

# INDUSTRY PAYMENTS ANALYTICS



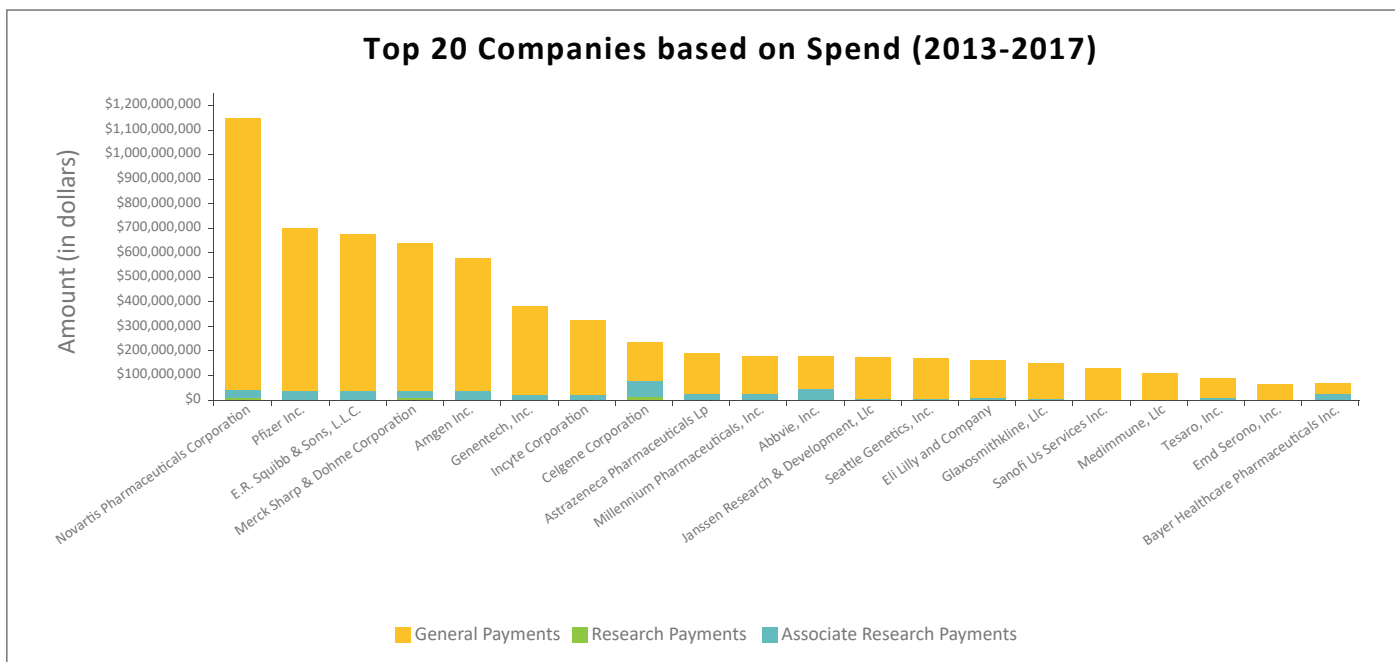
## Payments Insights & Trends for Boston Scientific

[www.aissel.com/konectar/oncology](http://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.

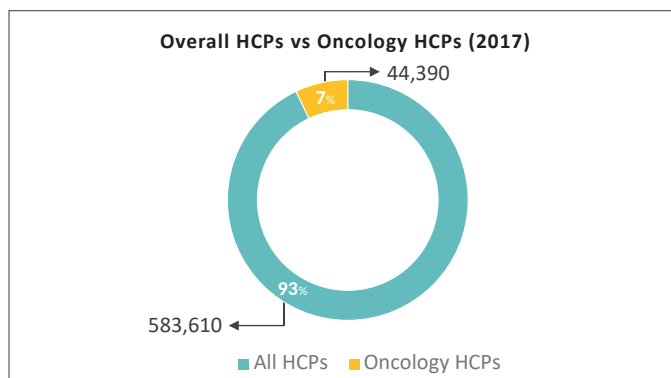
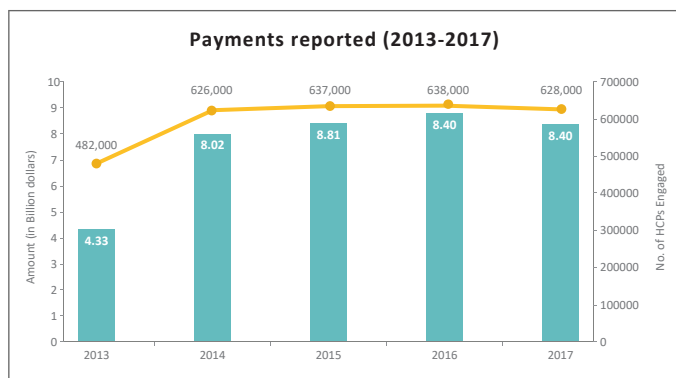
*An overview of the top 20 Oncology companies and their spend (2013-2017)*



## 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)*



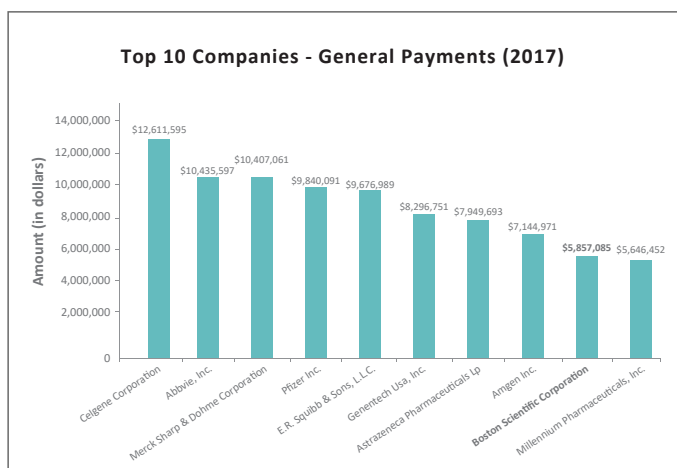
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

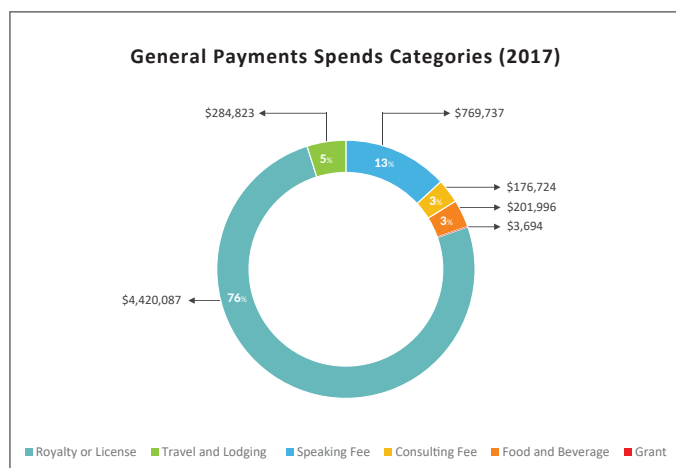
## Boston Scientific Industry Payments Trends

Boston Scientific, a global medical technology leader, manufactures medical devices used in interventional medical specialties, including interventional radiology, interventional cardiology, peripheral interventions, neuromodulation, neurovascular intervention, electrophysiology, cardiac surgery, vascular surgery, endoscopy, oncology, urology and gynecology.

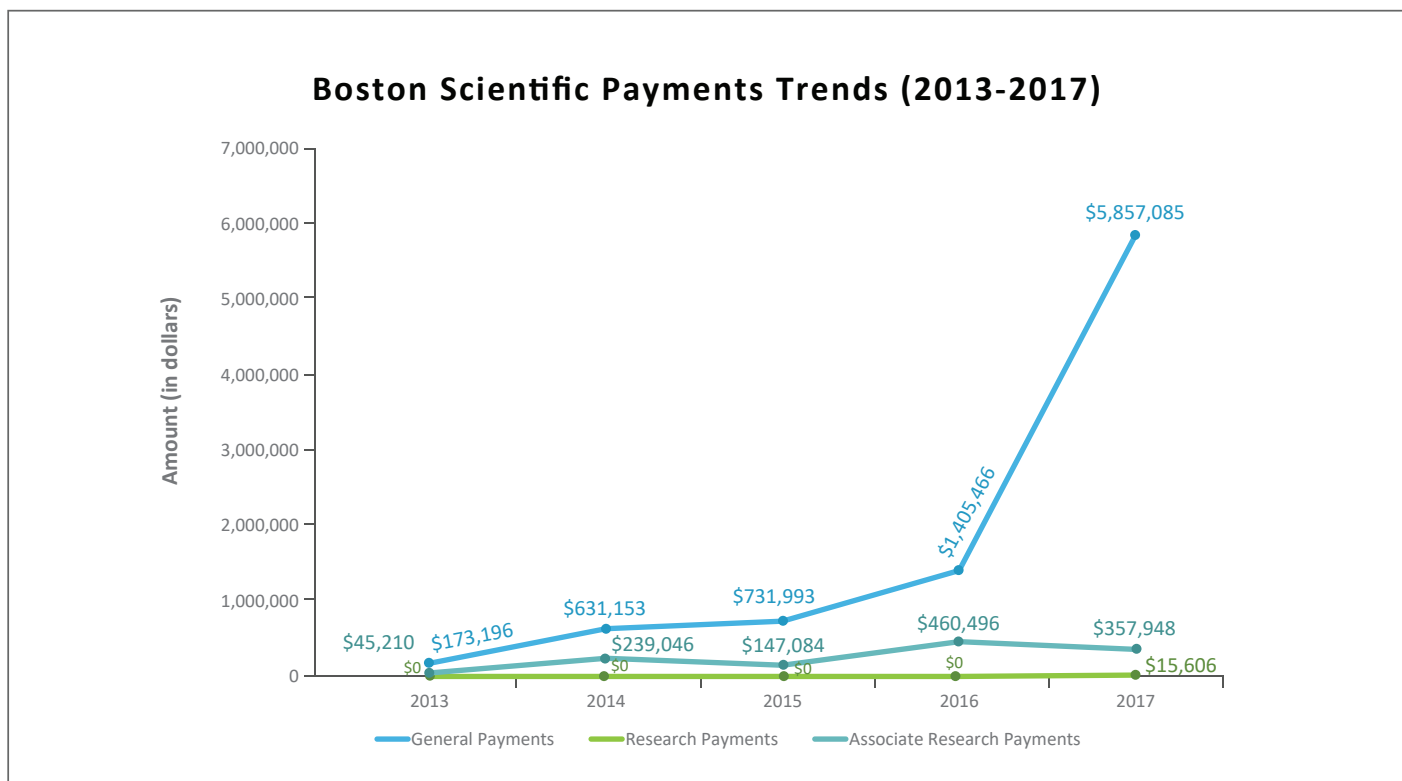
### Boston Scientific - HCP Engagements Payments Trends (2017)



Boston Scientific spent \$5,857,085 on 1,950 Oncology experts(General Payments).

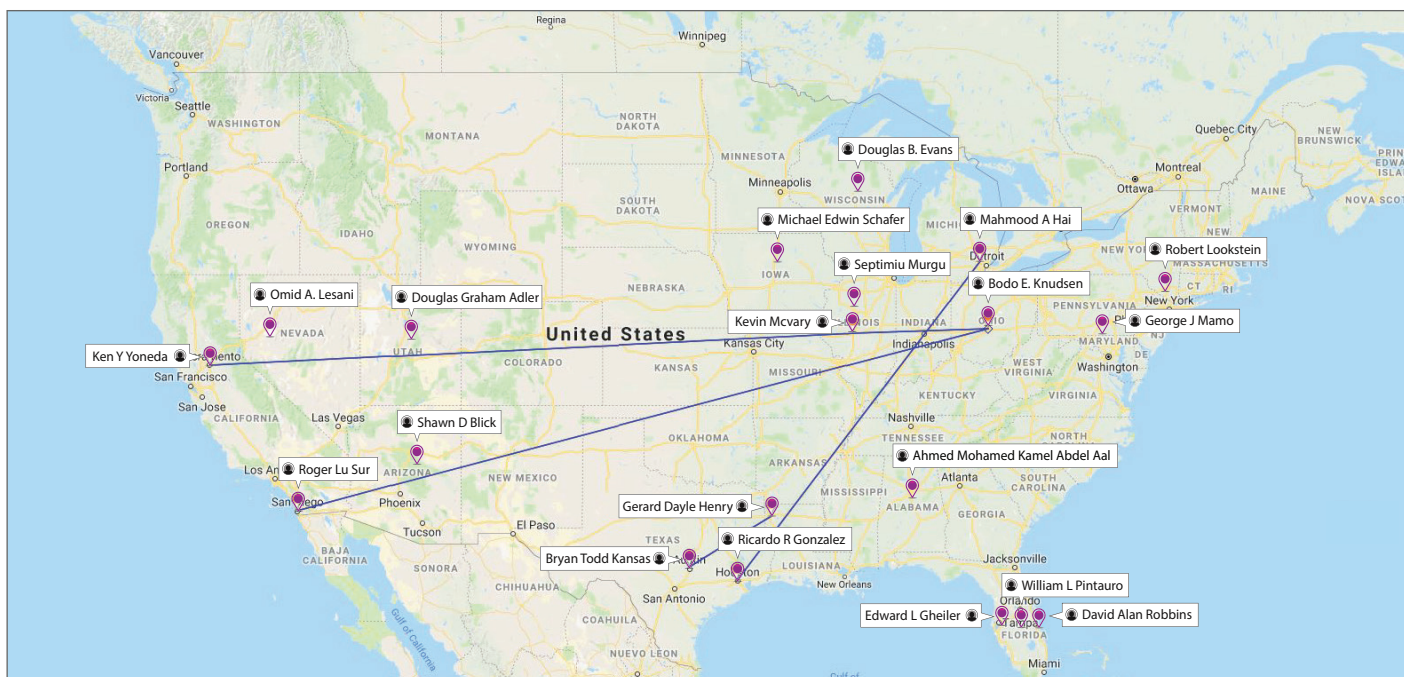


Boston Scientific has spent \$4.4mn as Royalty Fee on 4 Oncology experts in 2017.



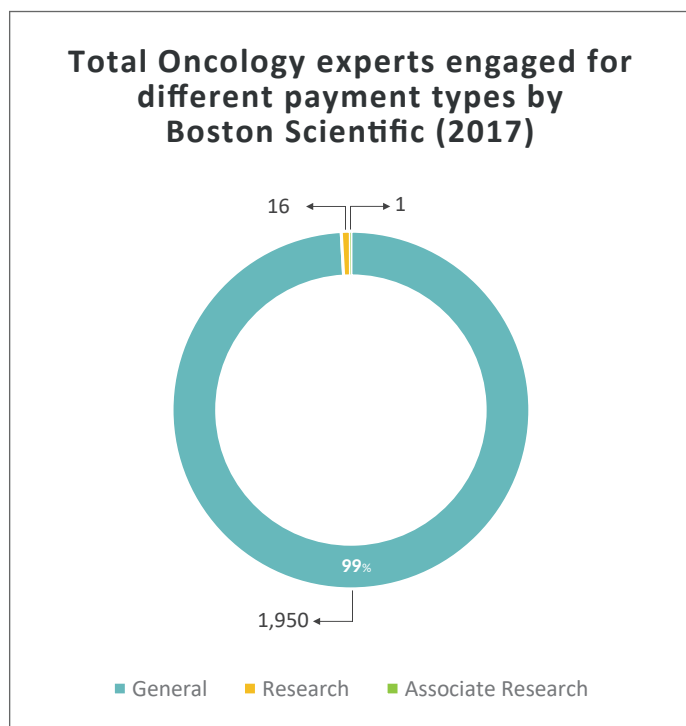
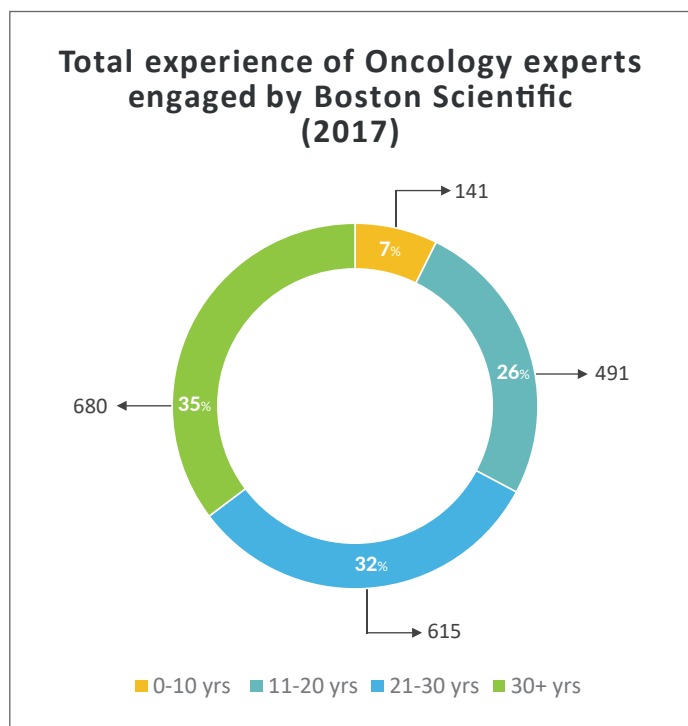
In 2017, Boston Scientific has significantly increased General Payments spends on Oncology experts.

## Geo Location & Network of Top 20 Oncology Experts Engaged by Boston Scientific 2017

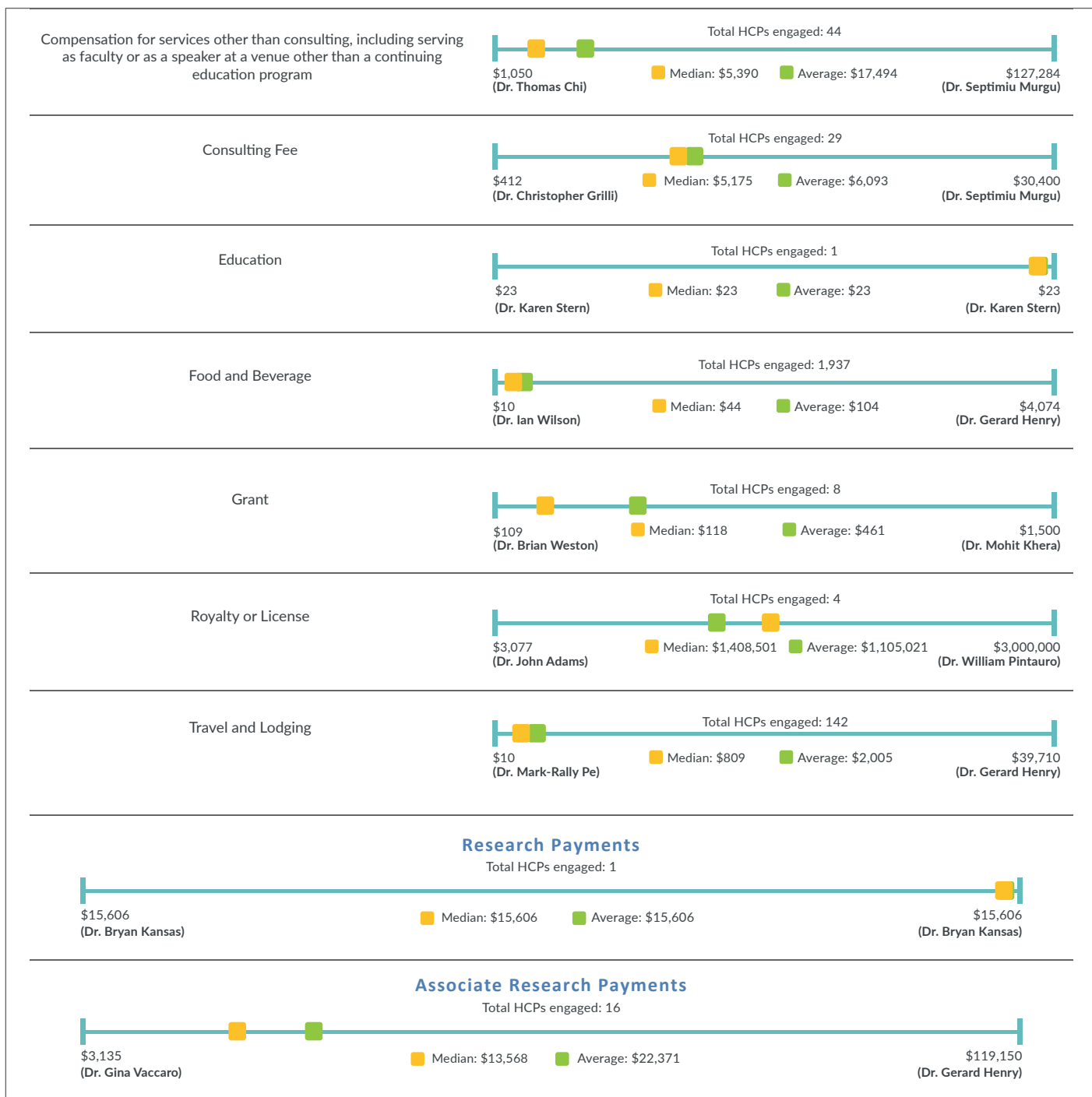


Professional Network and Geo locations of Top 20 Oncology experts engaged by Boston Scientific (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

## Boston Scientific - Oncology Experts' Experience and Engagement by Payment Types



# Boston Scientific - Payments across Engagement Types (2017)



**Total Oncology experts engaged by Boston Scientific for Speaking, Consulting and Research (2017)**

- Speaking - 44
- Consulting - 29
- Research - 01















































































**Top 5 Oncology conditions treated by experts engaged by Boston Scientific (2017)**

- Prostatic Neoplasms
- Breast Neoplasms
- Zollinger-Ellison Syndrome
- Endometrial Neoplasms
- Skin Neoplasms

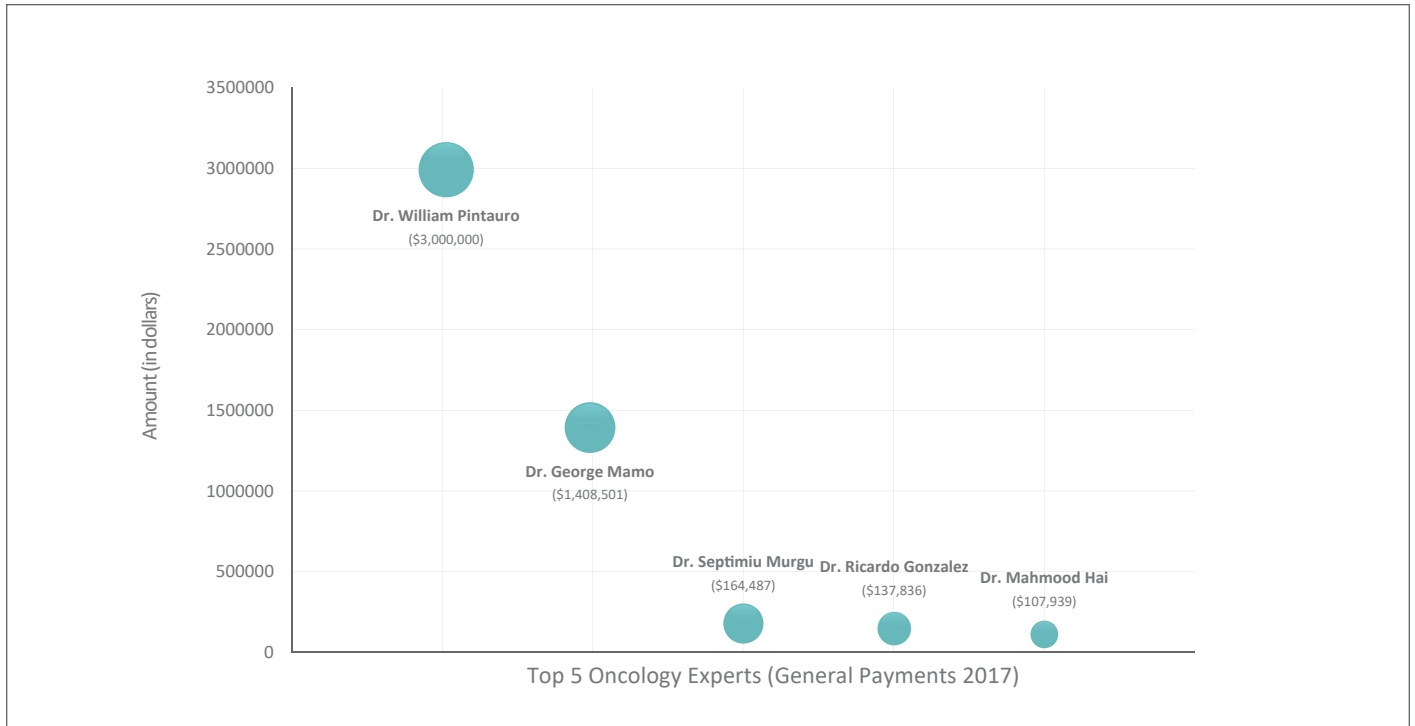
# Competitor View of HCP Engagement

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

 = Paid more than Boston Scientific    
  = Paid less than Boston Scientific

No.	HCP Name	Companies				
1	<b>Dr. William L Pintauro</b> (Florida)	Boston Scientific \$3,000,000	Abbvie \$107 	Astellas Pharma \$46 	Rochester Medical \$21 	Mission Pharmacal \$12 
2	<b>Dr. George J Mamo</b> (Maryland)	Boston Scientific \$1,408,501	Nxthera \$1,448 	Medtronic \$594 	Astellas Pharma \$177 	Janssen \$164 
3	<b>Dr. Septimiu Murgu</b> (Illinois)	Boston Scientific \$164,487	Pinnacle Biologics \$30,211 	Cook Medical \$21,891 	Olympus Corporation \$14,119 	Covidien \$500 
4	<b>Dr. Ricardo R Gonzalez</b> (Texas)	Boston Scientific \$137,836	Nxthera \$7,978 	Allergan \$3,853 	Coloplast \$335 	Medtronic \$233 
5	<b>Dr. Mahmood A Hai</b> (Michigan)	Boston Scientific \$107,939	Astellas Pharma \$131 	Coloplast \$120 	Abbvie \$89 	Dendreon Pharma \$66 
6	<b>Dr. Gerard Dayle Henry</b> (Louisiana)	Boston Scientific \$93,173	Nxthera \$1,638 	Endo Pharma \$470 	Medtronic \$203 	Astellas Pharma \$138 
7	<b>Dr. Bodo E. Knudsen</b> (Ohio)	Boston Scientific \$86,961	C. R. Bard \$5,684 	Cook Medical \$1,050 	Coloplast \$161 	Dendreon Pharma \$120 
8	<b>Dr. Roger Lu Sur</b> (California)	Boston Scientific \$85,482	Retrophin \$18,402 	Cook Medical \$13,470 	Olympus Corporation \$7,975 	Nxthera \$255 
9	<b>Dr. Shawn D Blick</b> (Arizona)	Boston Scientific \$47,014	Coloplast \$1,176 	Neotract \$837 	Endocare \$218 	Endo Pharma \$143 
10	<b>Dr. Douglas Graham Adler</b> (Utah)	Boston Scientific \$39,737	Merit Medical Systems \$24,704 	Abbvie \$19,409 	Olympus Corporation \$8,239 	Pinnacle Biologics \$800 
11	<b>Dr. Bryan Todd Kansas</b> (Texas)	Boston Scientific \$28,672	Pfizer \$162 	Abbvie \$150 	Neotract \$91 	Endo Pharma \$88 
12	<b>Dr. Ahmed Mohamed Kamel Abdel Aal</b> (Alabama)	Boston Scientific \$27,606	Abbott \$15,843 	Bard Peripheral Vascular \$9,753 	Sirtex Medical \$4,159 	Biocompatibles \$149 
13	<b>Dr. Edward L Gheiler</b> (Florida)	Boston Scientific \$21,446	Coloplast \$31,350 	Astellas Pharma \$534 	Cogentix Medical \$197 	Endo Pharma \$174 
14	<b>Dr. Michael Edwin Schafer</b> (Iowa)	Boston Scientific \$20,800	Covidien \$117 	Shire \$43 	Abbvie \$33 	Merck \$30 
15	<b>Dr. David Alan Robbins</b> (Florida)	Boston Scientific \$17,026	Astellas Pharma \$434 	Endo Pharma \$161 	Medivation \$161 	Janssen \$159 
16	<b>Dr. Ken Y Yoneda</b> (California)	Boston Scientific \$16,533	Abbvie \$2,821 	AstraZeneca \$2,242 	Genentech \$14 	
17	<b>Dr. Robert Lookstein</b> (New York)	Boston Scientific \$15,740	Medtronic \$1,204 	Penumbra \$369 	Ethicon \$168 	Sirtex Medical \$107 
18	<b>Dr. Kevin Mcvary</b> (Illinois)	Boston Scientific \$15,180	Olympus Corporation \$11,812 	Nxthera \$8,327 	Neotract \$3,329 	Astellas Pharma \$89 
19	<b>Dr. Douglas B. Evans</b> (Wisconsin)	Boston Scientific \$15,067	Intuitive Surgical \$125 	Ipsen \$124 	Ethicon \$96 	
20	<b>Dr. Omid A. Lesani</b> (Nevada)	Boston Scientific \$14,337	Astellas Pharma \$3,090 	Intuitive Surgical \$1,591 	Ferring Pharma \$336 	Amgen \$119 

## Boston Scientific - Top 5 Oncology Experts (General 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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