

INDUSTRY PAYMENTS ANALYTICS



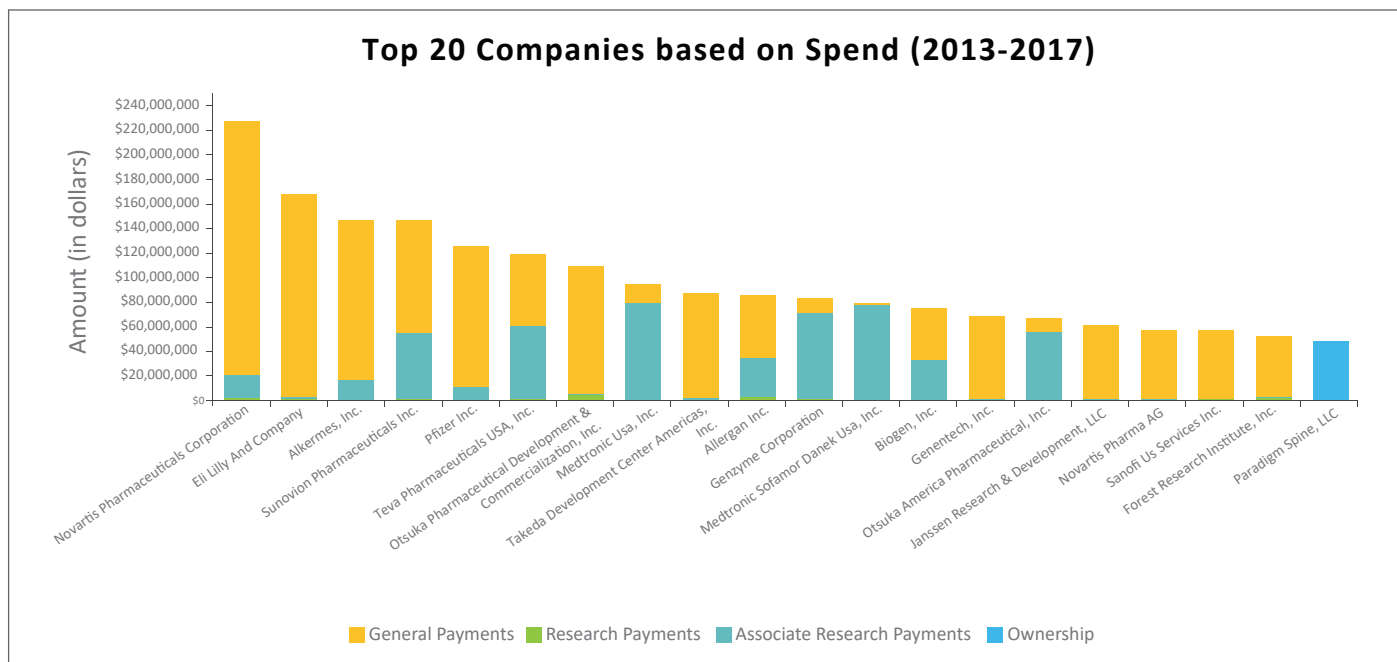
Payments Insights & Trends for **Stryker**

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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.

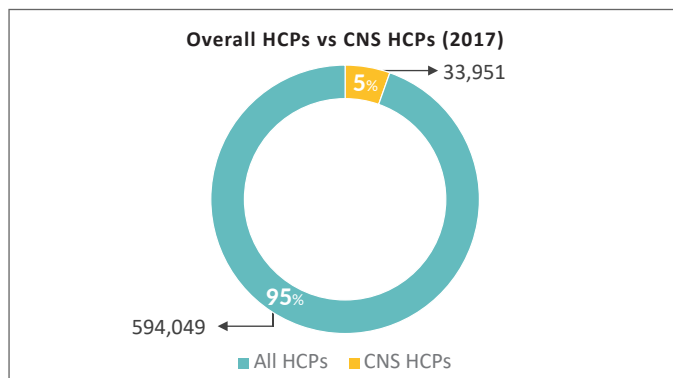
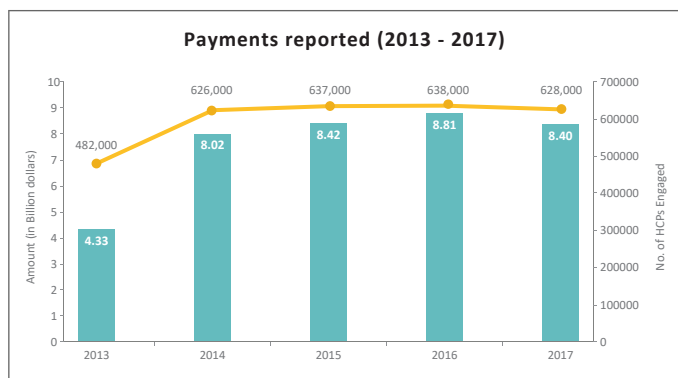
An overview of the top 20 Life Sciences companies and their spend (2013-2017)



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)



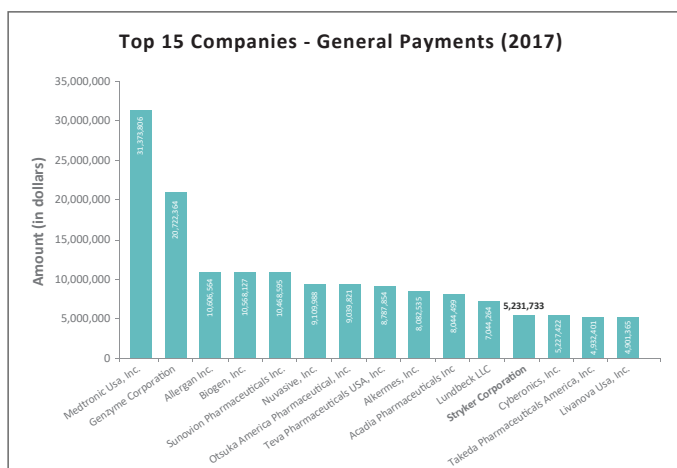
In 2017, Life Sciences companies spent \$8.40 billion on 628,000 HCPs.

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

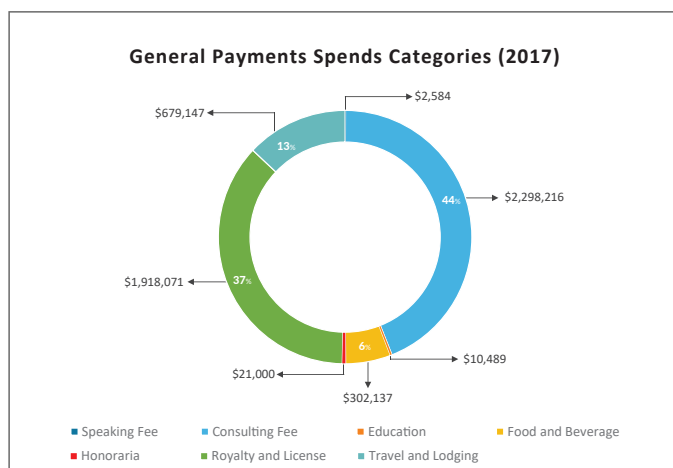
Stryker Industry Payments Trends

Stryker is one of the world's leading medical technology companies and is driven to make healthcare better. Stryker is developing innovative products and services in Neurotechnology and Spine, Orthopaedics, Medical and Surgical therapeutic fields that help improve patient and hospital outcomes.

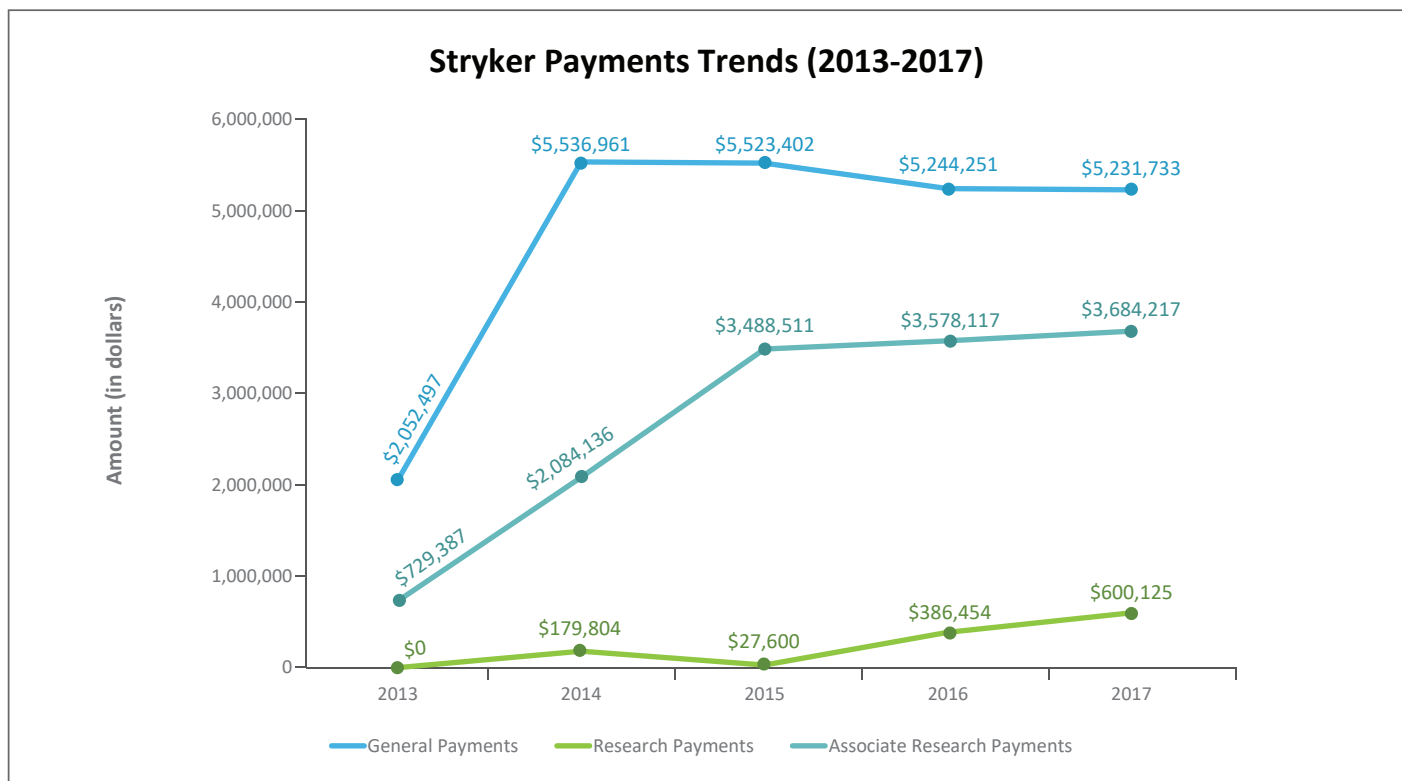
Stryker - HCP Engagements Payments Trends (2017)



Stryker spent \$5,231,733 on 1,482 CNS experts (General Payments).

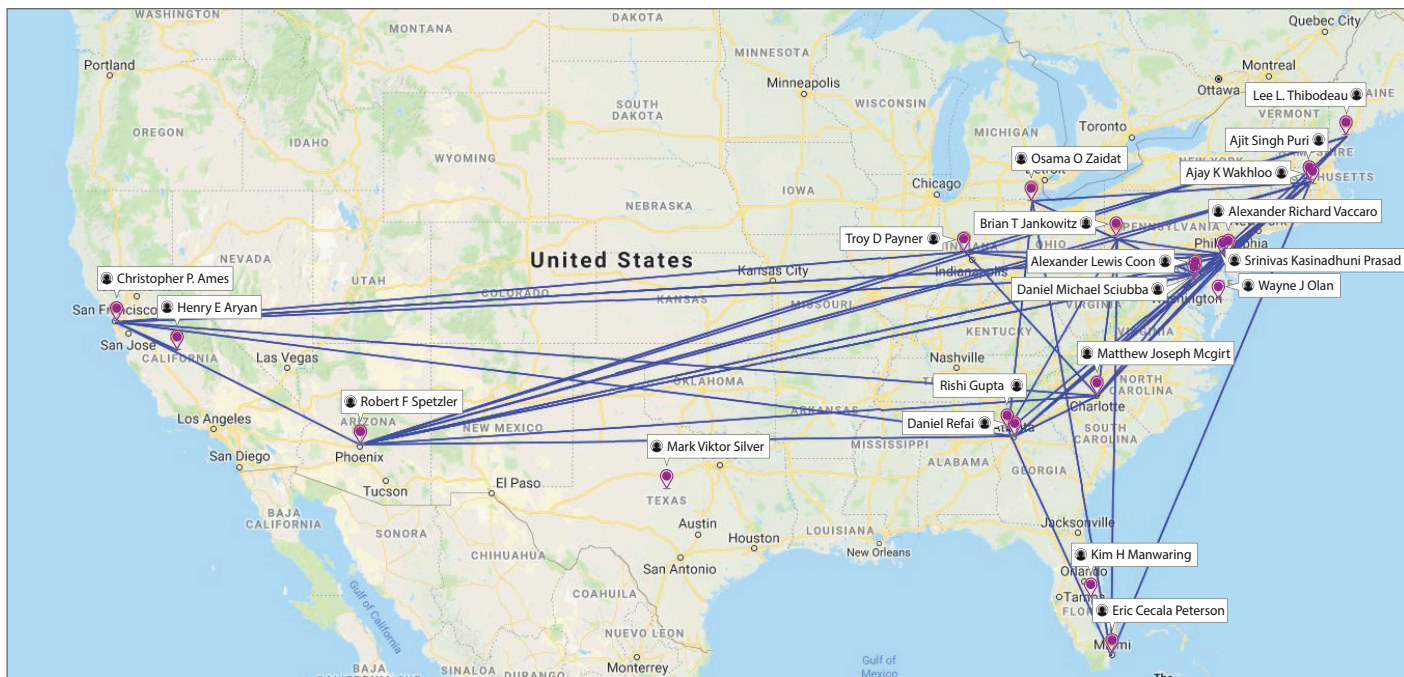


Stryker has spent \$2.3mn as Consulting Fee and \$1.9mn as Royalty Fee on CNS experts in 2017.



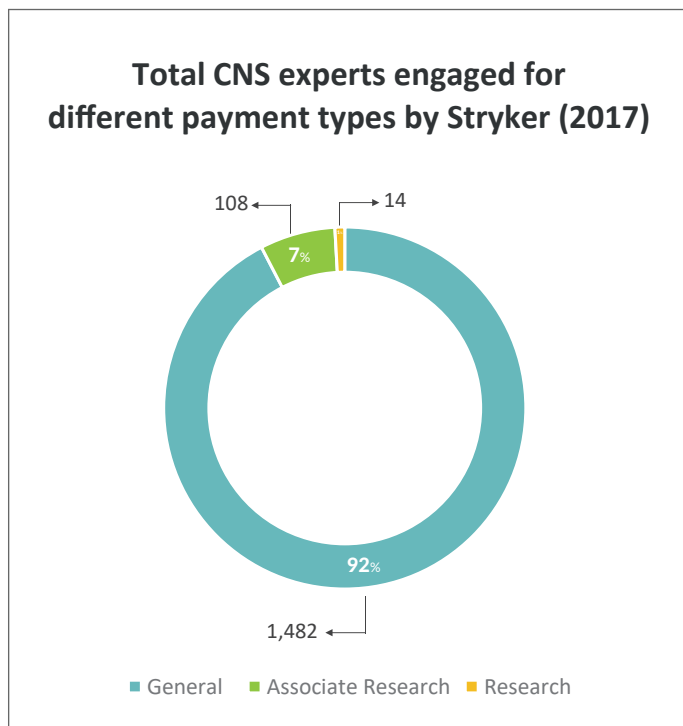
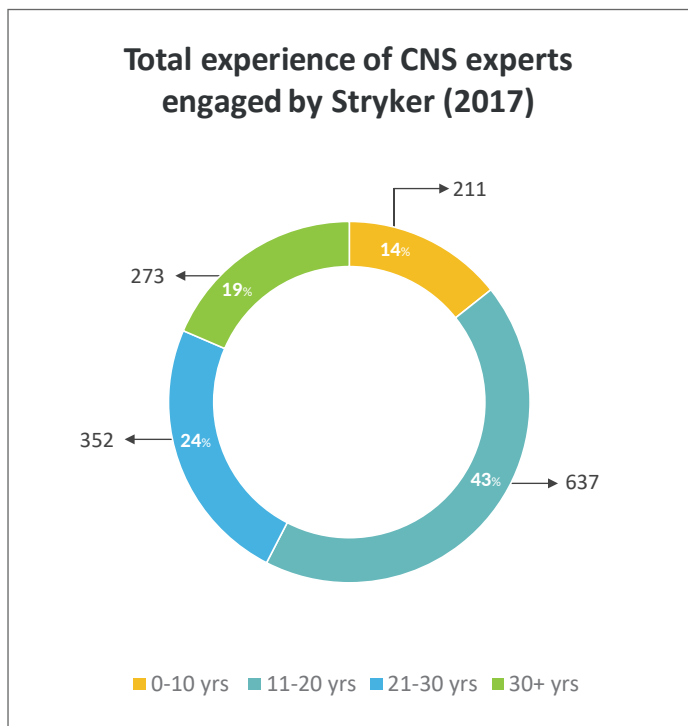
In 2017, Stryker has increased Research and Associate Research Payments with 25 new studies initiated in CNS space.

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

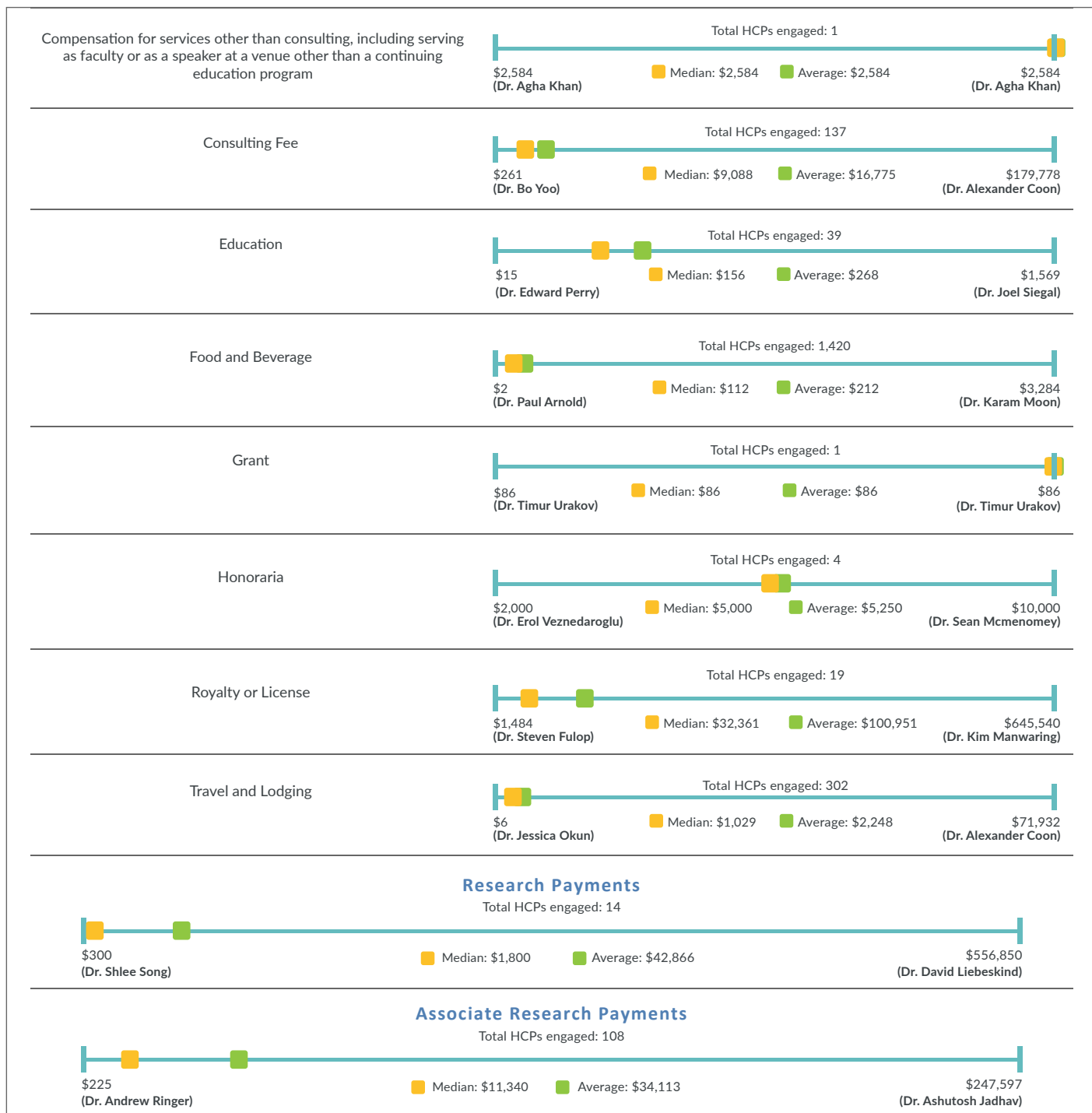


Professional Network and Geo locations of Top 20 CNS experts engaged by Stryker (General Payments 2017). The network is based on co-authorship, research activities, speaking engagements and organizations of CNS Experts.

Stryker - CNS Experts' Experience and Engagement by Payment Types



Stryker - Payments across Engagement Types (2017)



Total CNS experts engaged by Stryker for Consulting, Research and Speaking (2017)

- Consulting - 137
- Research - 14
- Speaking - 01

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

- Seizures
- Multiple Sclerosis
- Major Depressive Disorder
- Epilepsy
- Anxiety Disorders

Competitor View of HCP Engagement

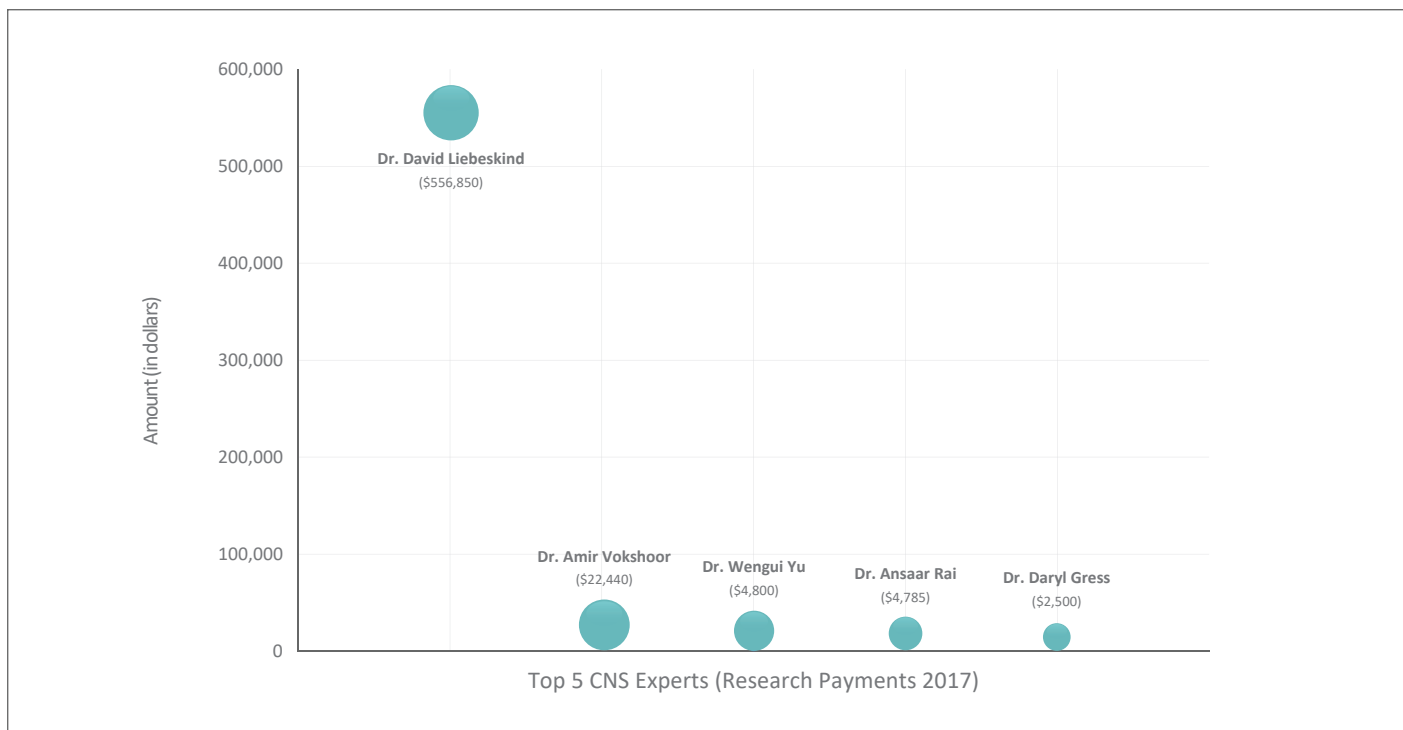
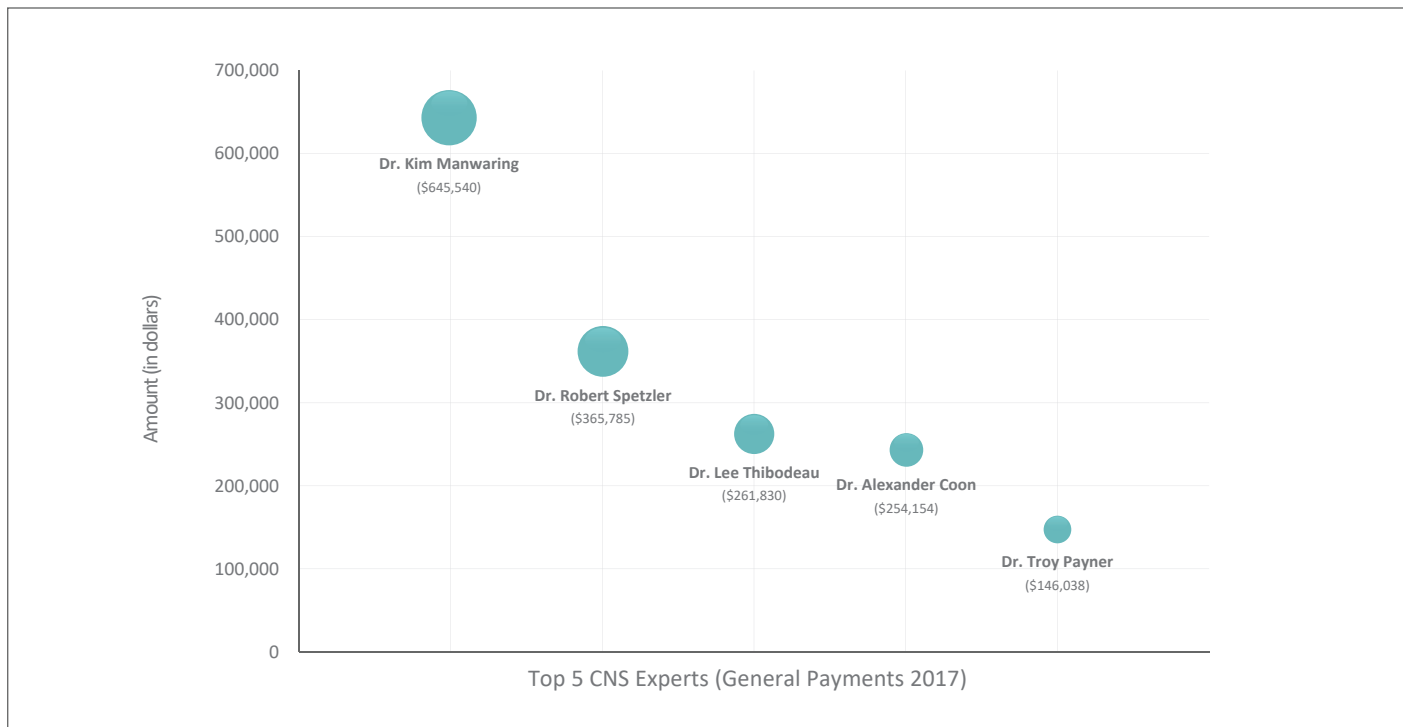
Top 20 CNS experts engaged by Stryker and their competitors (General Payments 2017)

↑ = Paid more than Stryker

↓ = Paid less than Stryker

No.	HCP Name	Companies				
1	Dr. Kim H Manwaring (Florida)	Stryker \$645,540	OmniGuide \$41,611 ↓			
2	Dr. Robert F Spetzler (Arizona)	Stryker \$365,785	Depuy Synthes \$697,921 ↑	Carl Zeiss Meditec \$50,660 ↓	Valeant Pharma \$11,056 ↓	Becton Dickinson \$9,971 ↓
3	Dr. Lee L. Thibodeau (Maine)	Stryker \$261,830				
4	Dr. Alexander Lewis Coon (Maryland)	Stryker \$254,154	Medtronic \$26,283 ↓	Microvention \$413 ↓	Penumbra \$410 ↓	DePuy Synthes \$94 ↓
5	Dr. Troy D Payner (Indiana)	Stryker \$146,038	Carl Zeiss Meditec \$124 ↓			
6	Dr. Christopher P. Ames (California)	Stryker \$130,508	Depuy Synthes \$370,062 ↑	Medtronic \$30,891 ↓	Medicrea \$28,713 ↓	K2M \$19,201 ↓
7	Dr. Wayne J Olan (Maryland)	Stryker \$122,809	Benvenue Medical \$2,207 ↓	Medtronic \$346 ↓	DePuy Synthes \$70 ↓	Vertiflex \$59 ↓
8	Dr. Daniel Refai (Georgia)	Stryker \$122,466	Medtronic \$38,934 ↓	Medical Device Business \$14,004 ↓	DePuy Synthes \$65 ↓	
9	Dr. Ajay K Wakhloo (Massachusetts)	Stryker \$111,909	Depuy Synthes \$192,000 ↑	Medical Device Business \$62,951 ↓	Medtronic \$186 ↓	Penumbra \$76 ↓
10	Dr. Srinivas Kasinadhuni Prasad (Pennsylvania)	Stryker \$107,011	Spine Wave \$12,462 ↓	Medical Device Business \$11,672 ↓	Synthes \$3,149 ↓	Globus Medical \$1,760 ↓
11	Dr. Mark Viktor Silver (Texas)	Stryker \$84,946	Boston Scientific \$1,064 ↓	SI-BONE \$318 ↓		
12	Dr. Alexander Richard Vaccaro (Pennsylvania)	Stryker \$84,606	Globus Medical \$93,195 ↑	Medtronic \$78,956 ↓	Alphatec Spine \$9,100 ↓	SI-BONE \$3,229 ↓
13	Dr. Matthew Joseph Mcgirt (North Carolina)	Stryker \$82,724	Synaptive Medical \$83 ↓	Medtronic \$27 ↓		
14	Dr. Henry E Aryan (California)	Stryker \$72,090	Precision Spine \$39,806 ↓	Zimmer Biomet \$2,192 ↓	DePuy Synthes \$326 ↓	Nuvector \$59 ↓
15	Dr. Daniel Michael Scubba (Maryland)	Stryker \$71,938	Medtronic \$48,829 ↓	Medical Device Business \$23,979 ↓	K2M \$14,007 ↓	Nuvasive \$7,282 ↓
16	Dr. Rishi Gupta (Georgia)	Stryker \$66,257	Genentech \$9,157 ↓	Penumbra \$2,720 ↓	Balt USA \$460 ↓	Medtronic \$459 ↓
17	Dr. Brian T Jankowitz (Pennsylvania)	Stryker \$62,843	Medtronic \$21,370 ↓	Balt USA \$2,736 ↓	Microvention \$826 ↓	Penumbra \$591 ↓
18	Dr. Ajit Singh Puri (Massachusetts)	Stryker \$62,345	Depuy Synthes \$8,235 ↓	Medical Device Business \$122 ↓	Medtronic \$48 ↓	
19	Dr. Eric Cecala Peterson (Florida)	Stryker \$59,829	Medtronic \$11,630 ↓	Medical Device Business \$6,800 ↓	Penumbra \$1,951 ↓	Microvention \$121 ↓
20	Dr. Osama O Zaidat (Ohio)	Stryker \$55,510	Medtronic \$35,283 ↓	Microvention \$28 ↓		

Stryker - Top 5 CNS Experts (General & 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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