

INDUSTRY PAYMENTS ANALYTICS



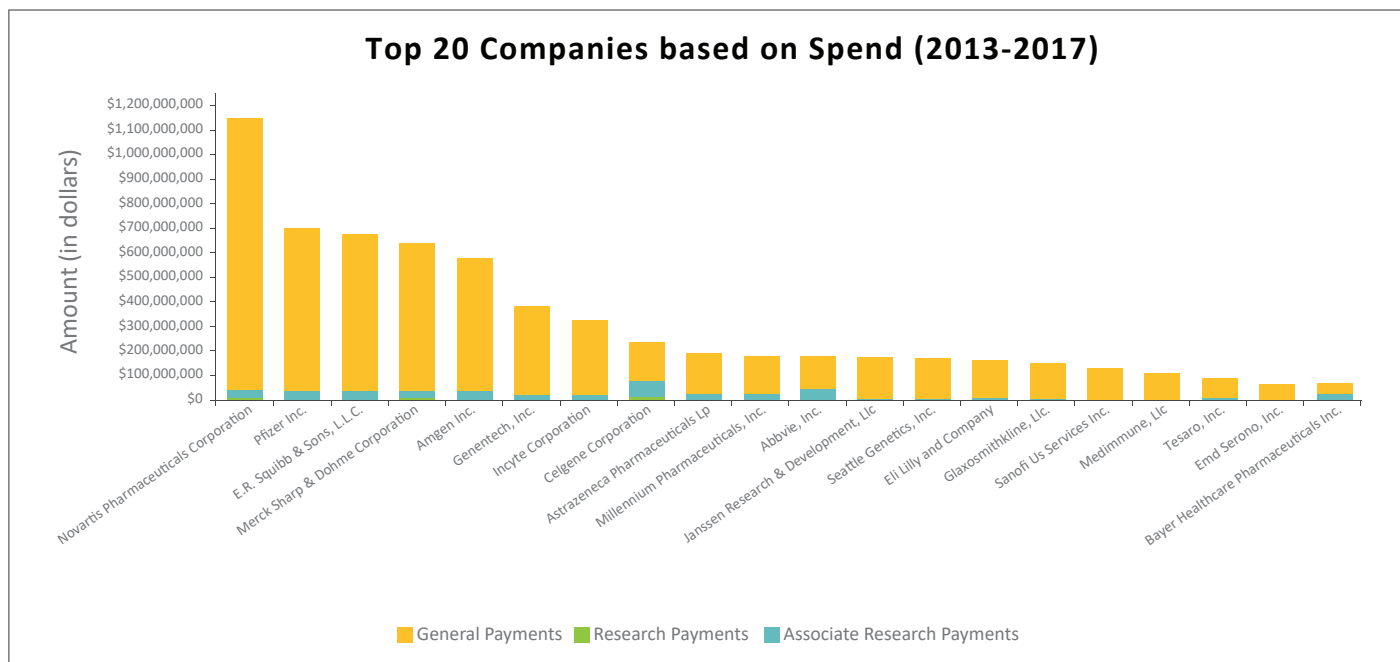
Payments Insights & Trends for Merck

www.aissel.com/konectar/oncology

Industry Overview

Life Sciences companies need to track HCP Payments to get an understanding of average spends on HCPs, competitor affiliations and overall HCP utilization for different engagements. This can provide valuable insights to plan strategic KOL initiatives and engagements. Payments Analytics uses Open Payments data and creates insightful reports around the industry-HCP engagements.

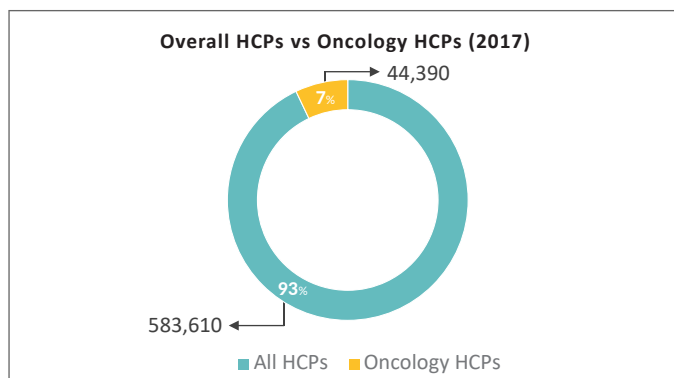
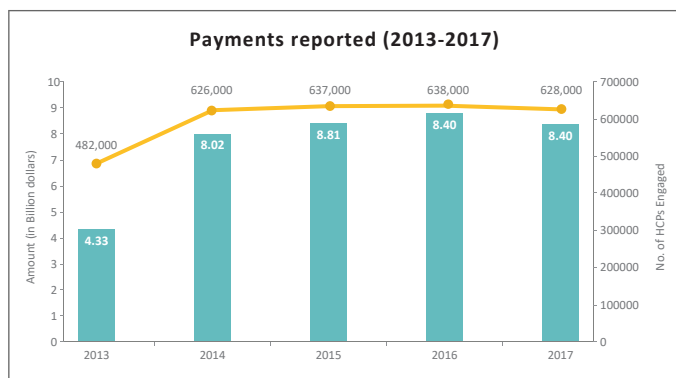
An overview of the top 20 Oncology companies and their spend (2013-2017)



Sunshine Act and its Significance for Life Sciences Companies

The Physician Payments Sunshine Act (PPSA) requires medical product manufacturers to disclose to the Centers for Medicare and Medicaid Services (CMS) any payments or other transfers of value made to physicians or teaching hospitals. It also requires certain manufacturers and group purchasing organizations (GPOs) to disclose any physician ownership or investment interests held in those companies.

Life Sciences companies payments trends (2013-2017)



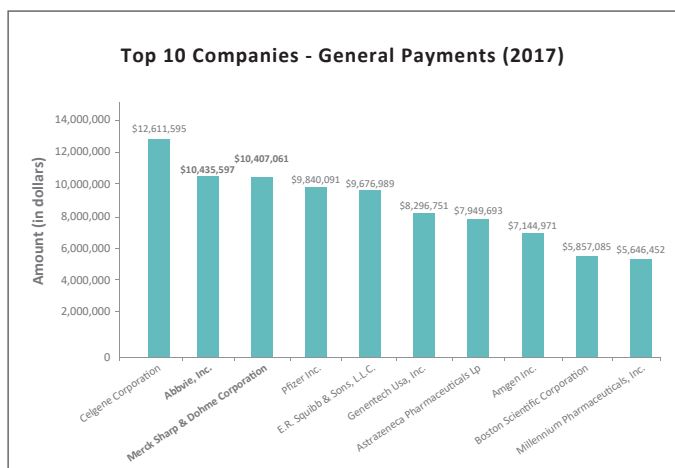
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

25% (\$2 Billion) of the overall Payments was made to 7.6% (44,390) Oncology experts in 2017.

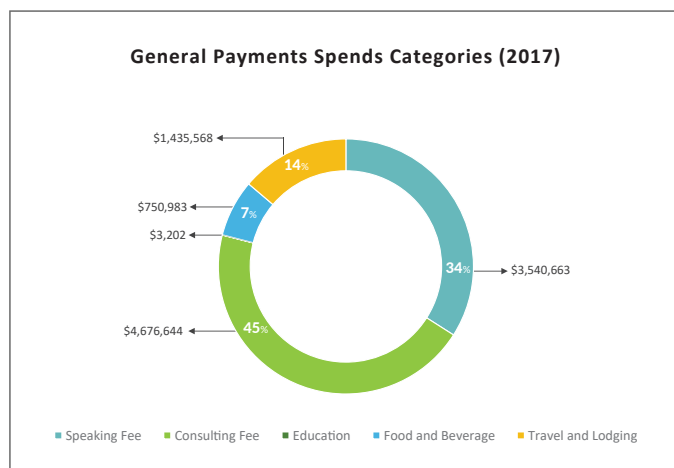
Merck Industry Payments Trends

Merck, a leading global biopharmaceutical company, has been inventing for life, bringing forward medicines and vaccines for many of the world's most challenging diseases. Merck continues to be at the forefront of research to advance the prevention and treatment of diseases that threaten people and communities around the world - including cancer, cardio-metabolic diseases, emerging animal diseases, Alzheimer's disease and infectious diseases including HIV and Ebola.

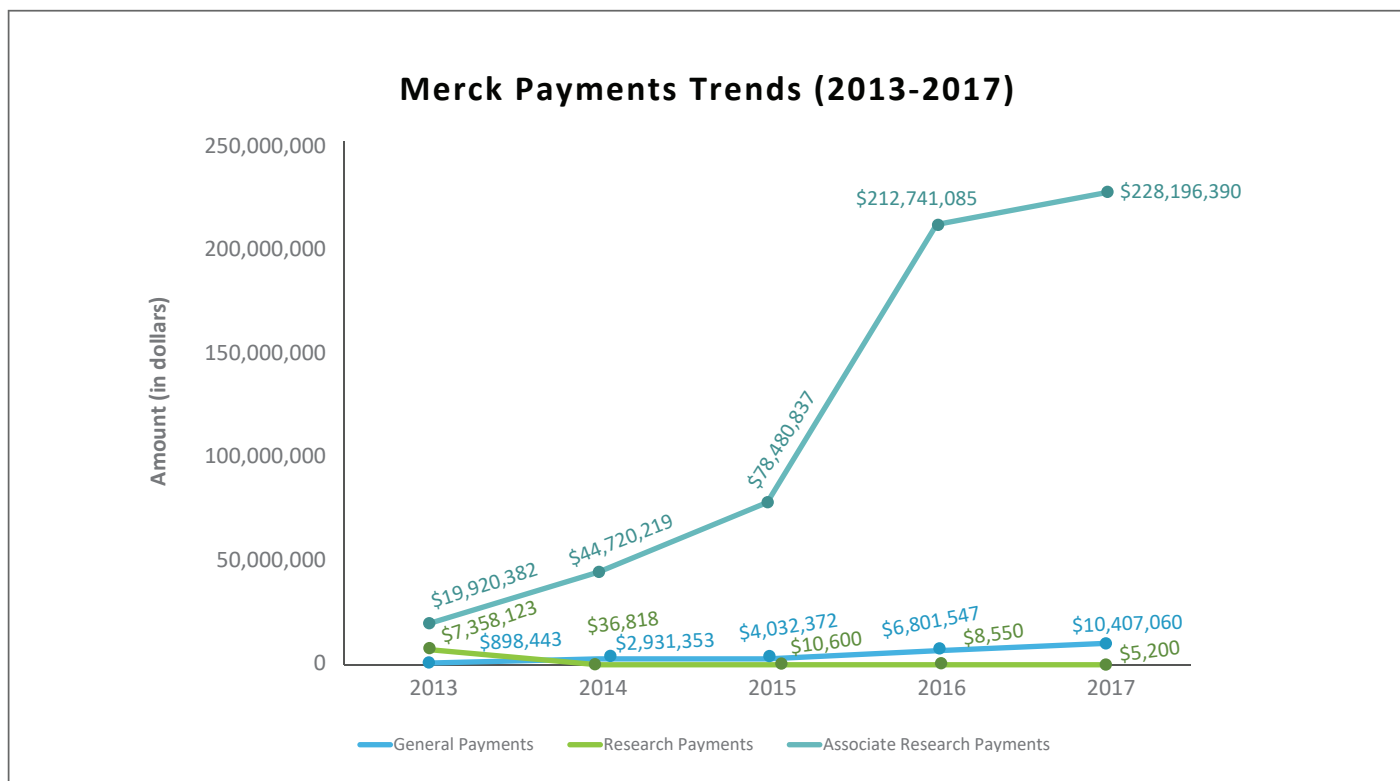
Merck - HCP Engagements Payments Trends (2017)



Merck spent \$10,407,061 on 8,853 Oncology experts (General Payments).



Merck has spent \$3.5mn on Speaking Fee and \$4.6mn as Consulting Fee on Oncology experts in 2017.



In 2017, Merck significantly increased Associate Research Payments on Oncology experts, with 180 new studies initiated in the Oncology space.

Geo Location & Network of Top 20 Oncology Experts Engaged by Merck 2017

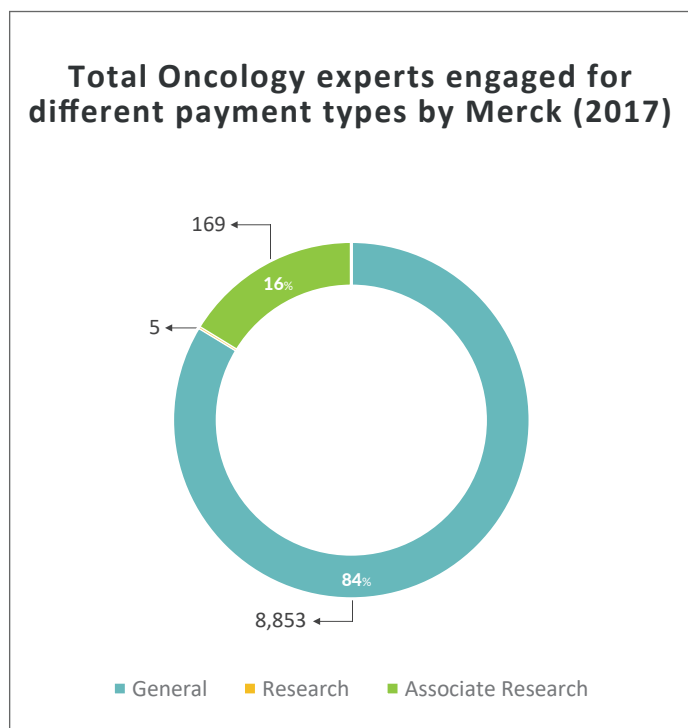
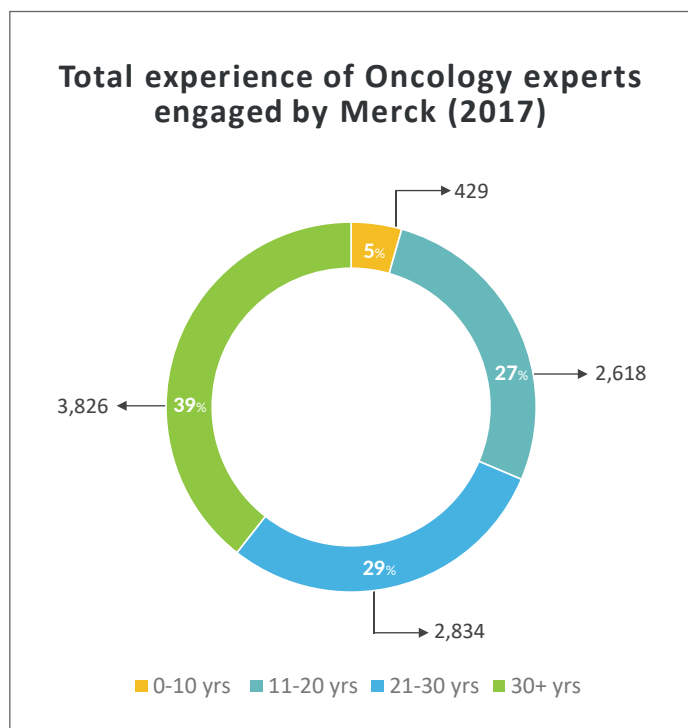


Snapshot of HCP network in Massachusetts

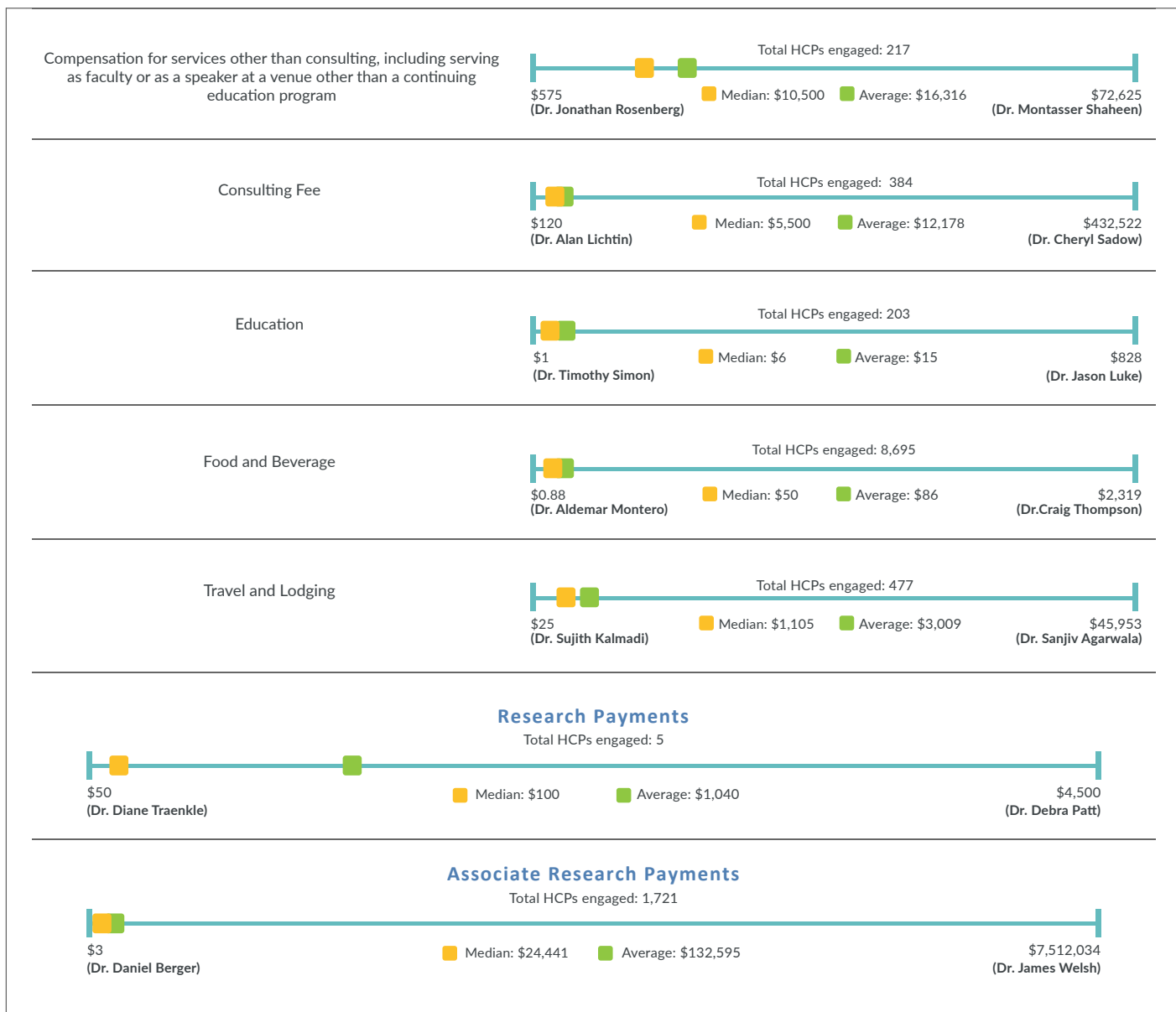
Professional Network and Geo locations of Top 20 Oncology experts engaged by Merck (General Payments 2017).

The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

Merck - Oncology Experts' Experience and Engagement by Payment Types



Merck - Payments across Engagement Types (2017)



Total Oncology experts engaged by Merck for Consulting, Speaking and Research (2017)

- Consulting - 384
- Speaking - 217
- Research - 5

Top 5 Oncology conditions treated by experts engaged by Merck (2017)

- Breast Neoplasms
- Skin Neoplasms
- Ovarian Neoplasms
- Chronic Leukemia
- Endometrial Neoplasms

Competitor View of HCP Engagement

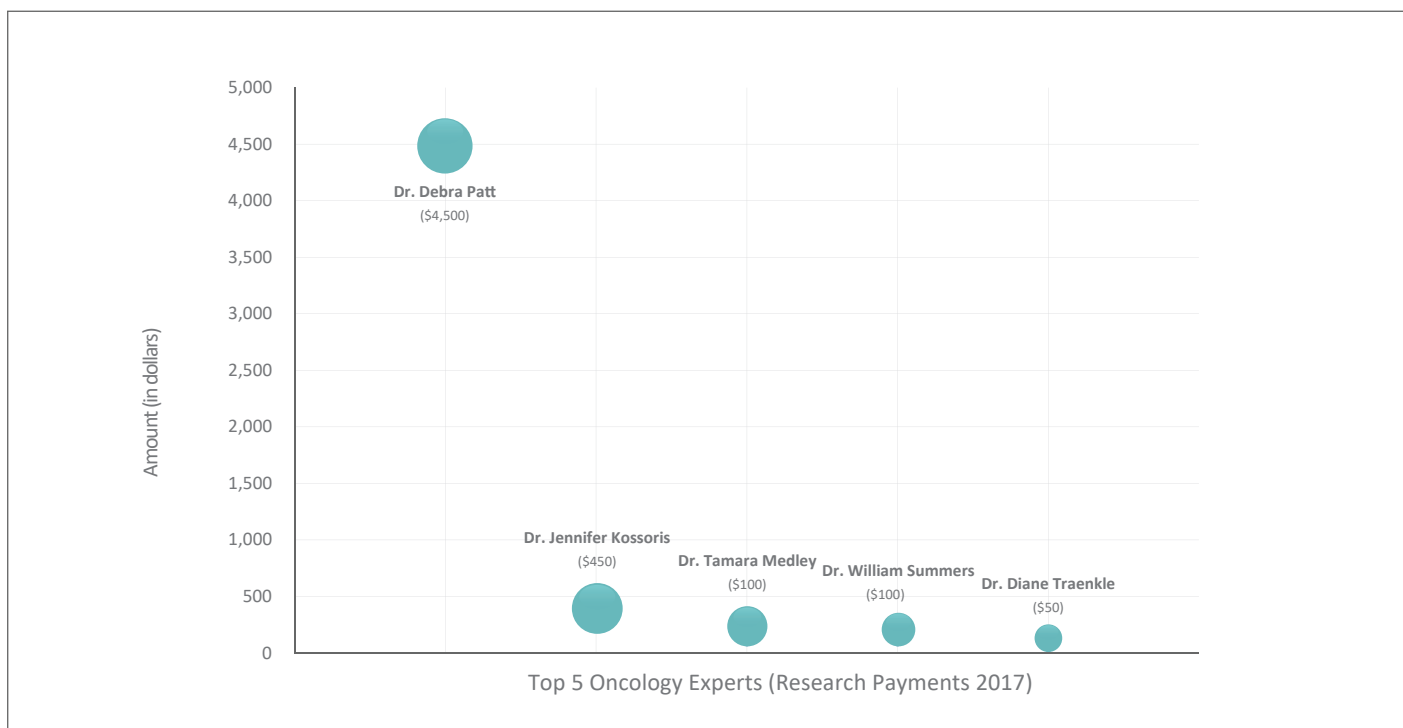
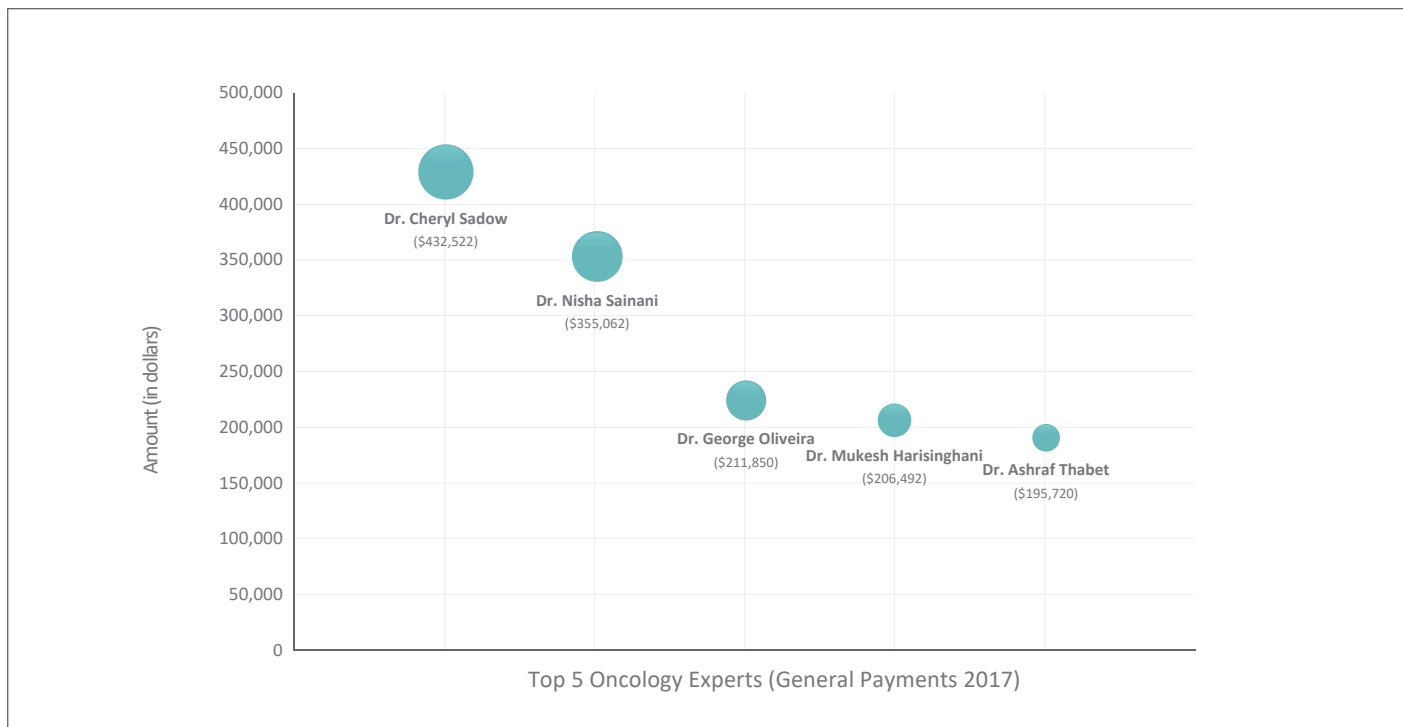
Top 20 Oncology experts engaged by Merck and their competitors (General Payments 2017)

↑ = Paid more than Merck

↓ = Paid less than Merck

No.	HCP Name	Companies				
1	Dr. Cheryl Ann Sadow (Massachusetts)	Merck \$432,522	Pfizer \$200,550 ↓	Medivation \$144,030 ↓	Janssen \$3,440 ↓	
2	Dr. Nisha I Sainani (Massachusetts)	Merck \$355,062	Pfizer \$144,455 ↓	Eisai \$80,980 ↓	Medivation \$29,705 ↓	
3	Dr. George Rachid De Oliveira (Massachusetts)	Merck \$211,850	Pfizer \$17,900 ↓	Eisai \$46,630 ↓	Medivation \$54,250 ↓	
4	Dr. Mukesh G Harisinghani (Massachusetts)	Merck \$206,492	Eisai \$46,700 ↓	Pfizer \$30,456 ↓		
5	Dr. Ashraf Thabet (Massachusetts)	Merck \$195,720	GE Healthcare \$15,722 ↓	Ekos Corporation \$11 ↓		
6	Dr. Vassilios Raptopoulos (Massachusetts)	Merck \$145,560	Eisai \$14,040 ↓	Pfizer \$3,520 ↓		
7	Dr. Subba R Digumarthy (Massachusetts)	Merck \$110,745	Pfizer \$60,000 ↓			
8	Dr. Debra A Gervais (Massachusetts)	Merck \$106,820				
9	Dr. Tanguy Yann Lim-Seiwert (Illinois)	Merck \$101,643	AstraZeneca \$26,245 ↓	E.R. Squibb & Sons \$12,410 ↓	Incyte \$6,116 ↓	Roche Diagnostics \$3,795 ↓
10	Dr. John Wen-Yueh Chen (Massachusetts)	Merck \$96,250				
11	Dr. Garry Choy (Massachusetts)	Merck \$88,130				
12	Dr. Montasser Shaheen (Arizona)	Merck \$86,027	E.R. Squibb & Sons \$62,195 ↓	Genentech \$12,979 ↓		
13	Dr. Donald Barry Boyd (Connecticut)	Merck \$84,794	E.R. Squibb & Sons \$258 ↓	Janssen \$257 ↓	Seattle Genetics \$128 ↓	Bayer \$124 ↓
14	Dr. Sanjiv S Agarwala (Pennsylvania)	Merck \$83,073	Genentech \$6,128 ↓	E.R. Squibb & Sons \$2,787 ↓	Janssen \$70 ↓	Pfizer \$21 ↓
15	Dr. Eric Samuel Nadler (Texas)	Merck \$82,980	Genentech \$83,632 ↑	E.R. Squibb & Sons \$7,767 ↓	Smith & Nephew \$15 ↓	
16	Dr. Luis Hernando Camacho (Texas)	Merck \$82,090	Amgen \$44,102 ↓	Cardinal Health \$2,196 ↓	Pfizer \$369 ↓	Astellas Pharma \$180 ↓
17	Dr. Sanjeev Jain (New York)	Merck \$78,220	Janssen \$100 ↓	AstraZeneca \$21 ↓		
18	Dr. David Carbone (Ohio)	Merck \$75,946	AstraZeneca \$22,658 ↓	Millennium Pharma \$13,227 ↓	E.R. Squibb & Sons \$7,703 ↓	Amgen \$5,615 ↓
19	Dr. Martin Eduardo Gutierrez (New Jersey)	Merck \$72,555	E.R. Squibb & Sons \$27,278 ↓	Sanofi-Aventis \$11,376 ↓	Incyte \$5,792 ↓	Lilly USA \$1,237 ↓
20	Dr. Sammy Saab (California)	Merck \$70,846	Gilead Sciences \$109,251 ↑	Valeant Pharma \$73,970 ↑	Bayer \$42,583 ↓	Abbvie \$35,391 ↓

Merck - Top 5 Oncology Experts (General and Research Payments 2017)



Aissel Technologies specializes in cutting-edge medical Thought Leader solutions. konectar, our KOL Management Platform has the most innovative features built using robust technologies for data analytics and reporting, sophisticated algorithms using machine learning for client-specific KOL identification. With a really cool user interface, users can Discover, Profile and Engage the right medical experts with konectar.

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