

## 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.

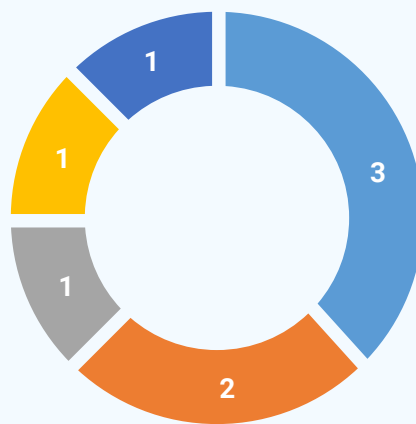
### Payments Insights and Trends for Merck

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

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

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

### Top 5 Products Discussed



■ Bavencio | 
 ■ Xtandi | 
 ■ Talzenna | 
 ■ Lorbrena | 
 ■ Ibrance

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