

INDUSTRY PAYMENTS ANALYTICS



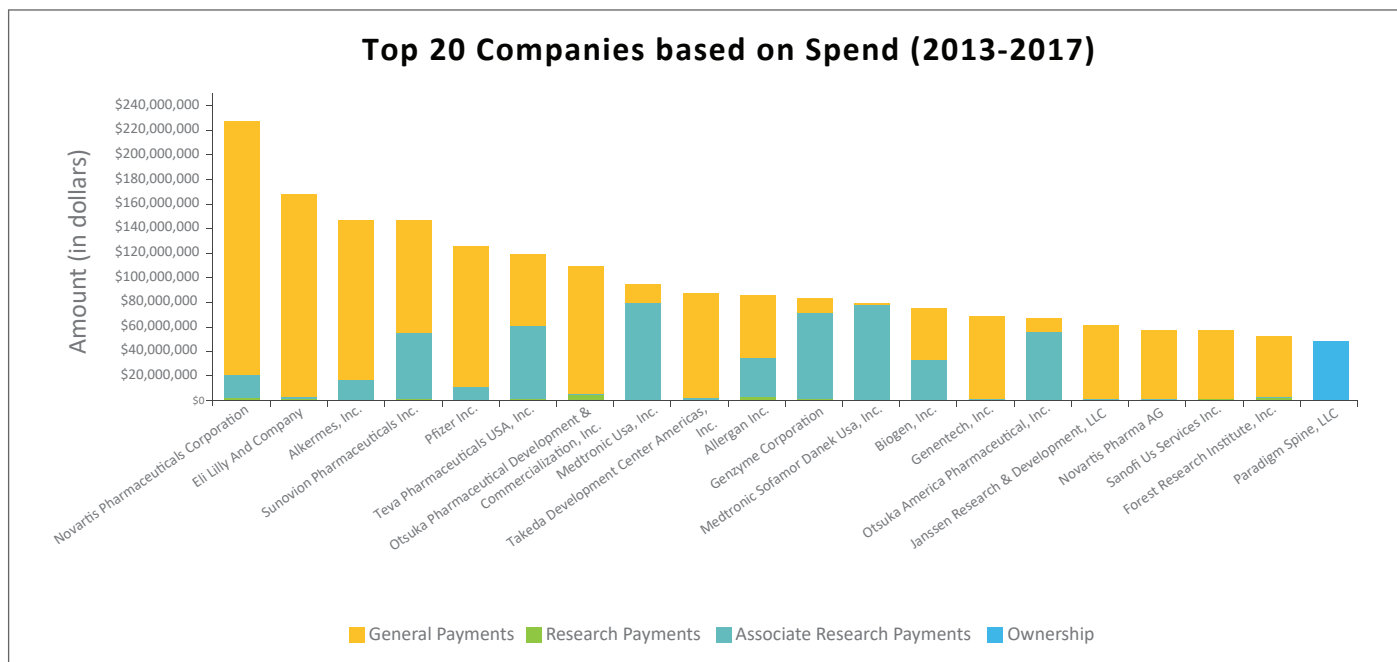
Payments Insights & Trends for Alkermes

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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.

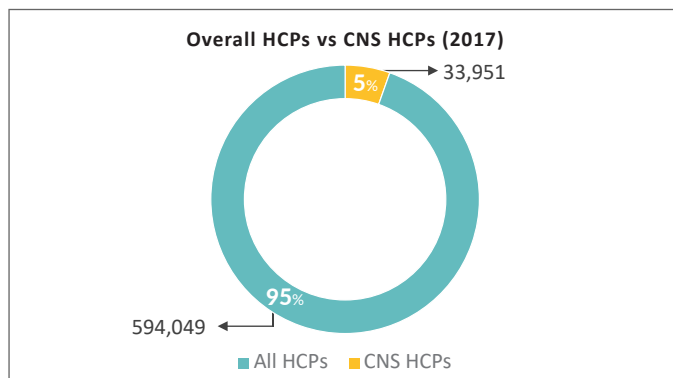
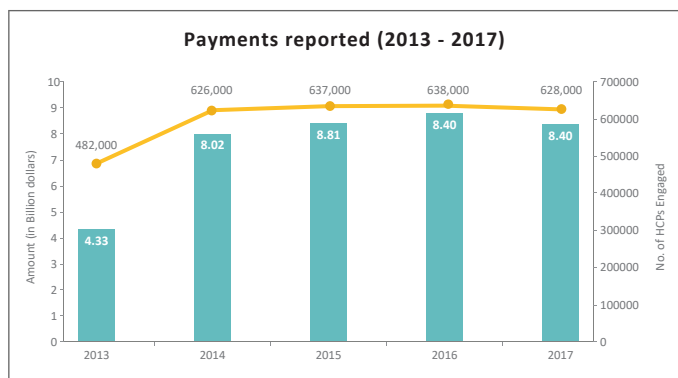
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



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)



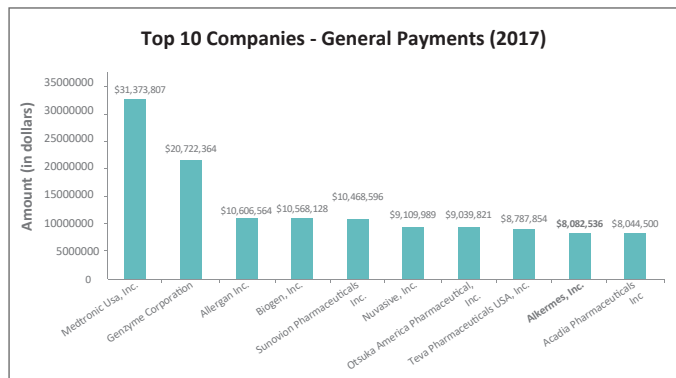
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

8.6% (\$725 million) of the overall Payments was made to 5.4% (33,951) CNS experts in 2017.

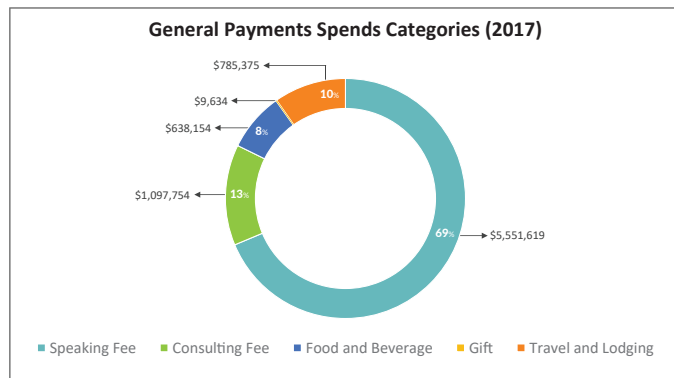
Alkermes Industry Payments Trends

Alkermes is a fully integrated, global biopharmaceutical company developing innovative medicines for the treatment of central nervous system (CNS) diseases. The company has a diversified commercial product portfolio and a substantial clinical pipeline for chronic diseases that include schizophrenia, depression, addiction and multiple sclerosis.

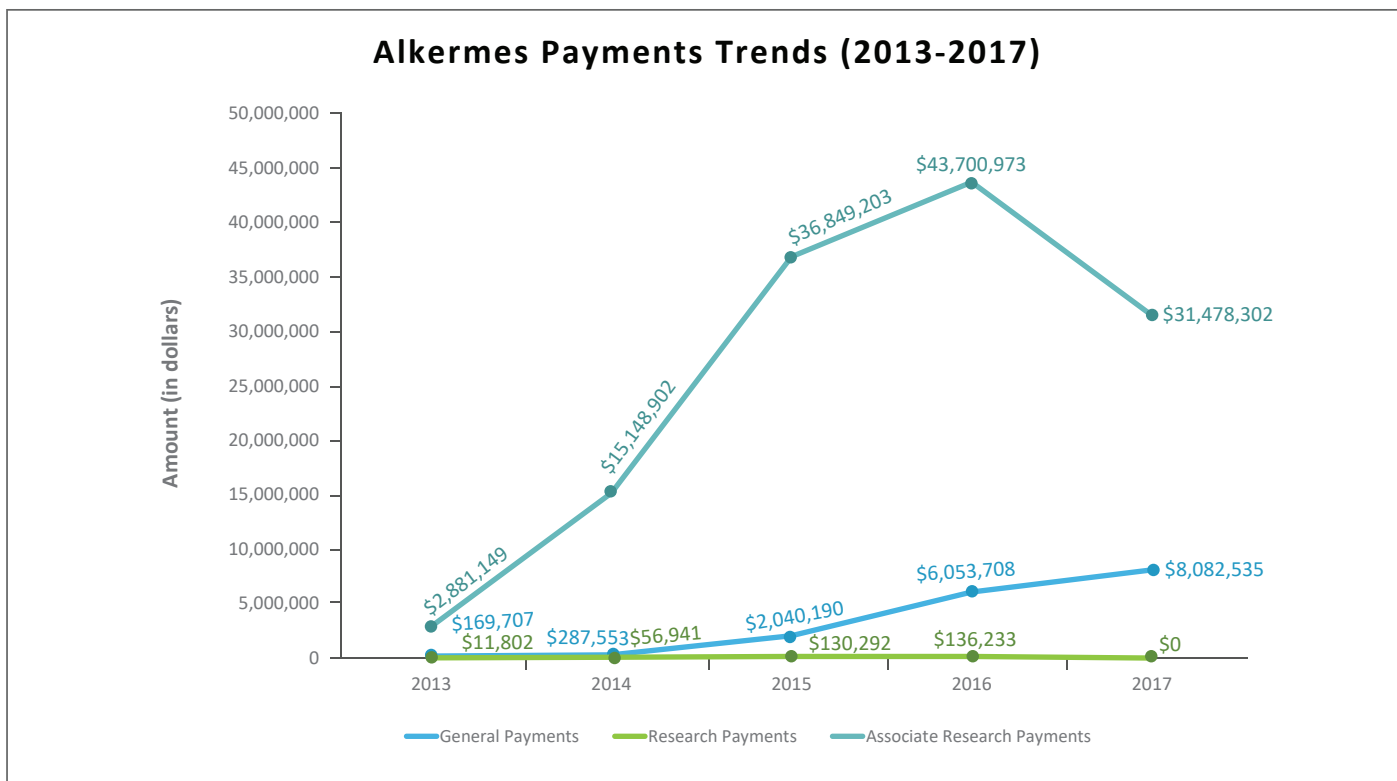
Alkermes - HCP Engagements Payments Trends (2017)



Alkermes spent \$8,082,536 on 5,872 CNS experts (General Payments).

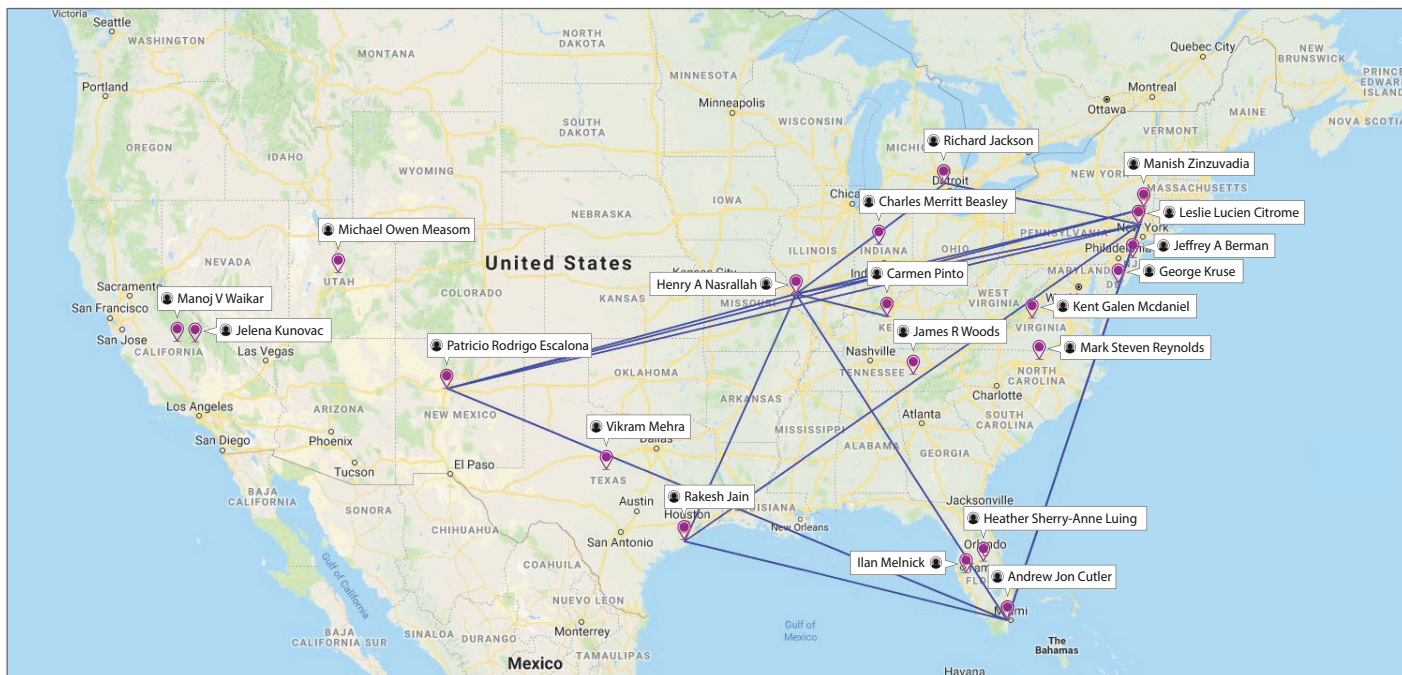


Alkermes has spent \$5.5mn on Speaking Fee and \$1mn as Consulting Fee on CNS experts in 2017.



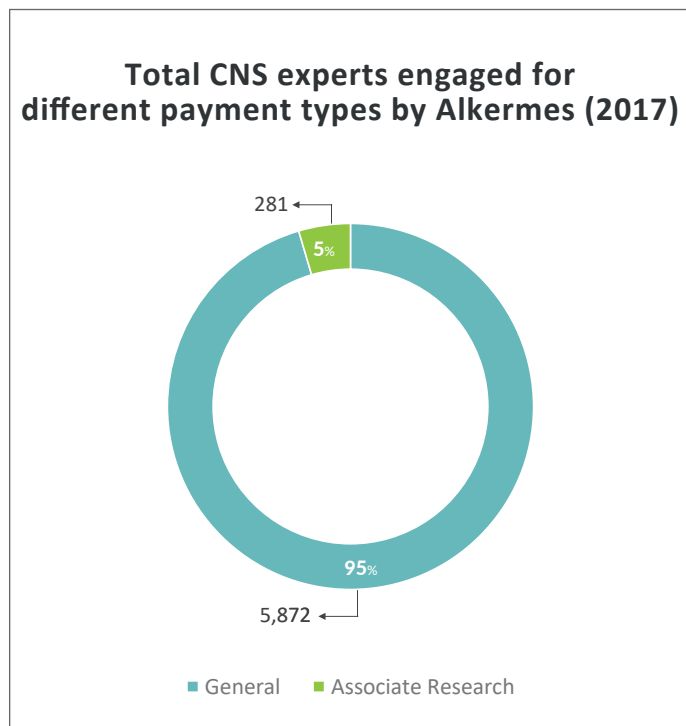
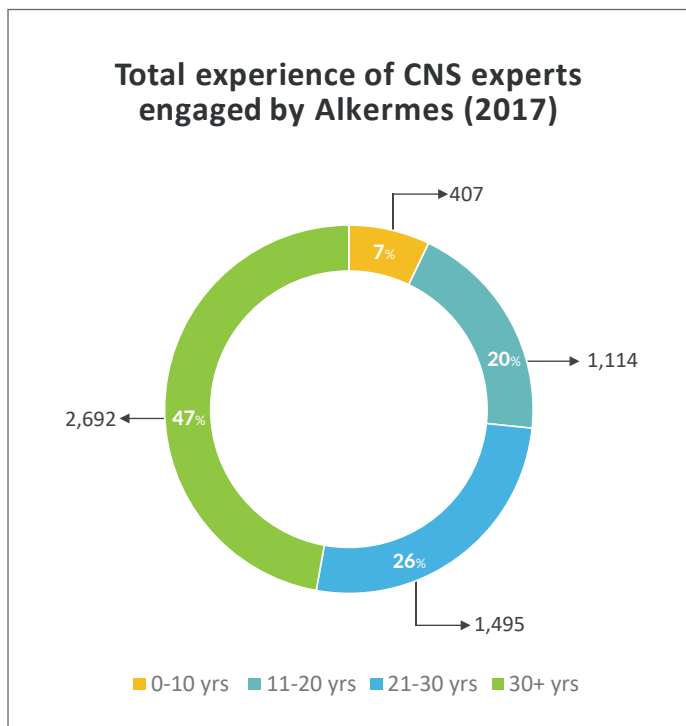
In 2017, Alkermes made a 33% increase in General Payments on CNS experts.

Geo Location & Network of Top 20 CNS Experts Engaged by Alkermes 2017

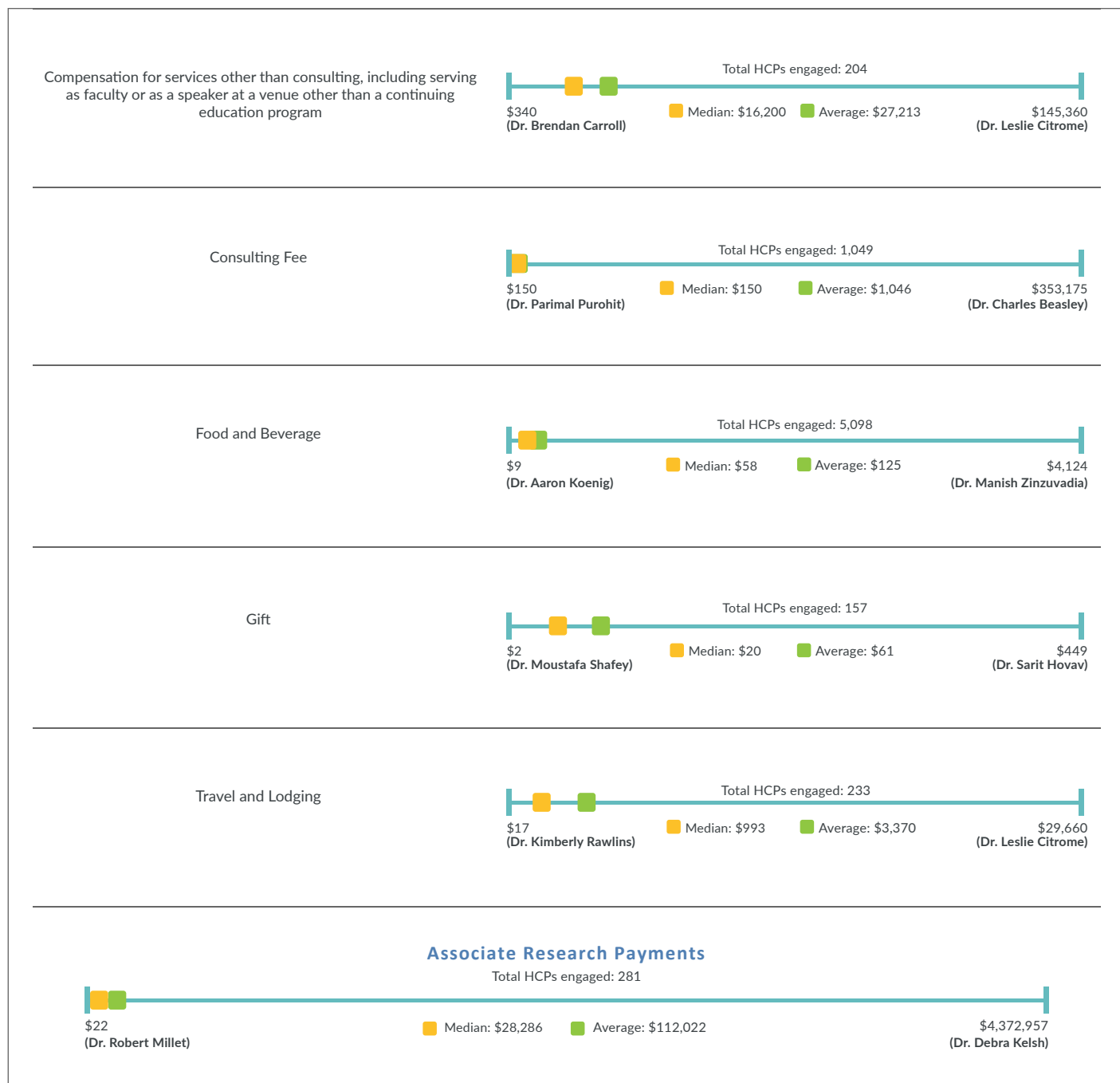


Professional Network and Geo locations of Top 20 CNS experts engaged by Alkermes (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

Alkermes - CNS Experts' Experience and Engagement by Payment Types



Alkermes - Payments across Engagement Types (2017)



Total CNS experts engaged by Alkermes for Consulting and Speaking (2017)

- Consulting - 1049
- Speaking - 204














Top 5 conditions treated by CNS experts engaged by Alkermes (2017)

- Epilepsy
- Major Depressive Disorder
- Schizophrenia
- Bipolar Disorder
- Depression

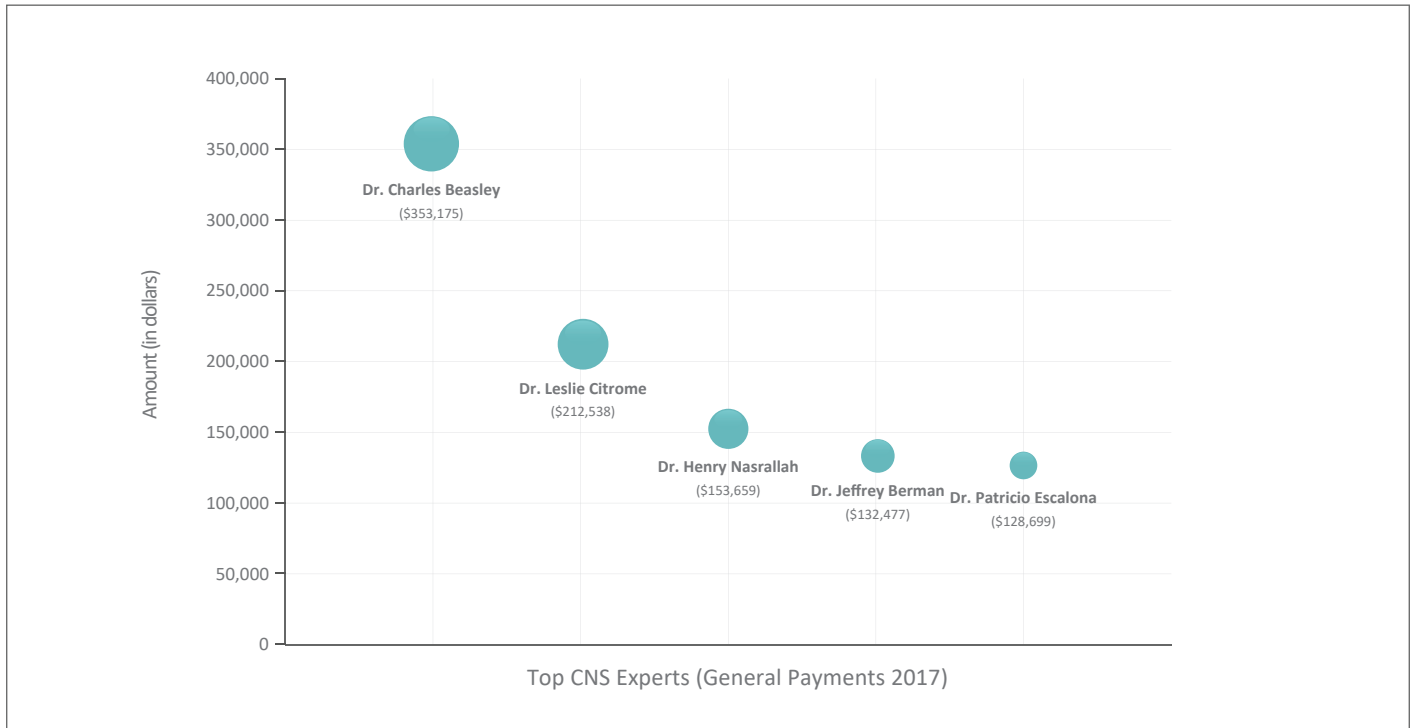
Competitor View of HCP Engagement

Top 20 CNS experts engaged by Alkermes and their competitors (General Payments 2017)

 = Paid more than Alkermes
  = Paid less than Alkermes

No.	HCP Name	Companies								
1	Dr. Charles Merritt Beasley (Indiana)	Alkermes \$353,175	Pfizer \$14,100		E.R. Squibb & Sons \$6,430		Merck \$29			
2	Dr. Leslie Lucien Citrome (New York)	Alkermes \$212,538	Otsuka \$112,509		Acadia Pharma \$96,392		Merck \$66,603		Janssen \$64,176	
3	Dr. Henry A Nasrallah (Missouri)	Alkermes \$153,659	Janssen \$123,526		Acadia Pharma \$67,524		Otsuka \$54,241		Sunovion \$32,882	
4	Dr. Jeffrey A Bermant (New Jersey)	Alkermes \$132,477	Sunovion \$10,132		Biodelivery Sciences \$904					
5	Dr. Patricio Rodrigo Escalona (New Mexico)	Alkermes \$128,699	Sunovion \$125							
6	Dr. Michael Owen Measom (Utah)	Alkermes \$126,818	Otsuka \$142,277		Merck \$72,512		Takeda Pharma \$53,997		Sunovion \$38,630	
7	Dr. Andrew Jon Cutler (Florida)	Alkermes \$122,740	Takeda Pharma \$40,485		Sunovion \$39,646		Allergan \$38,195		Otsuka \$32,077	
8	Dr. Vikram Mehra (Texas)	Alkermes \$110,649	Sunovion \$42,902		Takeda Pharma \$9,270		Teva Pharma \$7,866		Otsuka \$196	
9	Dr. Manish Zinzuvadia (New York)	Alkermes \$110,476	Otsuka \$38,627		Takeda Pharma \$13,241		Lundbeck \$471		Sunovion \$259	
10	Dr. George Kruse (New Jersey)	Alkermes \$108,120	Janssen \$56,954		Vanda Pharma \$64		Lundbeck \$55		Otsuka \$42	
11	Dr. Heather Sherry-Anne Luig (Florida)	Alkermes \$105,290	Otsuka \$3,772		Allergan \$125		Neuronetics \$45		Sunovion \$27	
12	Dr. Ilan Melnick (Florida)	Alkermes \$103,694	Otsuka \$92,909		Sunovion \$41,794		Takeda Pharma \$38,310		Merck \$15,076	
13	Dr. Richard Jackson (Michigan)	Alkermes \$101,835	Teva Pharma \$49,038		Sunovion \$35,325		Otsuka \$30,570		Shire \$27,587	
14	Dr. Carmen Pinto (Kentucky)	Alkermes \$99,647	Otsuka \$65,725		Sunovion \$27,408		Takeda Pharma \$18,173		Janssen \$7,581	
15	Dr. Manoj V Waikar (California)	Alkermes \$99,031	Otsuka \$33,101		Allergan \$14,519		Neurocrine Biosciences \$1,523		Acadia Pharma \$296	
16	Dr. Rakesh Jain (Texas)	Alkermes \$97,564	Allergan \$122,053		Otsuka \$110,930		Takeda Pharma \$108,263		Teva Pharma \$85,904	
17	Dr. Kent Galen Mcdaniel (Virginia)	Alkermes \$95,183	Janssen \$42,224		Otsuka \$17,672		Sunovion \$10,630		Neurocrine Biosciences \$5,987	
18	Dr. James R Woods (Tennessee)	Alkermes \$94,281	Takeda Pharma \$128,684		Sunovion \$98,116		Allergan \$96,617		Merck \$73,207	
19	Dr. Mark Steven Reynolds (North Carolina)	Alkermes \$93,832	Janssen \$104,293		Sunovion \$88,808		Neurocrine Biosciences \$43,039		Otsuka \$39,190	
20	Dr. Jelena Kunovac (California)	Alkermes \$92,513	Sunovion \$76,437		Otsuka \$41,976		Neurocrine Biosciences \$1200		Acadia Pharma \$288	

Alkermes - Top CNS 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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