

## **Industry Payments Analytics**

konectar KOL Management platform is a one-stop solution for end-to-end KOL Management activities.

konectar HCP-industry Payments Analytics analyses over 78 million payment records of HCPs and provides valuable insights to strategically plan for Key Opinion Leader identification and engagement.

## **Payments Insights and Trends for Merck**

Top 5 Oncology experts engaged by Merck and their competitors (General Payments 2020)

KOL Name		Companies		
Dr. Nisha I. Sainani	<b>Merck</b>	<b>Pfizer</b>	Siemens Medical	Seagen
	\$448,543	\$37,740 <b>●</b>	\$4,340	\$1,600 <b>◆</b>
Dr. Cheryl Ann Sadow	<b>Merck</b>	<b>Pfizer</b>	Medivation	Sanofi US
	\$344,840	\$198,990 <b>●</b>	\$18,820 ◆	\$500 ◆
Dr. George Rachid De Oliveira	<b>Merck</b>	<b>Pfizer</b>	Sanofi US	Cook Medical
	\$156,290	\$74,420 <b>●</b>	\$225	\$12
Dr. Patrick O'Kane	<b>Merck</b> \$150,640			
Dr. Subba R. Digumarthy	<b>Merck</b> \$118,370			

Top 5 competitor products engaged by the top 5 Oncology experts engaged by Merck (General Payments 2020)

