

# INDUSTRY PAYMENTS ANALYTICS



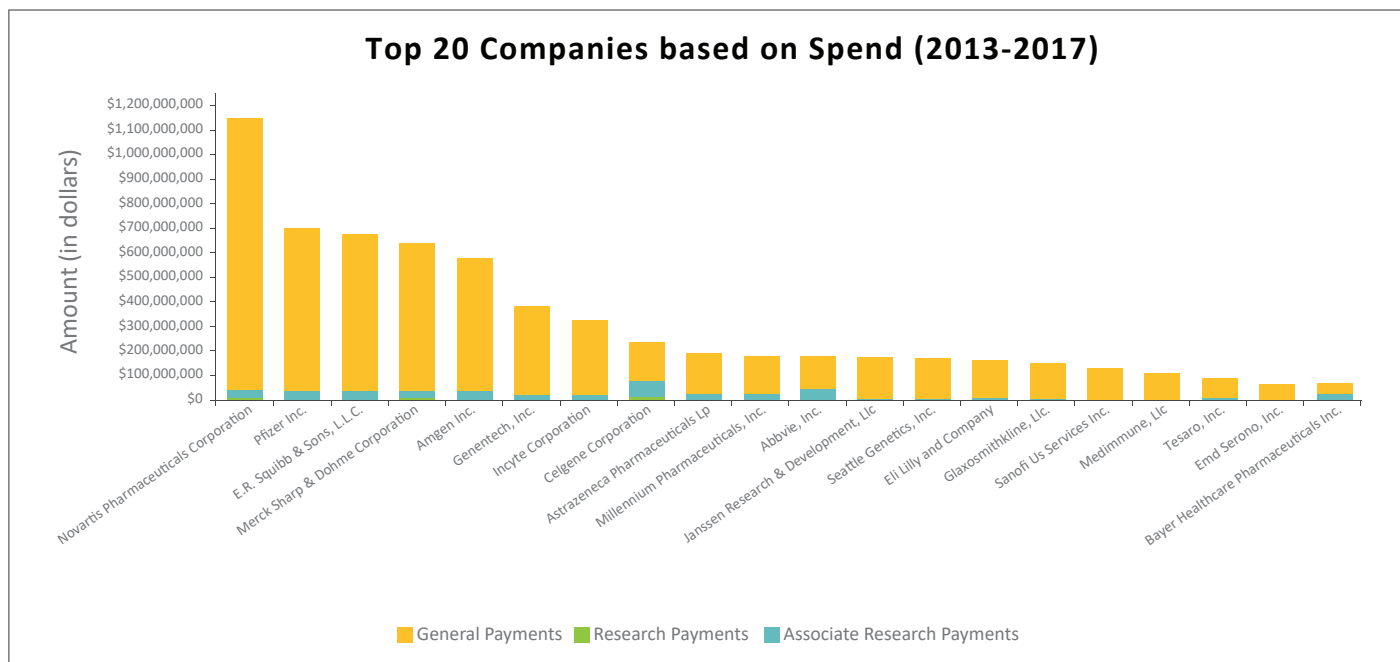
## Payments Insights & Trends for **Amgen**

[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.

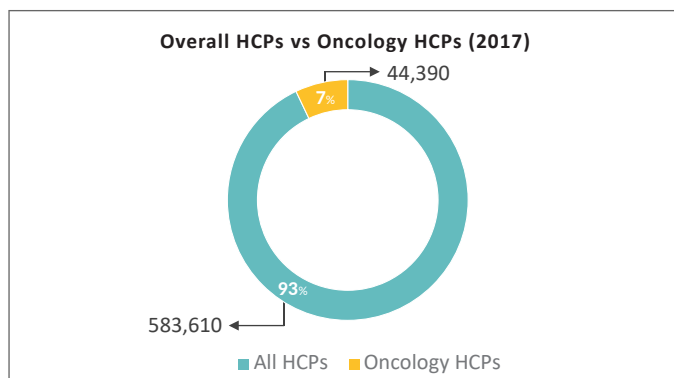
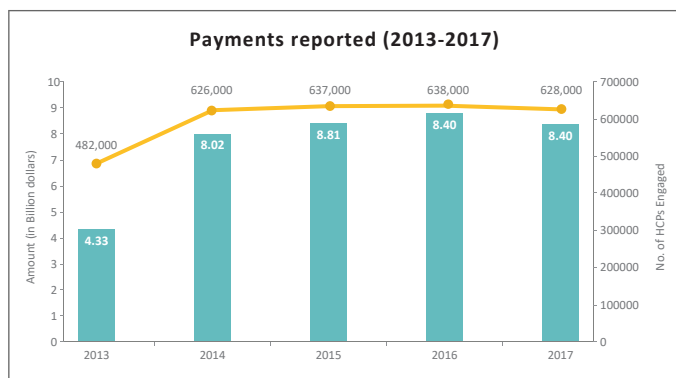
*An overview of the top 20 Oncology companies and their spend (2013-2017)*



## 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)*



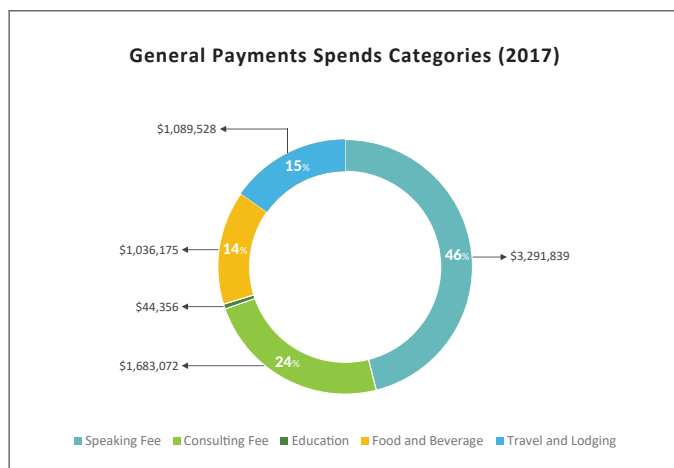
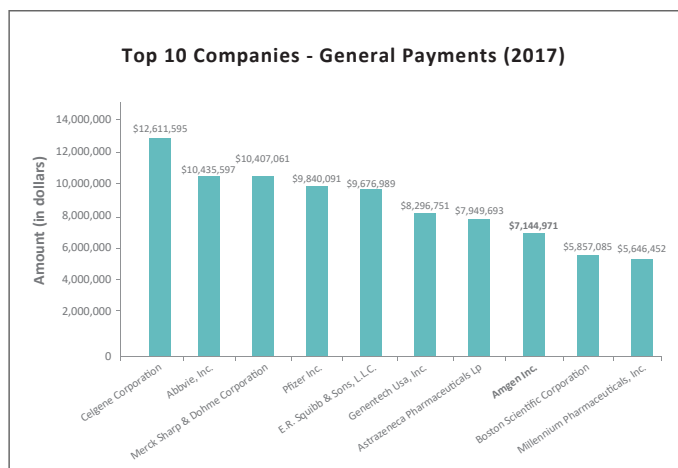
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

## Amgen Industry Payments Trends

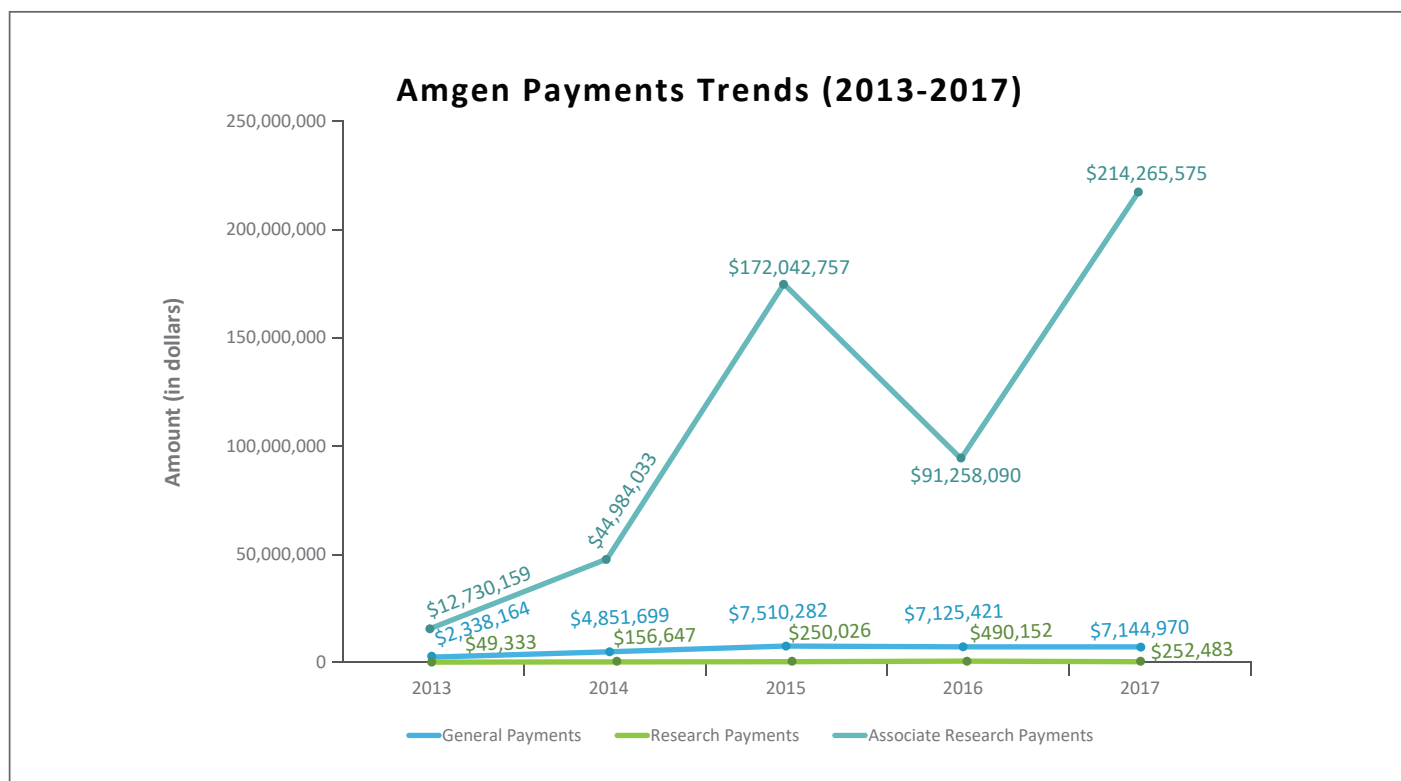
Amgen is a biopharmaceutical company committed to unlocking the potential of biology for patients suffering from serious illnesses by discovering, developing, manufacturing and delivering innovative human therapeutics. Amgen focuses on areas that include Bone Health, Cardiovascular, Hematology /Oncology, Inflammation and Neuroscience. Amgen has grown to be one of the world's leading independent biotechnology companies, has reached millions of patients around the world and is developing a pipeline of medicines with breakaway potential.

### Amgen - HCP Engagements Payments Trends (2017)



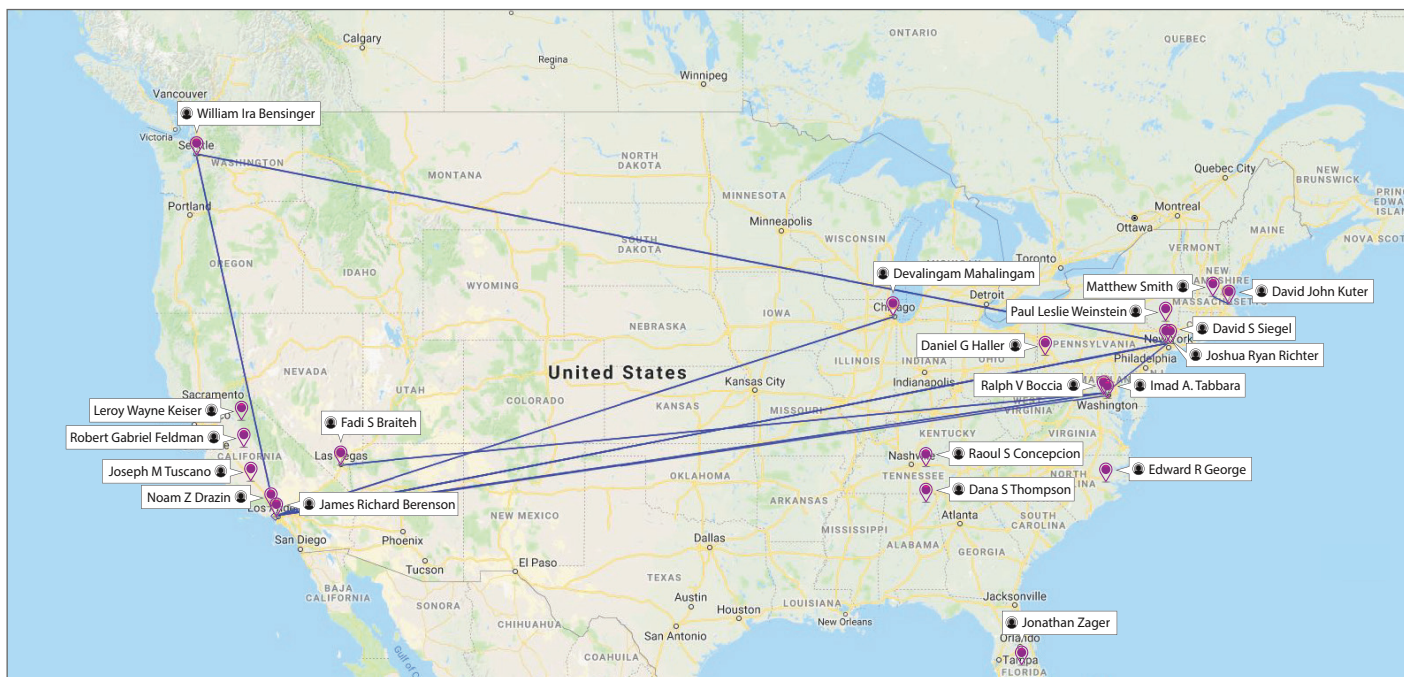
Amgen spent \$7,144,971 on 10,850 Oncology experts (General Payments).

Amgen has spent \$3.2mn on Speaking Fee and \$1.6mn as Consulting Fee on Oncology experts in 2017.



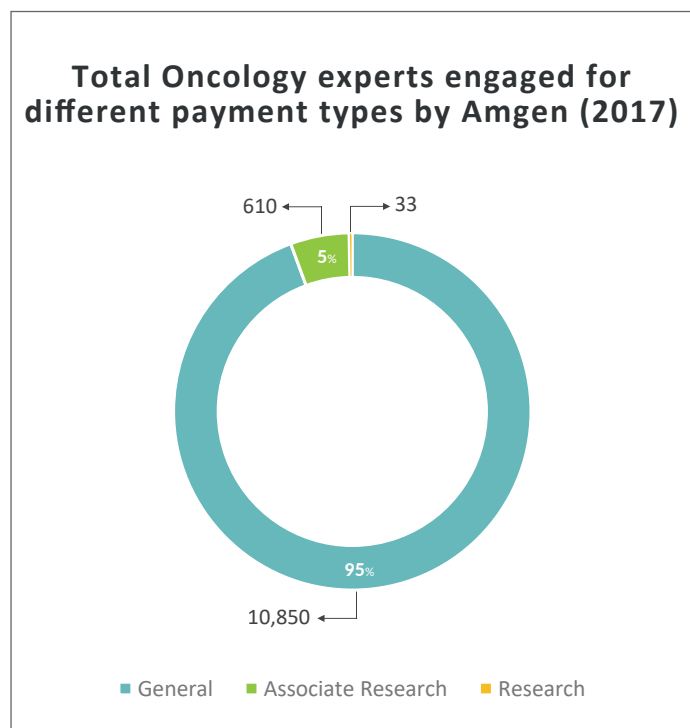
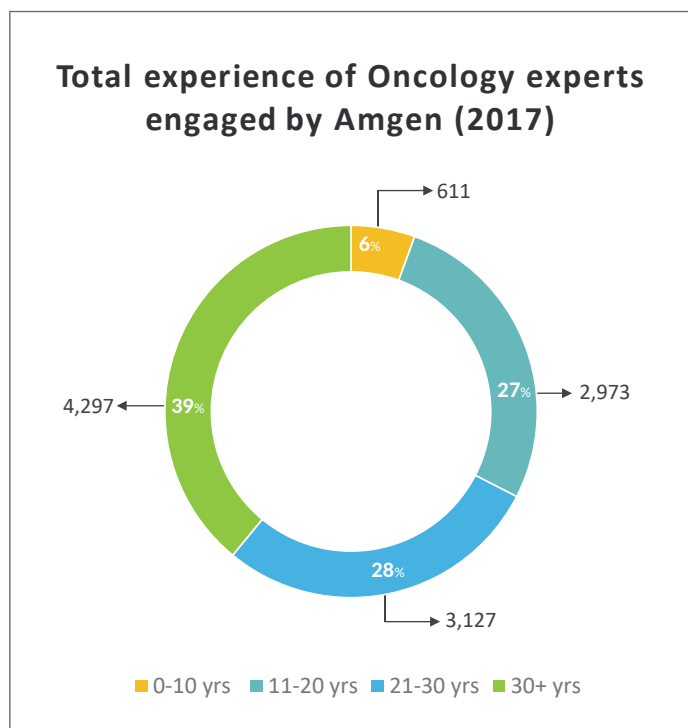
In 2017, Amgen significantly increased Associate Research Payments on Oncology experts, with 88 new studies initiated in the Oncology space.

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

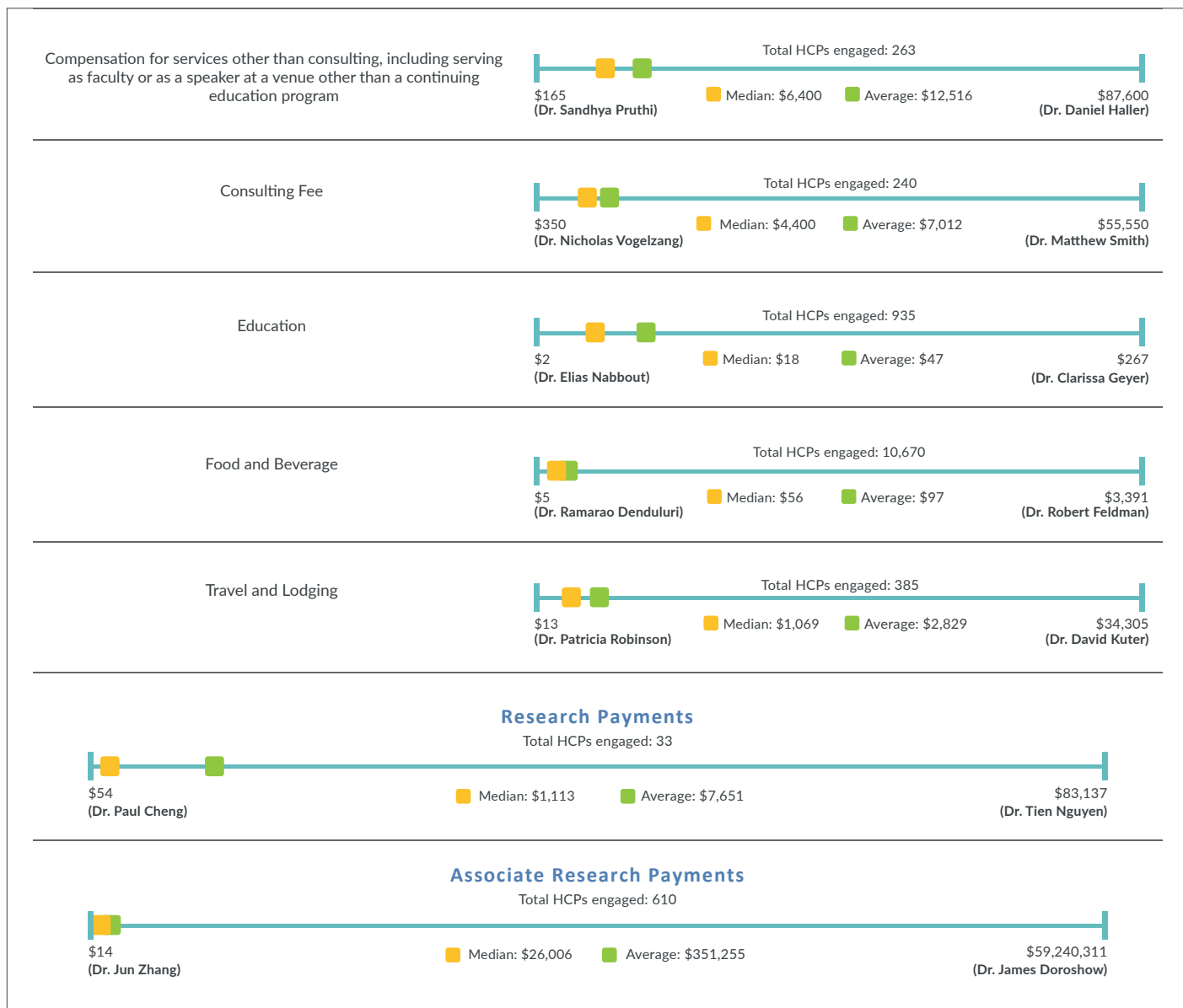


Professional Network and Geo locations of Top 20 Oncology experts engaged by Amgen (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of Oncology Experts.

## Amgen - Oncology Experts' Experience and Engagement by Payment Types



# Amgen - Payments across Engagement Types (2017)



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

- Speaking - 263
- Consulting - 240
- Research - 33

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

- Breast Neoplasms
- Prostatic Neoplasms
- Skin Neoplasms
- Ovarian Neoplasms
- Endometrial Neoplasms

# Competitor View of HCP Engagement

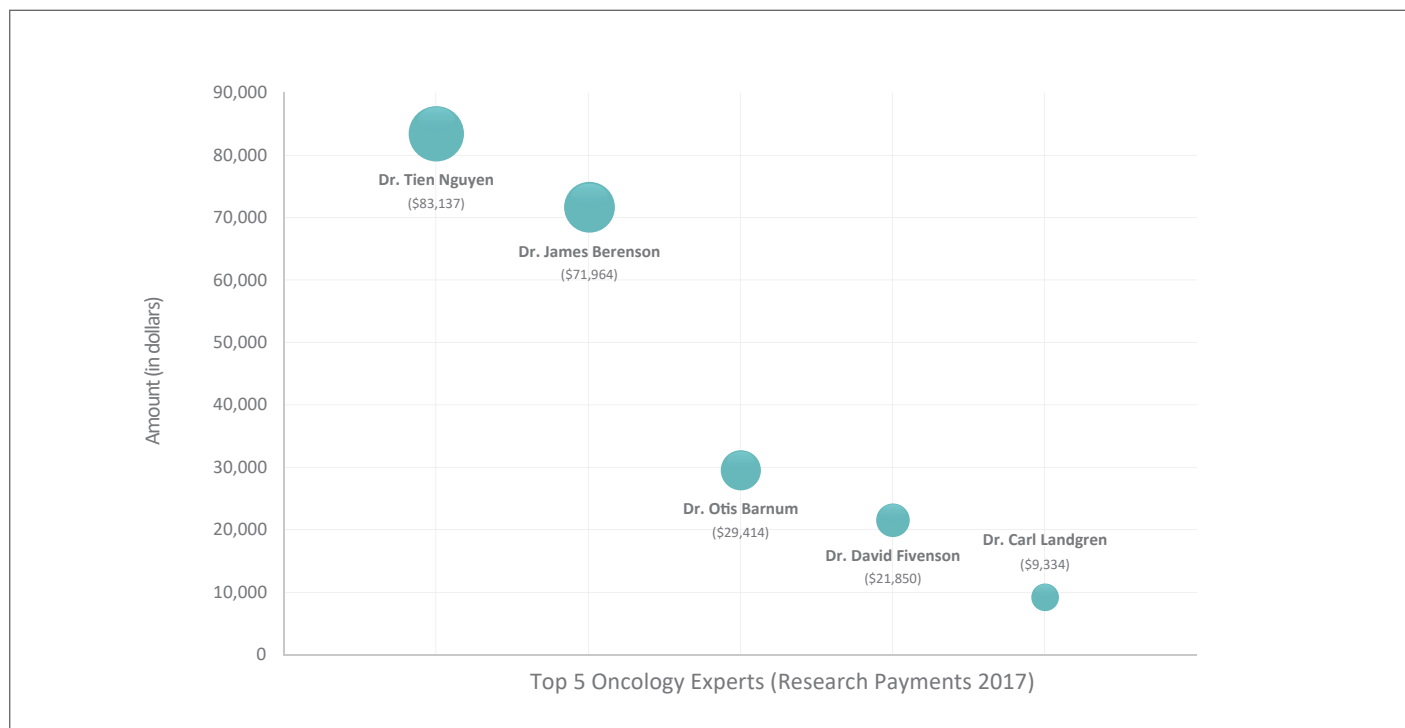
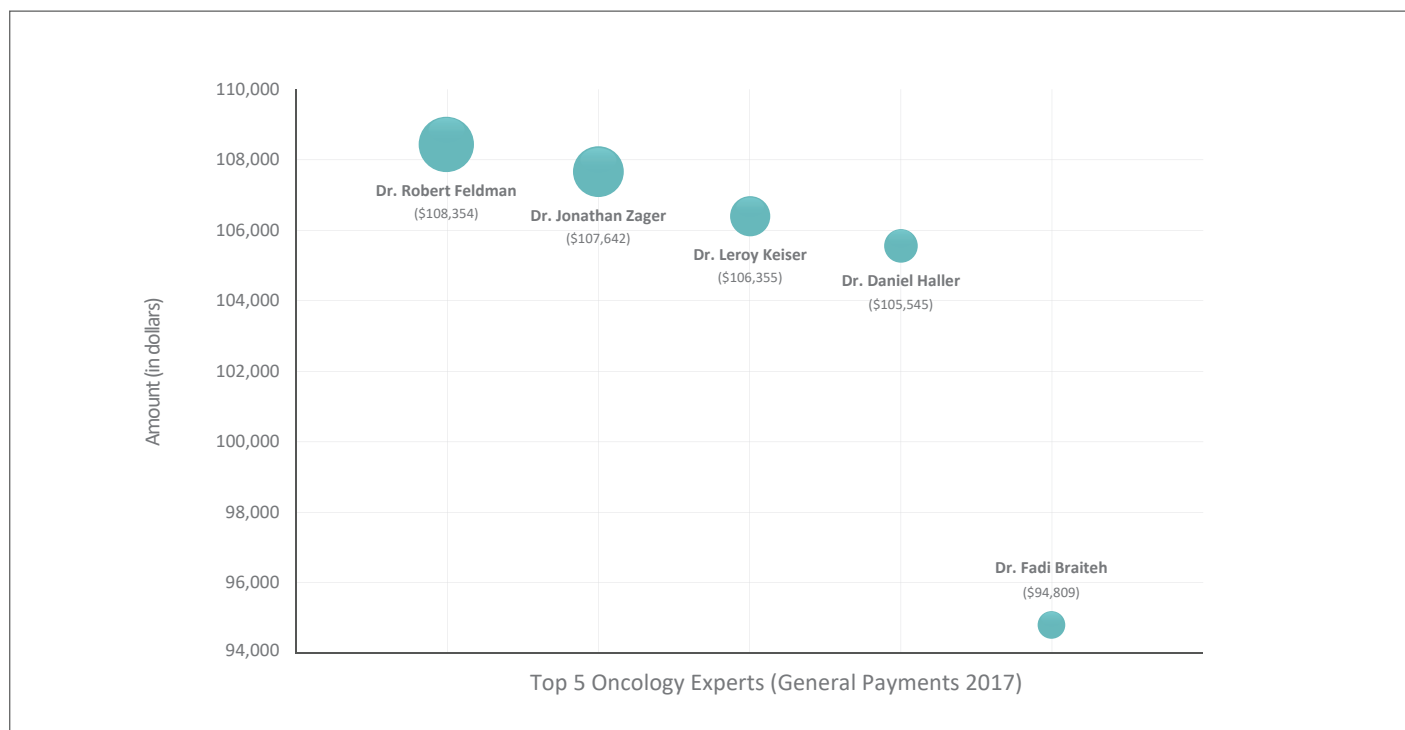
Top 20 Oncology experts engaged by Amgen and their competitors (General Payments 2017)

↑ = Paid more than Amgen

↓ = Paid less than Amgen

No.	HCP Name	Companies					
1	<b>Dr. Robert Gabriel Feldman</b> (California)	Amgen \$108,354	Merck \$28,893 ↓	Janssen \$24,195 ↓	Lilly USA \$4,508 ↓	Roche \$1,672 ↓	
2	<b>Dr. Jonathan Zager</b> (Florida)	Amgen \$107,642	Novadaq \$245 ↓	Allergan \$208 ↓	Merck \$102 ↓		
3	<b>Dr. Leroy Wayne Keiser</b> (California)	Amgen \$106,355	Teva \$47,690 ↓	Taiho Oncology \$8,903 ↓	Lilly USA \$2,057 ↓	AstraZeneca \$111 ↓	
4	<b>Dr. Daniel G Haller</b> (Pennsylvania)	Amgen \$105,545	Taiho Oncology \$73,539 ↓	Genentech \$22,986 ↓	Lilly USA \$19,054 ↓	Merck \$8,845 ↓	
5	<b>Dr. Fadi S Braiteh</b> (Nevada)	Amgen \$94,809	E.R. Squibb & Sons \$137,171 ↑	AstraZeneca \$106,432 ↑	Insys Therapeutics \$91,657 ↓	Genentech \$63,179 ↓	
6	<b>Dr. Paul Leslie Weinstein</b> (Connecticut)	Amgen \$93,360	Lilly USA \$46,814 ↓	Boehringer Ingelheim \$10,231 ↓	Celgene \$7,893 ↓	AstraZeneca \$5,708 ↓	
7	<b>Dr. Ralph V Boccia</b> (Maryland)	Amgen \$86,057	Heron Therapeutics \$268,443 ↑	E.R. Squibb & Sons \$83,097 ↓	Daiichi Sankyo \$55,038 ↓	Celgene \$43,773 ↓	
8	<b>Dr. James Richard Berenson</b> (California)	Amgen \$85,803	E.R. Squibb & Sons \$157,342 ↑	Janssen \$98,765 ↑	Millennium Pharma \$45,995 ↓	Celgene \$38,641 ↓	
9	<b>Dr. Joseph M Tuscano</b> (California)	Amgen \$85,782	Celgene \$65,940 ↓	Seattle Genetics \$24,556 ↓	Gilead Sciences \$4,160 ↓	Pharmacyclics \$93 ↓	
10	<b>Dr. Noam Z Drazin</b> (California)	Amgen \$83,662	AstraZeneca \$49,023 ↓	Lilly USA \$34,041 ↓	E.R. Squibb & Sons \$19,084 ↓	Seattle Genetics \$4,296 ↓	
11	<b>Dr. Dana S Thompson</b> (Tennessee)	Amgen \$83,241	Celgene \$10,270 ↓	Gilead Sciences \$5,318 ↓	Heron Therapeutics \$4,537 ↓	Merck \$106 ↓	
12	<b>Dr. Raoul S Concepcion</b> (Tennessee)	Amgen \$82,784	Astellas Pharma \$97,684 ↑	Dendreon Pharma \$34,100 ↓	Janssen \$6,722 ↓	AstraZeneca \$5,363 ↓	
13	<b>Dr. Joshua Ryan Richter</b> (New Jersey)	Amgen \$81,954	Millennium Pharma \$46,091 ↓	Janssen \$43,017 ↓	E.R. Squibb & Sons \$28,933 ↓	Celgene \$15,183 ↓	
14	<b>Dr. David John Kuter</b> (Massachusetts)	Amgen \$74,378	Shire \$26,587 ↓	Incyte Corp \$4,626 ↓	Bioerativ Therapeutics \$3,490 ↓	Genzyme \$2,172 ↓	
15	<b>Dr. David S Siegel</b> (New Jersey)	Amgen \$73,659	Millennium Pharma \$46,529 ↓	Celgene \$15,875 ↓	Janssen \$5,681 ↓	E.R. Squibb & Sons \$2,255 ↓	
16	<b>Dr. Matthew Smith</b> (Massachusetts)	Amgen \$69,103	Bayer \$21,116 ↓	Janssen \$13,015 ↓	Hexal \$6,591 ↓	Abbvie \$4,215 ↓	
17	<b>Dr. Edward R George</b> (North Carolina)	Amgen \$65,391	Alexion Pharma \$77,178 ↑	Merck \$61,465 ↓	Celgene \$7,369 ↓	Genentech \$324 ↓	
18	<b>Dr. Imad A. Tabbara</b> (District of Columbia)	Amgen \$63,688	Millennium Pharma \$77,740 ↑	Celgene \$53,349 ↓	Genentech \$30,614 ↓	Pharmacyclics \$28,105 ↓	
19	<b>Dr. William Ira Bensinger</b> (Washington)	Amgen \$62,895	Celgene \$117,683 ↑	Millennium Pharma \$43,357 ↓	Janssen \$28,218 ↓	Jazz Pharma \$17 ↓	
20	<b>Dr. Devalingam Mahalingam</b> (Illinois)	Amgen \$58,211	EMD Serono \$54,240 ↓	Genentech \$36,647 ↓	E.R. Squibb & Sons \$21,334 ↓	Bayer \$9,393 ↓	

## Amgen - 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.

### Contact Us

Email : [sales@aissel.com](mailto:sales@aissel.com) | Call : +1 347 966 8181 | Web : [www.aissel.com/konectar/oncology](http://www.aissel.com/konectar/oncology)