added
5 choice of health care services subject to a sort of central ‘quality control.’” Id. at 872–73.

6 Defendants argue that Barry requires dismissal of Plaintiffs’ section one claims. But the
7 agreements at issue in Barry differed in two respects from the agreements at issue here. First,
8 while in Barry, the insurer was “willing to purchase services from all physicians on equal terms,”
9 id. at 873, Plaintiffs here allege that the vertical agreements prevent other laboratories from
10 competing to be part of the insurers’ networks. Second, while in Barry the agreements did not
11 affect the overall market for physicians, Plaintiffs here allege that each agreement independently
12 has resulted or will result in the exclusion of other laboratories from the market because of the
13 unique dynamics of the laboratory testing market. See, e.g., Stop & Shop Supermarket Co. v.
14 Blue Cross & Blue Shield of R.I., 373 F.3d 57, 66 (1st Cir. 2004) (“If an exclusive dealing
15 contract cuts off stores like Walgreen from an unduly large portion of the available market for its
16 goods . . . the Sherman Act may condemn the agreement as unreasonable.”).

17 The distinction is really one of degree. The agreements in Barry did not “foreclose
18 competition in a substantial share of the line of commerce affected.” But Plaintiffs here allege that
19 the agreements at issue do substantially foreclose competition, and their claim must be considered
20 in light of the economic plausibility of their particular allegations.

21 a. BSC/Quest Agreement

22 The first agreement Plaintiffs challenge is the alleged agreement between BSC and Quest.
23 Plaintiffs allege Quest offered BSC a ten percent discount in exchange for the exclusion of two of
24 its competitors from BSC’s network: Westcliff, at the time the largest privately owned lab in
25 California, and Plaintiff Hunter Labs. Plaintiffs allege that after Westcliff’s termination, it went
26 bankrupt and was acquired by LabCorp, the only other national diagnostic testing laboratory.
27 According to the Complaint, Quest currently has a seventy percent market share in Northern
28 California in the outpatient testing market; it does not allege that Quest’s market share grew to this

1 level because of any particular act or occurrence alleged in the Complaint.

2 Plaintiffs do not specify how Quest’s market share has changed over time in relation to the
3 execution of the BSC agreement. Nor do they describe, even in general terms, how the BSC
4 agreement affected competitors in California other than Westcliff and Hunter Labs. Plaintiffs do
5 not identify the market share those two labs enjoyed prior to the agreement, or how their market
6 share changed over time. Finally, the Complaint does not explain, at least with respect to BSC,
7 what effect its agreement with Quest had or will have on the diagnostic testing markets identified
8 in the Complaint.

9 From these allegations, the Court cannot evaluate whether the BSC agreement foreclosed
10 competition in a substantial share of the line of commerce affected. It is unclear whether there are
11 other labs in California, whether they can contract with other insurers, or whether the BSC
12 agreement resulted in the wholesale adoption of Quest as the preferred laboratory chosen by
13 physicians. Plaintiffs do not point to any decision wherein a court has found that a vertical
14 agreement for a discounted rate in exchange for the termination of certain competitors, without
15 any detail as to the effect those terminations had on the relevant market, constitutes a violation of
16 section one of the Sherman Act.² The Court therefore DISMISSES, with leave to amend,
17 Plaintiffs’ first and seventh causes of action for violation of California and federal antitrust law
18 based on the alleged agreement between BSC and Quest to exclude certain competitors from the
19 relevant markets.

20 b. Aetna/Quest Agreement

21 Next, the Court considers Plaintiffs’ allegations concerning the agreements between Aetna
22 and Quest. Plaintiffs allege that Aetna, which covers nine percent of Americans, agreed to name
23 Quest a “preferred national provider,” which results in low or no deductibles or co-payments for
24 patients whose lab work is referred to Quest by their treating physicians. Based on the Ninth

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26 ² Plaintiffs’ citations to Hahn v. Oregon Physicians’ Serv., 868 F.2d 1022, 1029 (9th Cir. 1988),
27 and Va. Acad. Of Clinical Psychologists v. Blue Shield of Va., 624 F.2d 476 (4th Cir. 1980), do
28 not settle the issue; those decisions considered horizontal agreements that constituted group
boycotts, which are treated differently under the antitrust law. There is no allegation here that the
BSC/Quest agreement is a horizontal restraint among competitors to exclude another competitor
from the relevant market.

1 Circuit’s decision in Barry, Plaintiffs concede this allegation alone does not constitute a Sherman
2 Act violation. However, Plaintiffs further allege that Aetna granted Quest a right of first refusal
3 that allows Quest to reject labs applying for in-network status, and that, in exchange for
4 discounted pricing from Quest, Aetna agreed to terminate four hundred regional lab contracts
5 throughout the country, including its contract with Plaintiff Hunter Labs. Finally, Plaintiffs allege
6 that Aetna pressures physicians and patients to use Quest and not competing out-of-network labs,
7 including by setting up physician bonus pools that compensate physicians based on how few out-
8 of-network referrals they make. The effect of these agreements and practices, according to
9 Plaintiffs, is the wholesale exclusion of independent laboratories from the diagnostic testing
10 markets.

11 Aetna and Quest move to dismiss on the grounds that Plaintiffs fail adequately to plead
12 product and geographic markets and market power.

13 Federal courts routinely examine the relevant market in order to perform a threshold
14 inquiry into the defendant’s market power. See Rothery Storage & Van Co. v. Atlas Van Lines,
15 Inc., 792 F.2d 210 (D.C. Cir. 1986); Graphic Products Distributors v. Itek Corp., 717 F.2d 1560,
16 1568 (11th Cir. 1983) (requiring, “at the threshold, that a plaintiff attacking vertical restrictions
17 establish the market power of the defendant”). That inquiry may proceed in one of two ways:
18 “through direct evidence of anticompetitive effects,” or “by proving relevant product and
19 geographic markets and by showing that the defendant’s share exceeds whatever threshold is
20 important for the practice in the case.” Toys ’R Us, Inc. v. F.T.C., 221 F.3d 928, 937 (7th Cir.
21 2000) (citing FTC v. Indiana Fed’n of Dentists, 476 U.S. 447, 460–61 (1986)). The latter method
22 requires an examination of the interchangeability of the products at issue and the cross-elasticity of
23 demand. See Omega, 127 F.3d at 1163–64; Oltz v. St. Peter's Community Hospital, 861 F.2d
24 1440, 1446 (9th Cir. 1988).

25 Here, Defendants argue that Plaintiffs have failed to allege plausible product and
26 geographic markets, but “[t]here is no requirement that these elements of the antitrust claim be
27 pled with specificity.” Newcal Indus., Inc. v. Ikon Office Solution, 513 F.3d 1038, 1045 (9th Cir.
28 2008). “An antitrust complaint therefore survives a Rule 12(b)(6) motion unless it is apparent

1 from the facts of the complaint that the alleged market suffers a fatal legal defect. And since the
2 validity of the ‘relevant market’ is typically a factual element rather than a legal element, alleged
3 markets may survive scrutiny under Rule 12(b)(6) subject to factual testing by summary judgment
4 or trial.” Id. The Court finds that Plaintiffs’ alleged product and geographic markets are
5 sufficiently plausible to survive a motion to dismiss.

6 Of greater moment, Aetna has only nine percent of the national health insurance market,
7 and Plaintiffs do not allege a higher market share in any of the other markets identified in the
8 Complaint. Typically, with respect to “exclusive dealing, foreclosure levels are unlikely to be of
9 concern where they are less than 30 or 40 percent.” Stop & Shop, 373 F.3d at 68. Plaintiffs
10 allege, however, that the exclusionary effect of Aetna’s agreement with Quest is magnified
11 because “loss of in-network status with respect to as little as 10% of a physician’s patients can
12 cause a laboratory to be dropped from use by the physician completely.” Compl., ¶ 71. By virtue
13 of this dynamic, Plaintiffs allege that Aetna’s exclusion of Quest’s competitors can, by itself, lead
14 to their complete exclusion from the diagnostic testing market.

15 Relying on the Fourth Circuit’s decision in Dickson v. Microsoft Corp., 309 F.3d 193, 210
16 (4th Cir. 2002), Aetna argues that it cannot be held liable for the conduct of physicians, even if
17 Aetna’s agreement leads to the substantial foreclosure of competition. In Dickson, the court
18 observed that “[t]he relevant focus of the § 1 inquiry . . . is the anticompetitive effects of the
19 conspiracy qua conspiracy; therefore, the plaintiff must demonstrate that the conspiratorial
20 agreement itself affected competition in ways that would not have obtained absent the agreement.”
21 Id. (citations omitted) (emphasis added). Plaintiffs do not respond to this argument, choosing
22 instead merely to repeat their claim that “because of how Quest bills for services and due to the
23 existence of bonus pools and other anticompetitive actions and agreements, foreclosure of as little
24 as ten percent of the market prevents a lab from offering any services to a physician, meaning that
25 even ‘small’ conspiracies between Quest and the Payer Defendants have large anticompetitive
26 effects.” Opp., ECF No. 55, p. 21.

27 Plaintiffs fail to explain how the alleged agreement itself affects competition, however. In
28 addition, although they claim that “loss of in-network status with respect to as little as 10% of a

1 physician’s patients can cause a laboratory to be dropped by the physician . . . completely,”
2 Compl., ECF No. 1 ¶ 7, Plaintiffs fail to quantify the actual market effect of this alleged activity –
3 i.e., the percentage of physicians who drop other laboratories, or the percentage of laboratories
4 who are foreclosed from the market -- even in gross terms. Plaintiffs must plausibly allege the
5 substantial foreclosure of competition in the line of commerce affected, and they have not done so.

6 For the foregoing reasons, the Court hereby DISMISSES, with leave to amend, Plaintiffs’
7 first and seventh causes of action for violation of California and federal antitrust law insofar as it
8 relates to vertical agreements between Aetna and Quest.

9 **B. Monopoly, Attempted Monopolization, and Conspiracy to Monopolize**

10 Section two of the Sherman Act applies to “[e]very person who shall monopolize, or
11 attempt to monopolize, or combine or conspire with any other person or persons, to monopolize
12 any part of the trade or commerce among the several States.” 15 U.S.C. § 1. To state a section
13 two monopolization claim, antitrust plaintiffs must allege that (1) the defendant has monopoly
14 power in the relevant market, (2) that the monopoly power was willfully acquired or maintained,
15 and (3) that the plaintiff sustained antitrust injury. United States v. Grinnell Corp., 384 U.S. 563,
16 570–71 (1966). The willful acquisition or maintenance of monopoly power must be
17 “distinguished from growth or development as a consequence of a superior product, business
18 acumen, or historic accident.” Id. Whether monopoly power exists is a question of fact. “Market
19 share is evidence from which the existence of monopoly power may be inferred, but it should not
20 be equated with monopoly power. Blind reliance upon market share, divorced from commercial
21 reality, could give a misleading picture of a firm’s actual ability to control prices or exclude
22 competition.” Hunt-Wesson Foods, Inc. v. Ragu Foods, Inc., 627 F.2d 919, 924 (9th Cir. 1980),
23 cert den’d, 450 U.S. 921 (1981).

24 To state a claim for attempted monopolization, antitrust plaintiffs must allege
25 (1) anticompetitive conduct, (2) a specific intent to monopolize, and (3) a dangerous probability of
26 success. Id. at 925. The elements are the same for a claim for conspiracy to monopolize, except
27 “no particular level of market power or ‘dangerous probability of success’ has to be alleged or
28 proved in a conspiracy claim where the specific intent to monopolize is otherwise apparent from

1 the character of the actions taken.” Id. Defendants move to dismiss Plaintiffs’ section two claims
2 on the grounds that Plaintiffs fail to allege that Quest has monopoly power, or that its conduct
3 produced antitrust injury.

4 Monopoly power is the power to “control prices or exclude competition.” Cost Mgmt.
5 Servs., Inc. v. Washington Natural Gas Co., 99 F.3d 937, 950 (9th Cir. 1996) (quoting Grinnell
6 Corp., 384 U.S. at 571). “[M]arket share, at least above some level, could support a finding of
7 market power in the absence of contrary evidence. Where such an inference is not implausible on
8 its face, an allegation of a specific market share is sufficient, as a matter of pleading, to withstand
9 a motion for dismissal.” Id. (quoting Hunt-Wesson Foods, 627 F.2d at 925).

10 Here, the Complaint alleges that Quest has a seventy percent market share of the outpatient
11 testing market in Northern California, and that nationally it is the dominant diagnostic testing
12 laboratory. In addition, according to the Complaint, Quest has sufficient market power to induce
13 Aetna and BSC to agree to terminate diagnostic testing providers at its behest. The Court finds
14 that those allegations, by themselves, are insufficient to establish that Quest has monopoly power
15 in the relevant markets identified in the Complaint. Plaintiffs’ only market share allegation does
16 not establish Quest’s market share in the actual markets defined by the Complaint.

17 In addition, Plaintiffs fail to allege that Quest willfully acquired or maintained its
18 monopoly power, because there are no allegations regarding Quest’s position in the relevant
19 markets over time. For similar reasons, Plaintiffs have failed to allege that Quest’s allegedly
20 anticompetitive conduct presents a “dangerous probability of success” in monopolizing the
21 relevant markets. Consequently, Plaintiffs’ section two claims against Quest for monopolization
22 and attempted monopolization are insufficiently stated. See Rick-Mik Enterprises, Inc. v. Equilon
23 Enterprises LLC, 532 F.3d 963, 972 (9th Cir. 2008) (“statistics indicating [defendant] is an
24 important player in the petroleum industry” are insufficient to establish market power at pleading
25 stage).

26 Plaintiffs’ section two claim against Quest also fail as a matter of law because Plaintiffs
27 have not adequately alleged antitrust injury. The Complaint alleges that Quest engaged in
28 predatory “loss-leader” pricing by charging capitated rates for physicians below cost in exchange

1 for more lucrative fee-for-service business. In order to state a claim for predatory pricing in
2 violation of the Sherman Act, antitrust plaintiffs must allege (1) that “the prices complained of are
3 below an appropriate measure of its rival’s costs,” and (2) that the predator had “a dangerous
4 probabilit[y] of recouping its investment in below-cost prices.” Weyerhaeuser Co. v. Ross-
5 Simmons Hardwood Lumber Co., Inc., 549 U.S. 312, 318 (2007) (quoting Brooke Group Ltd. v.
6 Brown & Williamson Tobacco Corp., 509 U.S. 209, 211 (1993)). The first prong aims to prevent
7 “allowing recovery for above-cost price cutting because allowing such claims could, perversely,
8 ‘chil[l] legitimate price cutting,’ which directly benefits consumers.” Id. (quoting Brooke Group.,
9 509 U.S. at 223–24). The second prong recognizes that “[i]n order to recoup their losses,
10 [predators] must obtain enough market power to set higher than competitive prices, and then must
11 sustain those prices long enough to earn in excess profits what they earlier gave up in below-cost
12 prices.” Brooke Group, 509 U.S. at 225–26. “These prerequisites to recovery are not easy to
13 establish, but they are not artificial obstacles to recovery; rather, they are essential components of
14 real market injury.” Id. at 226.

15 As to the first prong, Plaintiffs’ describe Quest’s prices as “below cost” without any further
16 detail. The Court need not decide whether this allegation meets the first prong of the Brooke
17 Group test, however, because Plaintiff’s allegations certainly do not meet the second prong:
18 Plaintiffs provide nothing upon which the Court could rest a finding of “dangerous probability of
19 recoument.” Rather than alleging that Quest will eventually recoup its losses from below-cost
20 pricing by setting higher than competitive prices, Plaintiffs allege that Quest is recouping its losses
21 contemporaneously by inducing the referral of Medicare, Medi-Cal, and other “pull-through”
22 business that is charged on a fee-for-service (FFS) basis. Compl., ECF No. 1, ¶ 44. While this
23 alleged arrangement may violate a different law – a determination the Court does not reach here –
24 Plaintiffs have not shown how it produces antitrust injury of the kind that the Sherman Act was
25 designed to avoid: the eventual raising of prices above competitive levels. To the contrary, there
26 is no allegation that Quest is able to raise prices on its FFS business, and the effect of the alleged
27 arrangement on “loss-leader” services would be to keep prices low.

28 The Court finds that Plaintiffs’ allegations are insufficient to state a claim for predatory pricing.

1 Plaintiffs' section two claims against the alleged co-conspirator insurers also fall short of
2 stating a claim. First, because the attempted monopolization and monopolization claims cannot be
3 sustained, a claim for conspiracy to violate section two necessarily fails. Second, although
4 Plaintiffs adequately allege that Aetna and BSC each entered into agreements with Quest, nothing
5 in the Complaint or in Plaintiffs' Opposition attempts to allege a specific intent to monopolize on
6 the part of the insurers. Third, as discussed above, because Plaintiffs have failed to allege
7 anticompetitive effects arising out of the agreements between insurers and Quest, their section two
8 conspiracy claims, which necessarily require a showing of anticompetitive conduct and market
9 power, must fail.

10 For the foregoing reasons, the Court hereby DISMISSES, with leave to amend, Plaintiffs'
11 first, sixth, seventh, and eighth causes of action for monopolization, conspiracy to monopolize,
12 and attempt to monopolize with respect to all Defendants.

13 **C. Unfair Practices Act**

14 Plaintiffs' third cause of action alleges Quest violated California's Unfair Practices Act
15 (UPA), which prohibits (1) selling a product at less than cost for the purpose of injuring
16 competitors or destroying competition, Cal. Bus. & Prof. Code § 17043 (West 2012), and
17 (2) selling a product as a "loss leader," *Id.* § 17044, which is defined in part as selling a product at
18 less than cost to "induce, promote or encourage the purchase of other merchandise," or to "divert
19 trade from or otherwise injure competitors." *Id.* § 17030.

20 Quest moves to dismiss Plaintiffs' third cause of action, arguing that Plaintiffs' allegation
21 that Quest engages in "loss leader" pricing on capitated contracts in exchange for more lucrative
22 fee-for-service business is too conclusory to state a plausible UPA claim. In order to survive a
23 motion to dismiss, a plaintiff asserting a UPA claim must allege "facts tending to show" that a sale
24 in violation of the Act occurred. *Indep. Journal Newspapers v. United W. Newspapers, Inc.*, 15
25 Cal. App. 3d 583, 587 (Cal. Ct. App. 1971). "[T]o satisfy the pleading requirements of section
26 17043, the plaintiff must allege defendant's sales price, its cost in the product and its cost of doing
27 business." *G.H.I.I. v. MTS, Inc.*, 147 Cal. App. 3d 256, 275 (1983), *cited with approval*,
28 *Fisherman's Wharf Bay Cruise Corp. v. Superior Court*, 114 Cal. App. 4th 309, 322 (2003).

1 The Court finds that Plaintiffs have failed to allege the basic elements of their UPA claim.
2 As stated above, the Complaint makes no attempt to allege Quest’s sales prices, costs, or cost of
3 doing business. Instead, it merely alleges that Quest’s capitated rate contracts are provided at
4 "below cost." That allegation alone is insufficient to state a UPA claim. Plaintiffs’ third cause of
5 action is hereby DISMISSED, with leave to amend.

6 **D. Interference with Prospective Economic Advantage**

7 Defendants move to dismiss Plaintiffs’ fourth and fifth causes of action for intentional and
8 negligent interference with prospective economic advantage.

9 To state a claim for intentional interference with prospective economic advantage,
10 plaintiffs must allege “(1) an economic relationship between the plaintiff and some third party,
11 with the probability of future economic benefit to the plaintiff; (2) the defendant's knowledge of
12 the relationship; (3) intentional acts on the part of the defendant designed to disrupt the
13 relationship; (4) actual disruption of the relationship; and (5) economic harm to the plaintiff
14 proximately caused by the acts of the defendant.” Korea Supply Co. v. Lockheed Martin Corp.,
15 29 Cal. 4th 1134, 1153 (Cal. 2003) (internal quotations omitted). To succeed on that claim,
16 Plaintiffs must plead and prove that Defendants’ conduct was “wrongful by some legal measure
17 other than the fact of interference itself.” Della Penna v. Toyota Motor Sales, U.S.A., Inc., 11 Cal.
18 4th 376, 393 (Cal. 1995). “[A]n act is independently wrongful if it is unlawful, that is, if it is
19 proscribed by some constitutional, statutory, regulatory, common law, or other determinable legal
20 standard.” Korea Supply, 29 Cal. 4th at 1159.

21 The fourth cause of action identifies three acts that form the basis of their intentional
22 interference claim: (1) Quest’s alleged predatory and “loss leader” pricing, (2) the alleged
23 conspiracy between Quest and BCBS to change the Blue Plan, and (3) the alleged conspiracy to
24 exclude Plaintiffs from in-network status. As discussed above, Plaintiffs fail adequately to allege
25 the first two predicate unlawful acts. The third simply is not a cognizable claim. Plaintiffs fail to
26 identify which alleged co-conspirators are responsible for excluding it from in-network status.
27 And even if they did, Plaintiffs’ failure to state their claims for violations of antitrust law and the
28 UPA requires dismissal of their intentional interference claim as well, absent the identification of

1 some other unlawful predicate act. Plaintiffs identify none.

2 The fifth cause of action is identical to the fourth except that it asserts negligent, rather
3 than intentional, interference. Thus, for the same reasons identified here, it fails to state a claim.
4 It also must fail because Plaintiffs' Complaint does not allege that any Defendant owed them a
5 duty of care.

6 Accordingly, Plaintiffs' fourth and fifth causes of action are hereby DISMISSED, with
7 leave to amend.

8 **E. Unfair Competition Law**

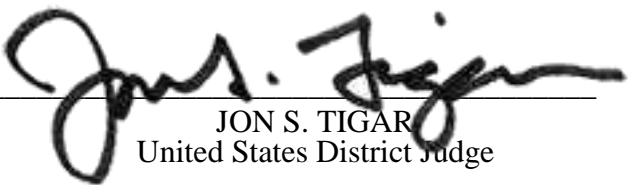
9 Plaintiffs' second cause of action for violation of California's Unfair Competition Law,
10 Cal. Bus. & Prof. Code § 17200, et seq., depends on its substantive antitrust and UPA claims.
11 Plaintiffs' second cause of action is therefore DISMISSED, with leave to amend.

12 **IV. CONCLUSION**

13 For the foregoing reasons, Plaintiffs' Complaint is hereby DISMISSED in its entirety, with
14 leave to amend consistent with the terms of this Order. Plaintiffs shall file their First Amended
15 Complaint within forty-five days of the date of this Order.

16 **IT IS SO ORDERED.**

17 Dated: June 25, 2013

18 
19 _____
20 JON S. TIGAR
21 United States District Judge